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Professionalism & Personal Growth



87TH ANNUAL MEETING & EDUCATIONAL CONFERENCE | JANUARY 24-26, 2018

The Vinoy Renaissance St. Petersburg
501 5th Avenue NE
St. Petersburg, Florida





GENERAL SESSION

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WEDNESDAY, JANUARY 24, 2018

- 8:00 – 5:00 pm** **REGISTRATION OPEN**—Lobby Foyer, Lobby Level
- 9:00 – 5:00 pm** **SPEAKER READY ROOM AVAILABLE**—Thomason Room, Plaza Level
- 12:30 pm** **ROD BIRMINGHAM MEMORIAL GOLF OUTING**
Vinoy Golf Club, Donald Ross Original on Snell Isle
- 5:30 – 7:30 pm** **OPENING NIGHT RECEPTION** —Vinoy Grand Ballroom, Lobby Level
(Open to All Registered Attendees. Name Badges Required.)

THURSDAY, JANUARY 25, 2018

- 7:30 – 9:00 am** **CONTINENTAL BREAKFAST**—Palm Court Foyer, Lobby Level
- 8:00 – 5:00 pm** **REGISTRATION DESK OPEN** —Palm Court Foyer, Lobby Level
- 8:00 – 12:00 pm** **SPEAKER READY ROOM AVAILABLE** —Taylor Room, Plaza Level
- 8:30 – 9:15 am** **GENERAL SESSION/MEMBERS MEETING** —Palm Court Ballroom, Lobby Level
WELCOME/ANTI-TRUST

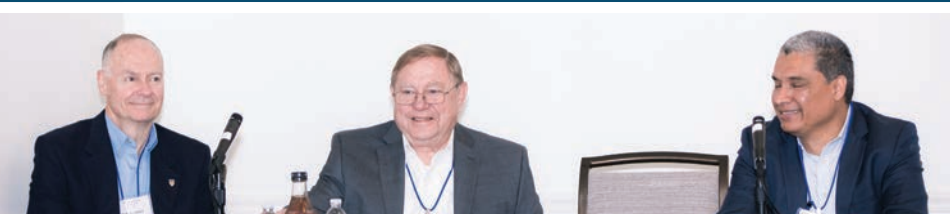


Costantino Suriano, Esq.
LEA Counsel
Mound Cotton Wollan & Greengrass LLP

OPENING REMARKS



Jean L. Broderick, ARe
LEA President - Regional Practice Leader
Property/Energy Claims – Americas Insurance
XL Catlin



GENERAL SESSION

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8:20 – 8:30 am

TREASURER'S REPORT/GOLF REPORT



Raymond Mattia
Vice President – Property Claims
AIG

8:30 – 8:45 am

MEMBERSHIP REPORT



Margaret A. (Peggy) Reilly
Edward R. Reilly & Co., Inc.

8:45 - 9:00 am

CONTINUING EDUCATION REPORT



Louis D. Magnan, CPA
Magnan, Griazzaro & Associates LLC

9:00 – 9:15 am

PROGRAM OVERVIEW & INTRODUCTION OF KEYNOTE SPEAKER



Jean L. Broderick, ARE
LEA President - Regional Practice Leader
Property/Energy Claims – Americas Insurance
XL Catlin

9:15 – 10:15 am

KEYNOTE SPEAKER



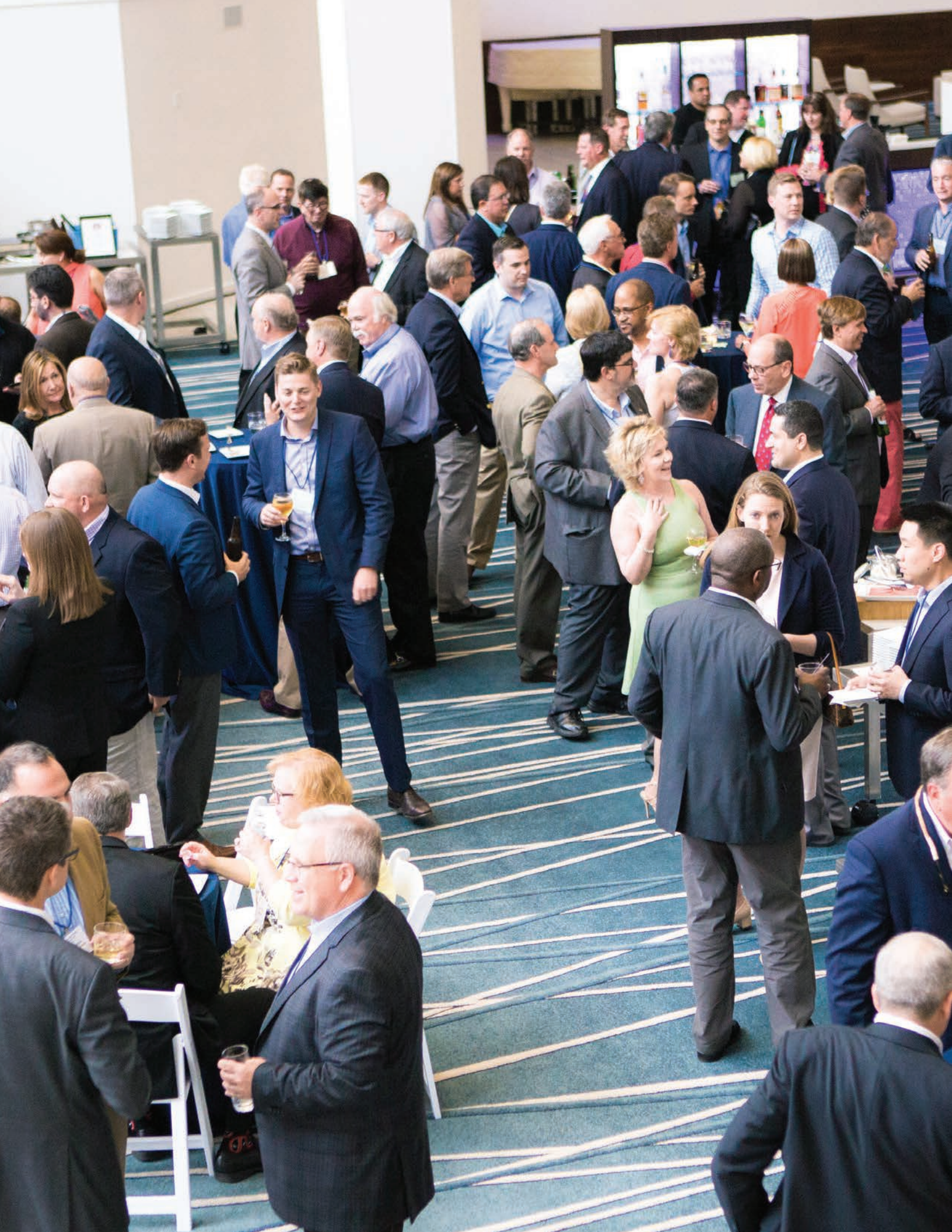
Carol Barton
President
AIG Multinational

Topic

MULTINATIONAL: A TRANSFORMATIONAL JOURNEY

10:15 – 10:30 am

REFRESHMENT BREAK —Palm Court Foyer, Lobby Level





GENERAL SESSION

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10:30 – 12:00 pm

HURRICANE DISCUSSION – HARVEY, IRMA, & MARIA



Jean L. Broderick, ARe

LEA President - Regional Practice Leader
Property/Energy Claims – Americas Insurance
XL Catlin

The panelists will discuss the lessons learned as they deal with major catastrophes across the U.S. and Caribbean from their unique perspectives as adjusters, engineers, insurers, and brokers.



Charles Duca

SVP, NE & SE Zone Property Claim Leader
Marsh USA Inc.



George Wasielke

Executive Vice President, U.S. Eastern Region & the Caribbean
McLarens



Danny Miller

Executive Vice President
York Specialized Loss Adjusting



William C. Bracken, PE, SI STS2, F. NAFE, F.ASCE

Founder & CEO
Bracken Engineering

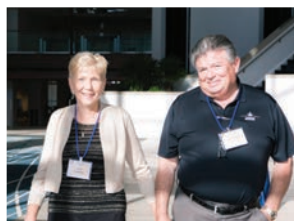


Jack L. Halliwell, P.E.

President
Halliwell Engineering Associates, Inc. (HEA)

12:00 – 1:15 pm

LUNCH —*Vinoy Grand Ballroom, Lobby Level*
(Open to All Registered Attendees. Name Badges Required.)



WORKSHOP 1 SESSION

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1:15 – 3:15 pm

LEA CONCURRENT WORKSHOPS — 2 HOUR SESSIONS

The workshops you signed up for are shown on your name badge. Workshop locations are listed on the easel outside Palm Court Ballroom.



WORKSHOP 1 (2 HOURS) —Palm Court Ballroom

AI'S IMPACT ON CLAIMS AND UNDERWRITING

Our program will touch on the basics of AI and specifically computer vision. We will talk about the broad use cases within the UW and claims process. We will give examples of how the insurance industry is putting these new technologies to work today and how they will be implemented in the future.

Computer vision has and will have a dramatic effect on vast parts of the industry. The P&C industry is gearing up to be able to capture this information, automatically analyze it and make decisions based off of the insights that can be provided. Using this data will require new ways of capturing data (ie. Drones) that can easily be digested by AI algorithms. This will change the workflows that have been engrained in our industry.

Presenters



Dave Tobias

President
Research Specialists Insurance Inspections & Co-Founder/COO
BetterView



Brian St. Jacques

Complex Claims Director
AIG Energy and Engineered Risks





WORKSHOP 2 SESSION

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WORKSHOP 2 (2 HOURS)

POLICY INCONSISTENCIES, INTER-INSURER CONFLICTS, AND EFFECTIVE CLAIM HANDLING IN THE MARKET SITUATION

This session will identify areas of conflict that can arise between primary and excess property insurers and between multiple insurers providing quota share coverage in the same layer of insurance. It will also discuss strategies to proceed with orderly claims adjustment without allowing conflicts to interfere with providing timely payments of covered losses to the insured, thereby creating exposure to insurers.

Facilitator



Raymond T. DeMeo, Esq.
Of Counsel
Robinson & Cole, LLC

Presenters



Phillip Ambrose
Senior Executive General Adjuster
Engle Martin & Associates



Christopher J. Kelly
Vice President Property Claims
Ironshore Insurance Services, LLC





WORKSHOP 3 SESSION

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WORKSHOP 3 (2 HOURS)

AMBIGUITY IN INSURANCE POLICIES

This session is entitled Ambiguity in Policy Wording and will address the meaning of ambiguity, its relationship to Patent v. Latent Ambiguity, Ambiguity in Contracts, as well as its relation to the Parol Evidence Rule, the use of extrinsic evidence and the definition of the Doctrine of Contra Proferentem. Additionally, this session will address the Reasonable Expectations Doctrine and the rules of contract interpretation and how ambiguity affects insurance policy provisions.

The second half of the presentation will utilize specific court cases in which ambiguity played a role in the outcome of the litigation. Key points of each case will be presented and the audience will be tasked with trying to determine the courts' ruling on the ambiguity issues.

Facilitator



Larry Bowman, Esq.

Of Counsel
Kane, Russell Coleman Logan PC

Presenters



Marc Giovannetti

Vice President, Head of First Party Claims
Liberty International Underwriters – US



Marc F. Haller, PE

Senior Vice President, Product Line Manager
Liberty International Underwriters (LIU)



Costantino Suriano, Esq.

Partner
Mound Cotton Wollan & Greengrass LLP

3:15 – 3:30

REFRESHMENT BREAK —*Palm Court Foyer, Lobby Level*





WORKSHOP 4 SESSION

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3:30 – 4:30 pm



CONCURRENT WORKSHOPS (CONT.) 1 HOUR SESSIONS

WORKSHOP 4 (1 HOUR)

PROPERTY INSURANCE CASE UPDATE

Give us sixty minutes and we'll give you the year in review! Jim Harrington and Bill Erickson of Robins Kaplan LLP will update you on the most interesting property insurance case decisions of the past year. Cases illustrating important trends in several areas will be featured, including the latest decisions on flood and flood sub-limits, business interruption, ensuring loss, cyber, RCV/AVC and late notice.

The Property Case Update is not a lecture program. Join Bill & Jim for a fast-paced combination of audience participation and case discussion covering the recent cases and trends you need to know.

Participants



William N. Erickson, Esq.

Partner
Robins, Kaplan, LLP



James S. Harrington, Esq.

Partner
Robins, Kaplan, LLP





WORKSHOP 5 SESSION

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WORKSHOP 5 (1 HOUR)

CYBER-ATTACK – WHO DONE IT? TO WHAT? AND WHAT’S IMPACTED?

Cyber Attacks and resulting losses are becoming an everyday occurrence with data breaches impacting all sectors of business and industries. With the growth of the internet of things, cyber-attacks are now impacting the operations of the commercial world as well. We will provide details of the steps necessary for acknowledging, investigating, verifying, and resolving first party cyber-attack claims; highlighting specific types covered and excluded by current policies, technical investigation tools and actions, methods for assessing and calculating business damages and adjusting techniques and legal standards for determining coverage, exclusions and amount of damage.

Facilitator



Marguerite Hart, CPA
Matson Driscoll & Damico

Presenters



Nicholas A. Pasciullo, Esq.
Partner, Complex Property & Energy, Cybersecurity Insurance
Weber Gallagher Simpson Stapleton Fires & Newby LLP



Matt Scott
Practice Leader for Guardian Digital Forensics
A Division of Envista Forensics



Craig A. Linton, Esq.
Claims Manager
Beazley





WORKSHOP 6 SESSION

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WORKSHOP 6 (1 HOUR)

DEPOSITION GUIDELINES FOR INSURANCE ADJUSTERS

Depositions of insurance company representatives are one of the most important tools available to plaintiff-insureds in any legal proceeding. A deposition can be useful in strengthening an insurance companies' case, but it can also negatively impact a case, particularly if the deponent is unprepared, or fails to adequately answer questions. The purpose of this workshop is to advise potential deponents on how to prepare for a deposition, how to avoid possible pitfalls, and how to testify effectively, so as to strengthen the carrier's case. To that end, the workshop will first focus on the deposition prep sessions with counsel. Those sessions are useful in identifying the important issues and themes of the case, reviewing all appropriate documents, and understanding basic deposition ground rules. In addition, we will discuss recommended conduct during the deposition, including how to handle difficult questions, objections, and how much (or how little) information to give in your answers. Finally, we will examine the difference between being deposed as an individual, based on the deponent's first-hand knowledge of the disputed claim, versus being deposed as a corporate representative, who testifies on behalf of the company. The differences are significant, and will directly affect the way the deponent prepares for the deposition, and the way he/she answers questions at the deposition.

Facilitator



Charles J. Rocco, Esq.

Partner
Foran Glennon

Presenters



Paul Ferland, Esq.

Partner
Foran Glennon



John Kinneary

Executive General Adjuster
AEGIS Insurance Services, Inc.

5:30 – 7:30 pm

COCKTAIL RECEPTION —Esplanade Room

(Located above the pool). Back up space in the event of inclement weather to be announced.
(Open to All Registered Attendees. Name Badges Required.)

FRIDAY, JANUARY 26, 2018

7:30 – 11:45 am **REGISTRATION OPEN** —Palm Court Foyer, Lobby Level

7:30 – 8:30 am **CONTINENTAL BREAKFAST** —Palm Court Foyer, Lobby Level
(Open to All Registered Attendees.)

8:30 – 10:30 am **REPEAT OF TWO HOUR CONCURRENT WORKSHOPS**
Workshop locations may have changed. Workshop locations are listed on the easel outside the Palm Court Foyer.

WORKSHOP 1 (2 HOURS)
BETTER VIEW – AI'S IMPACT ON CLAIMS AND UNDERWRITING

WORKSHOP 2 (2 HOURS)
**POLICY INCONSISTENCIES, INTER-INSURER CONFLICTS, AND
EFFECTIVE CLAIM HANDLING IN THE MARKET SITUATION**

WORKSHOP 3 (2 HOURS)
AMBIGUITY IN INSURANCE POLICIES

10:30 – 11:00 am **REFRESHMENT BREAK** —Palm Court Foyer, Lobby Level

11:00 – 12:00 pm **REPEAT OF ONE HOUR CONCURRENT WORKSHOPS**

WORKSHOP 4 (1 HOUR)
PROPERTY INSURANCE UPDATE

WORKSHOP 5 (1 HOUR)
CYBER-ATTACK – WHO DONE IT? TO WHAT? AND WHAT'S IMPACTED

WORKSHOP 6 (1 HOURS)
DEPOSITION GUIDELINES FOR INSURANCE ADJUSTERS

12:00 pm **CONFERENCE ADJOURNMENT**

An LEA officer will provide concluding remarks at the end of each workshop session.

CE Credit Requirements: Please remember that CE forms are to be signed by only an authorized LEA CE delegate and/or by the instructor of each session.

No partial credit will be given. Attendees must attend the full sessions to receive CE credit for that session.

All forms, including your license number, are to be submitted at the close of the conference. There will be no exceptions for credit if your forms are not submitted and for missing license numbers.



PHOTOGRAPHY WAIVER:

By attending the LEA session you consent that your picture may be in one of the wonderful photographs that are taken during the LEA conference. The photos may be published or otherwise used by the LEA, which retains exclusive ownership thereof and this consent is voluntary with no expectation of compensation now or in the future.



GENERAL SESSION SPEAKERS

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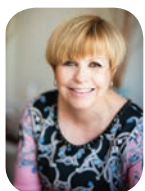
JEAN L. BRODERICK, ARe

LEA President, Regional Practice Leader, Energy, Property, Construction Claims – Americas
XL Catlin

Jean L. Broderick is currently a Regional Practice Leader for Energy, Property & Construction Claims in the Americas for XL Catlin.

Jean began her career as a Loss Prevention Engineer with Factory Mutual Engineering Association, now FM Global. She then moved into claims as a field adjuster holding Senior and General Adjuster positions in both the New York and Boston Operations offices and then became the Branch Claims Manager of the Norwalk, CT office. In 2007, Jean joined XL Reinsurance America as the lead for all large property reinsurance claims. In addition to her responsibilities as the property lead, Jean also handled liability and workers' compensation claims. In October 2013, Jean transitioned into the role of Claims Manager for North America Property at XL Catlin Insurance and in September 2015 became a Regional Practice Leader for Energy, Property & Construction Claims in the Americas.

Jean is a native of Yonkers, New York and holds a BE in Chemical Engineering from Manhattan College, Riverdale, NY. She holds the Associate in Reinsurance (ARe) designation and is currently working toward her CPCU designation. Jean is a member of the Loss Executives Association (LEA) and is currently the President of the LEA.



CAROL BARTON

President
AIG Multinational

Carol Barton is President of AIG Multinational reporting to Peter Zaffino, CEO of General Insurance. In this position, she is responsible for the worldwide leadership and strategic direction of AIG's multinational business including captive fronting and management services, as well as geographic leadership in assigned countries. Multinational responsibilities involve driving a consistent global vision, value proposition, and key strategies across the full spectrum of general insurance products ensuring expert design and management of multinational programs delivering world class service to clients and broker partners. Current responsibilities involve driving execution of strategies designed to enable profitable growth and position AIG as our clients' most valued insurer.

Carol most recently served as Chief Underwriting Officer for Global Property responsible for the leadership of all underwriting activities as well as for the delivery of market leading capacity, products, and services for AIG's commercial property, and energy and engineered risk portfolios. Prior to joining AIG in January 2012, Carol developed her insurance career working for FM Global in positions of increasing authority most recently as Senior Vice President, Chief Underwriting and Reinsurance officer with global leadership responsibility for all underwriting and reinsurance activities.

Carol attended the AICPCU Advanced Leadership Education Program at Wharton School of the University of Pennsylvania and earned an Associateship in the Insurance Institute of Canada. She also holds the distinction of being selected as a 2017 Business Insurance "Elite Women in the Insurance Industry" honoree.



WILLIAM C. BRACKEN, PE, SI, STS2, F. SEI, F. NAFE, F. ASCE

Founder & CEO

Bracken Engineering, Inc.

Mr. Bracken has been a structural engineer for nearly 30 years and is licensed in 35 states. He is the founder and CEO of Bracken Engineering, Inc. with office throughout the state of Florida. His career has centered on the practice of structural engineering, forensics, building related codes and disaster response.

Bill is a senior structures specialist with the state of Florida's Urban Search and Rescue Program, a member of Hillsborough County Fire Rescue, has been an instructor for the International Code Council for the last 16 years, has been named a Fellow within numerous engineering societies and currently serves on Florida's engineering licensure board.



CHARLES DUCA

Senior Vice President, NEZ & SEZ Property Claim Leader

Marsh USA Inc

Charles Duca is the NEZ & SEZ Property Claim Leader. This includes offices with dedicated Property Claim Consultants in seven offices, as well as other offices in the zones. In this role, he is responsible for supervising eleven consultants and their claims activity. Charles also continues to work on claims and has thirty-two years of experience in the handling and adjustment of major property, builders risk, boiler machinery, and business interruption losses. He works with numerous, chemical, financial institution, real estate and retail accounts. He has handled losses in major catastrophes such as Hurricanes Andrew, Ike, Katrina & Sandy, the 2011 Japan Earthquake and sadly, the events of September 11, 2001.

Prior to his employment at Marsh in 2002, Charles spent five years with Aon, servicing clients in various fields including but not limited to, agriculture, commodities, financial institutions, manufacturing, petrochemical, retail and technologies.

Before his employment at Aon, Charles was a national general adjuster with GAB Robins, a worldwide adjusting firm. During his six years there, he was responsible for the adjustment of numerous losses involving American Express, Caldor, Morgan Stanley and The Bank of New York. Previous to GAB, Charles worked for Fireman's Fund as an outside adjuster working losses in the five boroughs of New York City.

Charles began his insurance career in the mail room at Frank B. Hall & Co. while attending Pace University, subsequently taking a trainee position in the property claim department. While there, he attained the position of assistant vice president and was eventually put in charge of all middle market claims for the New York office as well as handling large property accounts.

Charles graduated from Pace University with a BBA. He is also a New York State Licensed General Adjuster and a New York State Licensed Broker.



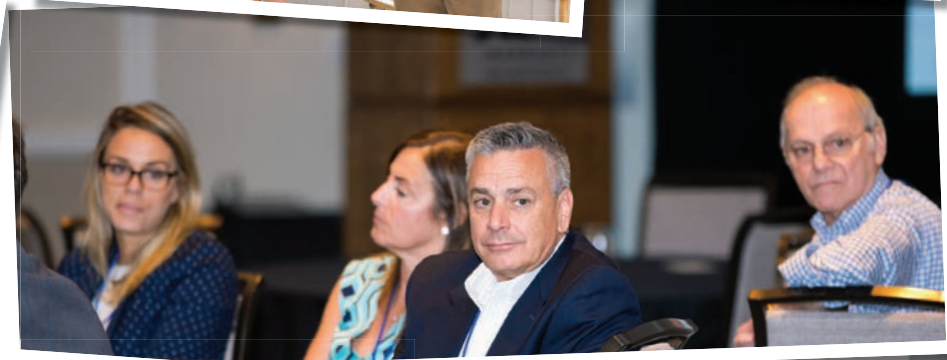
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86TH SPRING EDUCATIONAL CONFERENCE

PHOTO GALLERY

Newport Marriott
25 America's Cup Avenue
Newport, RI 02840









GENERAL SESSION SPEAKERS

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JACK HALLIWELL

President

Halliwell Engineering Associates, Inc. (HEA)

Jack Halliwell is President of Halliwell Engineering Associates, Inc. (HEA) a forensic engineering and architectural firm. He has over 30 years of experience in the investigation and analysis of building-related damages and failures. As program manager for the firm's investigation of building-related damages, Mr. Halliwell develops and manages the company's analytical processes for evaluating the cause and origin of large scale property damages, identifying the mode of casual failures and evaluating the scope of required repairs and/or replacements. He also provides program management for large scale CAT losses and litigation strategy for complex claims.

Mr. Halliwell's main areas of expertise include: Civil/Structural/Environmental Engineering; Program Management of Complex CAT Claims; Cause and Origin Analysis of Building System Failures; Scope of Damage/Scope of Repair Investigations; Repair vs. Replacement Analysis and Failure Analysis: Design, Construction and Pre-Existing Conditions.

In 2002, the largest real estate investment trust in the US tapped Mr. Halliwell to investigate the company's entire portfolio of multi-family properties in South Florida for building failure issues related to moisture intrusion through the highrise building envelopes. Following the successful completion, Mr. Halliwell was invited to assist in the development and presentation of similar investigative programs for the National Multi-Housing Council (NMHC) in Washington, DC.

Starting in 2004, with the extensive amount of Hurricane activity throughout the Southern portions of the US, HEA has been asked to provide its expertise to investigate property damages in commercial, institutional, industrial and residential buildings. Mr. Halliwell has led this effort for the company, developing the investigation and analytical processes for determining cause and origin, scope of damages and repair/replacement evaluations, as well as providing litigation support for individual and class action lawsuits.

In 1998, the ServiceMaster Company requested Mr. Halliwell to lead the development of a rapid response and management program for the 2100 Hospitals, Universities and K-12 Schools that it managed throughout the United States.

In 1996, the American Society of Heating, Refrigeration and Air Conditioning Engineers invited Mr. Halliwell to join its Standard 62 Committee to assist in the development of Building Air Quality Standard to be used by Architects, Engineers, Building Operators and Code Officials throughout the United States.

In 1986, Walt Disney World requested Mr. Halliwell's firm to survey the Magic Kingdom and Epcot in Orlando, Florida for specific construction-related and environmental concerns. As a result, HEA has continued to be the lead engineering firm for WDW in Orlando. From 1991 through 1995 Mr. Halliwell developed and personally managed the largest commercial real estate Building Systems investigation and management program in the United States, for the Equitable Real Estate Investment Management Company.



DANNY MILLER

President, Executive Vice President
York Specialized Loss Adjusting

Danny Miller, President, EVP, York SLA, joined the insurance industry in 1988 and has served on the technical and management side of independent loss adjusting. The operations expertise he brings to the SLA division benefits the unit as it continues its growth and commitment to the commercial market.

Mr. Miller has managed regional, national and daily claims operations as well as catastrophe operations. His experience in property loss adjusting includes supervising and concluding complex losses in excess of a million dollars as well as managing national self-insured accounts direct within the SIR and through TPA programs. Mr. Miller has worked directly with carriers, brokers, underwriters and the London market.

Throughout his 25 years in the insurance claim industry, Mr. Miller has distinguished himself as an effective adjuster, manager and executive committed to customer service, employee development and optimizing team potential.

Mr. Miller holds a Bachelor of Arts degree from the University of South Carolina.



GEORGE WASIELKE

Executive Vice President, U.S. Eastern Region & the Caribbean
McLarens

George's vast experience spans nearly four decades as an adjuster investigating national and international property losses. Before joining McLarens, George worked for Crum & Forster, Home Insurance, Thomas Howell Group, and GAB Robins. During his career, he's focused in areas involving both Domestic and International accounts and losses. He's also consulted on the adjustment of major losses to commercial risks from catastrophic events such as hurricanes, tornados, earthquakes, and riot/civil commotion, and terrorism.

In addition to his role as an active adjuster, George oversees the operations and management of McLarens' Eastern Region and the Caribbean. He also coordinates several of the firm's Speciality Lines such as Specie, Product Recall and Inland Marine.

George obtained his Bachelor of Arts from Long Island University, as well as his designation as a Litigation Paralegal from Adelphi University. He holds additional certifications from industry sources as well as licensure in 15 states and the Caribbean.





WORKSHOP 1 SPEAKERS

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DAVID TOBIAS

President - Research Specialists Insurance Inspections
Co-Founder & COO of BetterView

David Tobias has been in the insurance industry all his life. His father founded Research Specialists Insurance inspections over 40 years ago. David took over that business 10 years ago and grew it into a national company with over 500 inspectors working for some of the largest US insurance companies. In late 2015, David co-founded Betterview (with David Lyman) to provide the insurance industry with drone software and solutions. BetterView is one of the most widely used drone platforms for the insurance industry. Betterview is a venture backed San Francisco based company.



BRIAN ST. JACQUES

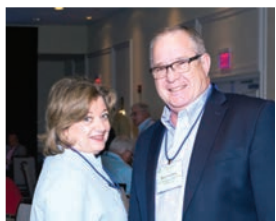
Complex Claims Director
AIG Energy and Engineered Risks

Brian St. Jacques is currently the Complex Claims Director for AIG's Energy and Engineered Risk claims group. He is based in Houston and joined AIG in 2006 as a Senior Underwriter in the Global Marine and Energy division and has held positions of increasing responsibility over the years. He is a licensed P&C Adjuster and holds a number of D.O.T. certifications.

Brian has over 25 years of diversified expertise in the Marine and Energy segments. He honorably served in the United States Navy active duty and active reserve. Brian is a certified Firefighter and First Responder and has served as a volunteer fire fighter / first responder within several communities in New York and Texas.

Brian is a member of the (SAE) Society of Automotive Engineers (Land Sea Air and Space); The National Cargo Bureau (NCB); The U.S Navel Institute; The Society of Petroleum Engineers and the Society of Naval Architects and Marine Engineers.

Brian has been a requested teacher and requested presenter for various industry events and served as a member of the Oil & Gas Environmental Advisory Board at the University of Texas.



WORKSHOP 2 SPEAKERS

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RAYMOND T. DEMEO, ESQ.

Of Counsel
Robinson & Cole, LLC

Ray DeMeo, Of Counsel in Robinson + Cole's Insurance + Reinsurance Group, has litigated numerous large loss property and boiler and machinery claims. Mr. DeMeo has successfully defended clients in numerous high-exposure cases involving business interruption and extra expense; application of the anti-concurrent causation clause and trigger of coverage for progressive losses under first party policies; boiler and machinery coverages and excess and surplus lines risks. Mr. DeMeo has substantial experience defending and overseeing litigation over catastrophe claims, including claims arising out Hurricane Katrina and Super Storm Sandy.

As Assistant Vice President and Managing Counsel at Travelers Property Casualty Company, Mr. DeMeo oversaw all commercial property insurance litigation nationwide, including all bad faith lawsuits involving property insurance claims. He directly supervised the World Trade Center property insurance litigation and oversaw all litigation arising from Hurricane Katrina. Mr. DeMeo also served as Assistant Vice President of Property Claims at Ironshore Specialty Insurance Company, where he supervised high-exposure surplus lines property claims and litigation, and assisted in the drafting of specialty policy forms and endorsements.

Mr. DeMeo taught Property Insurance Law as an adjunct professor at the University of Connecticut School of Law for eight years. He has spoken and served as a panelist at professional conferences sponsored by the American Bar Association's Tort and Insurance Practice Section, the Loss Executives Association, the Defense Research Institute, the Property Loss Research Bureau and other industry groups.



PHILLIP AMBROSE

Senior Executive General Adjuster
Engle Martin & Associates

Phillip Ambrose is a Senior Executive General Adjuster / Principal of Engle Martin & Associates, with over 30 years of insurance claim adjusting; supervision/management experience including 21 years at The Travelers Insurance Companies. Philip's experience has been almost entirely in the handling of first-party property claims of all types, including major loss exposures up to \$300 Million.

Phillip is involved in the adjustment of major losses throughout the U.S. and internationally, including those following earthquake, fire, flood, hail and windstorm damage to commercial and agricultural properties, utilities, schools and municipalities, together with time element, inland marine and fidelity. Most of his work is in the area of commercial losses, including layered programs, both for primary and excess insurers.

Philip also acts as appraiser or umpire under policy appraisal procedures, and serves as a consultant or expert witness in disputed or litigated matters following property related claims.

Philip is a member of the Loss Executives Association, and has also been a speaker or panelist at PLRB; PLRB Large Loss; Windstorm Insurance Network; CPCU I-Day; Lloyds' Library and various educational forums.



CHRISTOPHER J. KELLY

Vice President, Property Claims
Ironshore Insurance Services, LLC

Christopher J. Kelly, Vice President of Property Claims at Ironshore Insurance Services LLC, has been working with high-exposure commercial property claims for 31 years, in both adjusting and supervisory roles.

At Ironshore, Mr. Kelly manages a team of four claim professionals and maintains an active docket of claims, almost exclusively as a quota share participant. Additionally, Mr. Kelly actively engages in the education of underwriting personnel, policy form reviews, and as a resource to executive management.

Mr. Kelly's began his career at Industrial Risk Insurers as a field adjuster in Hartford, Philadelphia, and San Francisco. His last 10 years at IRI were as a claims supervisor in Hartford.

After IRI, Mr. Kelly spent 10 years as an independent adjuster and staff adjuster handling complex and large commercial losses throughout the country, including those arising from the September 11th terrorist attacks, the Loma Prieta earthquake, Hurricane Katrina, and the Florida hurricanes of 2004 and 2005.





WORKSHOP 3 SPEAKERS

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LARRY BOWMAN, ESQ.

Director

Kane, Russell Coleman Logan PC

Mr. Bowman is a Director of Kane Russell Coleman & Logan in their Dallas office. He specializes in Litigation, Large Loss Subrogation, Insurance, Construction and Intellectual Property practice areas. For over 30 years, he has represented clients in complex commercial litigation matters including contractual, tort, construction, product liability, intellectual property, antitrust and securities.

Mr. Bowman has represented a broad spectrum of individual, corporate and insurance company clientele at trial and in settlement of significant cases. Mr. Bowman's recent representations include: \$25 million in claims resulting from the collision of the M/V BRIGHTFIELD with the New Orleans Riverwalk Mall and connecting hotel in New Orleans resulting in an 85% recovery for all property damage; \$17 million claim of RT Realty against the Dallas Area Rapid Transit and Gilbert Construction regarding the blocking of drainage and sewer lines which caused a fire and electrical failures in the RT Realty building during a 100-year storm due to flooding; \$10 million settlement involving complex construction defect claims representing the homeowners of a high-end condominium development on Lake Travis, Texas arising from defective design and construction; \$4 million construction claim involving the property owners of a high-rise condominium development in Austin, Texas; recovered full contract damages, attorney's fees and costs for a large road builder in a dispute with the project owner and project engineer; and successfully prosecuted a claim for a subcontractor against general contractor involved in manufacturing housing units on a military base in Oklahoma.

Mr. Bowman is admitted to the State Bar of Texas, State Courts of Texas, State Bar of Pennsylvania, U.S. Court of Appeals for the Fifth Circuit, U.S. District Court for the Northern, Southern and Western Districts of Texas. His education includes Pennsylvania State University, The Dickinson School of Law (J.D. 1978) and La Salle University (B.A. 1975).





MARC GIOVANNETTI

Head of First Property Claims
Liberty International Underwriters (LIU)

Marc Giovannetti is head of first property claims at Liberty International Underwriters (LIU), where he leads a team of claim managers who handle complex marine, energy, construction, fine arts and equine insurance claims.

Marc is a dedicated insurance professional with 17 years of industry experience. Marc combines a broad base of (Re)Insurance knowledge with a strong understanding of business fundamentals. He has distinguished himself as strategic leader/manager, with a track record of engagement to resolve complex insurance issues.

Marc is currently the Chairman of PowerConference Inc., a not for profit professional insurance community which sponsors a thought leadership conference on cutting edge issues and trends effecting the Energy insurance/risk sector. He is also a founding member of the Builders Risk Symposium which will be held this May in New York City.



MARC F. HALLER, PE

Senior Vice President, Product Line Manager
Liberty International Underwriters (LIU)

Marc Haller is currently employed as SVP, Product Line Manager at Liberty International Underwriters (LIU), where he specializes in the underwriting of complex Energy and Power Generation property insurance programs.

Prior to joining LIU in March of 2016, Marc enjoyed a number of challenging and entrepreneurial ventures in the energy field during his career, including: Various positions with American International Group (AIG) in the area of energy property insurance, including loss control engineering, underwriting, branch management, natural catastrophic management, and Energy and Power Generation Product Line Management; Business Development Manager for ZeTek Power Corporation, the US subsidiary of a UK development stage Fuel Cell Venture; Financial Analyst & Project Developer for York Research, a small (previously) publicly traded Independent Power Producer (IPP); Energy Investment Banker at Chase Securities in New York City; Various Process & Design Engineering and Field positions with Mobil Oil Corporation and Various Engineering, Field, and Project positions with Consolidated Edison of New York.

Mr. Haller holds a BE in Chemical Engineering from Manhattan College, and an MBA in Finance and Operations Management from the Stern School of Business at New York University. Marc is a licensed Professional Engineer in the state of New York; a member of the advisory committee of the NY PowerCon; a member of the Society of Fire Protection Engineers (SFPE) New York Metro Chapter; a member of the Metro New York Section of AIChE since 1985, and a Director of the section since 2017.





COSTANTINO P. SURIANO, ESQ.

Partner

Mound Cotton Wollan & Greengrass LLP

Costantino Suriano has more than thirty-two years of experience in domestic and international insurance coverage and litigation representing leading U.S., London, and Bermuda Market insurers. His experience includes first and third-party coverage and claims defense, including complex property and time element losses under all-risk, builder's risk, and boiler and machinery policies, policy analysis and defense, product recall, products liability defense, reinsurance arbitrations, federal multidistrict disaster litigations, travel insurance, contingency insurer coverage disputes with artists, media, insurer defense in anti-trust brokerage commission class actions, advertising liability coverage and defense, construction accident liability defense and coverage, commercial disputes, real estate, bankruptcy, secured transactions, lending, and corporate securities litigation, and extensive mediation experience in complex multi-party cases.

Mr. Suriano has litigated cases in New York, New Jersey, California, Arizona, Arkansas, Colorado, Georgia, Illinois, Iowa, Louisiana, Maine, Massachusetts, Missouri, Pennsylvania, Rhode Island, Tennessee, Texas, Virginia, and West Virginia, and tried jury cases, including 9/11 second phase jury trial in World Trade Center/Silverstein case, and argued appeals in various state and federal courts. He has litigated international commercial and insurance questions, particularly under U.K., Italian, French and Spanish law, represented U.S. clients in foreign insurance and commercial disputes, and assisted foreign clients seeking discovery in the U.S. regarding foreign litigations. Mr. Suriano has represented foreign clients in commercial disputes, administrative and appellate matters involving anti-dumping and countervailing duty matters before the U.S. Department of Commerce, the International Trade Commission, and the U.S. Court of International Trade and Federal Courts of Appeals. He has represented European commercial entities in negotiating various business agreements and in the formation of branches and subsidiaries in the United States, and applying to U.K. courts for intervention staying U.S. lawsuits.

Mr. Suriano has authored articles and lectured on multi-layer approaches to weather related catastrophes, ensuing loss, punitive damages, occurrence issues, letters of credit, and insurance trends. He is a graduate of Columbia University and Villanova University. He is a member of the Board of Advisors to the Center for the Insurance Regulation of the School of Risk Management, Insurance & Actuarial Studies of the Tobin College of Business of St. John's University and is a Consultant to the Loss Executives Association's Board of Directors.





WORKSHOP 4 SPEAKERS

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WILLIAM N. ERICKSON, ESQ.

Partner, Chair, Insurance and Catastrophic Loss Group
Robins, Kaplan, LLP

William Erickson is a Partner and the Chairman of the Insurance and Catastrophic Loss Group at Robins, Kaplan, Miller & Ciresi L.L.P. For over twenty-five years Bill has handled insurance and reinsurance matters throughout the United States. He provides coverage advice and analysis of matters involving property policies, commercial general liability policies, technology policies, excess policies, claim appraisals and reinsurance arbitrations. In addition, Bill is an accomplished trial attorney and experienced trial advocacy instructor. Bill represents insurers and reinsurers in high profile matters; he represented two insurers in the appraisal of the 9/11 insurance claims for the World Trade Center and more recently handled insurance matters arising from the 2011 Massachusetts tornadoes and Hurricane Sandy.

Bill holds a B.A. Magna Cum Laude and a Masters in Business Administration from the University of Massachusetts. Bill received his J.D. cum laude from Suffolk University Law School where he was Lead Article Editor of the Suffolk University Law Review. Bill is a frequent presenter at the Loss Executives Association, as well as other industry programs. Bill is the founder and past president of the Massachusetts Reinsurance Bar Association and currently serves as a member of the Association's Board of Directors.

Bill has worked on selected assignments such as: Representative cases often involving \$100 million or more including the GTE Y2K claims; the 9/11 World Trade Center appraisal; September 11 coverage litigation; builder's risk claims involving Boston's legendary Big Dig; and appraisal of 2011 Massachusetts tornado claims.



JAMES S. HARRINGTON, ESQ.

Partner
Robins, Kaplan, LLP

Mr. Harrington has served as coverage counsel on large loss property claims for more than twenty-five years. In recent years, Mr. Harrington has represented insurers and markets on large losses involving fires; explosions; hurricanes and unnamed storms; floods; earthquakes; waterhammers; building and foundation failures; highway, tunnel and bridge defects; and industrial boiler and turbine losses. Mr. Harrington is an accomplished trial and appellate attorney.

Over the last two decades Mr. Harrington has presented programs on property insurance coverage issues to the LEA, the Property Claims Committee of the American Insurance Association, the American Bar Association Tort & Trial Practice Section, and the Property Loss Research Bureau. In recognition of his accomplishments as an insurance law practitioner, American Lawyer Media named Mr. Harrington a "Top Rated Lawyer in Insurance Law" in 2013.

Mr. Harrington received his A.B. with honors from Harvard College where he received the prestigious designation of Harvard National Scholar. Mr. Harrington received his J.D. with honors from Boston College Law School where he was a law review editor and the first Edward Bigham III Scholar.



WORKSHOP 5 SPEAKERS

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MARGUERITE HART, CPA, CFE

Partner

Matson Driscoll & Damico

Marguerite is a Partner in the Pittsburgh office and specializes in applying forensic accounting techniques for damage analysis and valuations. An accountant for over 25 years, she focuses on the quantification of damages resulting from lost profits, business interruption, fidelity claims, fraud and investigation, liability losses, personal injury and wrongful death. In addition, she has been active in the area of catastrophe services.

She works on complex losses throughout the U.S. as well as internationally, across a wide range of industries such as automotive, bio-fuels, hospitality, manufacturing, maritime, medical, mining, oil and gas, power generation, professional services, steel, and technology.

She serves as a consultant for litigation matters and has been recognized as an expert in state and federal courts as well as alternative dispute settings. She works extensively with counsel through all phases of the litigation process, from discovery through expert testimony.

Marguerite is a dual national (France and U.S.), fluent in French and English and has a working knowledge of Spanish.



CRAIG A. LINTON, ESQ.

Claims Manager in the Technology, Media and Business Services Division

Beazley

Craig A. Linton is a claims manager in the Technology, Media and Business Services division of Beazley, a specialist insurer and leading provider of data breach response insurance. Craig assists policyholders in coordinating services in response to data breaches and approaching regulatory and defense litigation in a strategic manner. Prior to joining Beazley, Craig was an associate at a London-based law firm, concentrating on insurance coverage. Craig is a graduate of Emory University School of Law and Furman University.



NICHOLAS A. PASCIULLO, ESQ.

Partner, Complex Property & Energy, Cybersecurity Insurance
Weber Gallagher Simpson Stapleton Fires & Newby LLP

In his practice, Nicholas provides coverage and defense services to his clients, developing and coordinating legal strategies that avoid or reduce conflicts during the adjustment of claims and where disputes arise, developing and executing detailed litigation plans designed to resolve conflicts in a timely and efficient manner, including through alternative dispute resolution, mediation and litigation. He also works with underwriters on non-contentious matters, including assisting with drafting and editing wordings.

In the areas of energy and engineering risks, his work encompasses matters involving damage related to onshore energy facilities, power generation equipment, pipelines transmission and distribution equipment, heavy industry, construction, refinery and gas separation, mining and other manufacturing and distribution issues. In the area of property insurance, his work encompasses matters involving damage related to CAT losses, hotels, resorts and attraction properties, green buildings, historical buildings and churches, retail, office, condominiums, apartment complexes, healthcare facilities, long-term care institutions, municipalities and other commercial properties. Nicholas also has extensive experience in cyber security risk.

Nicholas is a certified federal court mediator and an E-Discovery Special Master appointed by the U.S. District Court for the Western District of Pennsylvania.

Nicholas is a frequent speaker and presenter on matters relevant to the insurance industry.



MATT SCOTT

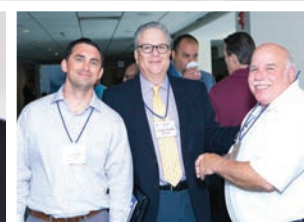
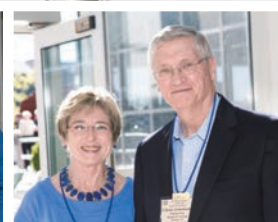
Practice Leader
Guardian Digital Forensics

Matt Scott is a Practice Leader for Guardian Digital Forensics, a division of Envista Forensics. Matt has over 15 years of experience performing digital forensic and IT equipment failure investigations for insurance, legal, risk management and law enforcement professionals. Matt has considerable experience performing forensic investigations following cyber incidents involving such activities as data breaches, phishing attacks, Distributed Denial of Service (DDoS) attacks, as well as many others.

Based out of Guardian's Columbus, Ohio office, he is a subject-matter expert in computer forensics and cyber investigations, determining the cause of server and IT appliance failures, as well as various other types of investigations where computing devices originate. Matt also has expertise with machine automation and related control and data acquisition programming.

Matt is an experienced Expert Witness who has testified in both state and federal courts. He has worked with most major insurance carriers, as well as prestigious law firms internationally. Matt has been a featured speaker numerous times, presenting on topics such as Cyber Incident Analysis, Social Engineering, Cyber Vandalism, Email Phishing and Computer Hacking.





WORKSHOP 6 SPEAKERS

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CHARLES J. ROCCO, ESQ.

Partner
Foran Glennon

A partner in the firm Foran Glennon, Charles J. Rocco concentrates his practice in property insurance coverage matters. In addition, Mr. Rocco has extensive experience in litigation of casualty, products liability, and subrogation matters, as well as commercial litigation involving contract disputes and unfair business practices.

Mr. Rocco has been engaged by domestic and London Insurance Markets in regard to several \$100 million plus claims arising out of hurricanes Katrina and Rita. He has also defended class action lawsuits arising out of the blackouts of August, 2003.

Mr. Rocco has litigated a number of high-profile matters, including defending against a first-party property claim brought by an internationally known fashion designer and representing the interests of a major insurer against the claims of a Fortune 500 company arising out of the civil unrest in Liberia, Africa. In addition, Mr. Rocco successfully defended a London-based medical manufacturer in a commercial dispute with its United States distributor which involved claims of breach of contract, tortious interference with business, and violation of intellectual property rights.

In addition to the matters handled in the courts of New York and New Jersey, Mr. Rocco has litigated numerous cases in the state and federal courts throughout the United States. Mr. Rocco has also worked on investigations, examinations, discovery and litigations arising out of disputes in Europe, Asia and Africa.

Mr. Rocco earned his B.S. degree in Accounting from Fairfield University in 1990 and his J.D. degree from Brooklyn Law School in 1993. He is authorized to practice law at both federal and state levels in New York and New Jersey. In addition, Mr. Rocco is a member of the New York Bar Association, the New Jersey Bar Association and the American Bar Association.





PAUL C. FERLAND, ESQ.

Partner
Foran Glennon

A partner in the firm, Paul C. Ferland concentrates his practice in civil litigation involving first-party property insurance coverage and subrogation. In this regard, Mr. Ferland has successfully represented clients in litigations, mediations, and arbitrations. He has significant experience successfully advising clients with regard to the multifaceted issues that arise out of damage to property including, but not limited to, natural disasters, explosions, fires, equipment failures, and collapses. Additionally, Mr. Ferland is also skilled in handling the difficult issues that can accompany property damage claims, such as business interruption claims, allegations of bad faith, and various contract and tort-based issues as well. Further, Mr. Ferland is well-versed with respect to the complex and growing area of electronic discovery, including the various state and federal rules governing the production and exchange of electronic information. With this knowledge, Mr. Ferland routinely counsels clients with regard to the responsibilities and requirements they face pertaining to electronic discovery.

In addition to his work in the field of insurance law, Mr. Ferland is experienced in construction litigation, handling large-scale disputes between contractors and owners over claims involving construction defects, products liability, and consumer fraud.

Mr. Ferland earned his B.A. degree in Political Science from the State University of New York at Brockport in 2001 and his J.D. degree from Seattle University School of Law in 2005, where he graduated cum laude and was selected to participate in the first annual James E. Bond Moot Court Competition. He is authorized to practice law at both federal and state levels in New York and New Jersey. In addition, Mr. Ferland is a member of the American Bar Association.



JOHN KINNEARY

Executive General Adjuster
AEGIS

John joined AEGIS Insurance Services, Inc. as Executive General Adjuster – Property Claims in August 2017 with over 25 years of experience in the commercial property insurance industry including senior and executive general property adjuster positions and boiler & machinery claims management.

John commenced his insurance career in 1989 with Factory Mutual (FM Global) serving in various capacities including boiler & machinery risk engineering, senior property adjuster and boiler & machinery claims manager. After 11 years with FM, 8 years with Chubb and another 9 years with Liberty International Underwriters, in 2017 John moved to AEGIS Insurance Services, Inc., where he is currently an Executive General Adjuster.

Throughout his career, John has handled complex, international, all-risk property insurance claims focusing on oil & gas, petrochemical, power generation, construction / builder's risk, and marine project cargo risks. John is well experienced in, and manages all aspects of claims activity including implementation of best practices, loss adjustment, subrogation, coverage analysis, alternative dispute resolution, reinsurance, litigation management, and claim auditing.



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2019 87th Annual Meeting
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**January 30 -
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Fort Lauderdale, FL 33316



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June 12 - 14, 2019

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