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Lancashire Insurance Company (UK) Limited

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Edward R. Reilly & Co., Inc.

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Louis Magnan 212-952-5000  
J.S. Held LLC

**MEETING COORDINATOR**

Maria Sclafani 718-892-0228  
The Beaumont Group, Inc.

**WEB SUPPORT**

Maria (Gaby) Suliman 201-569-3346  
Edward R. Reilly & Co., Inc.

November 10, 2022

Dear LEA Members and Guests,

On behalf of the LEA Board of Directors, it is my pleasure to invite you to the LEA's Winter Meeting and Educational Conference being held in Fort Lauderdale FL at the Marriott Harbor Beach Resort, January 25-27, 2023.

Our Conference is an opportunity to catch up with your fellow members from all over North America, Latin America and the U.K. and obtain interesting educational content along with Continuing Education credits.

We begin on Wednesday the 25th at 8:00 am with our annual LEA golf outing at Jacaranda Golf Club in Plantation Florida.

On Thursday morning, the General Session includes three keynote topics. First, we have SSA Ted P Delacourt, FBI Cyber Division, provides perspective on Cyber security "**Ransomware and Cyber Intrusion Basics**". Next, Brigadier General Jeffery Pugh of the 350<sup>th</sup> Civil Affairs Command presenting "**Ethical Leadership and Military Training**". To close the General Session will be a Latin American Panel of experienced adjusters presenting "**Latin America: (Peculiarities of Loss Adjustment in the Region)**".

Thursday afternoon and Friday morning, we are providing a choice of three separate two-hour workshops followed by a choice of three separate one-hour sessions, all of which qualify for Continuing Education credits.

The topics for the two-hour sessions are **Catastrophic School District Claims; Loss Handling Involving Private Equity Insureds/Firms; Condominium Claim Controversies.**

The one-hour session topics are: **Catastrophic Events and its Impact on the Industry; Intersection of Delay, Extra Expense and Expediting on Builders Risk Claims; Property Case Law Update.**

These presentations will provide a balanced and informative program which we hope you will find entertaining and educational.

We are extremely pleased to return to the Marriott Harbor Beach in FT Lauderdale. You will find that it is a great value, so take advantage of the LEA hotel rate by booking on-line. I look forward to seeing everyone again for another successful LEA Conference. Register early as we anticipate keen interest in this January event.

Best Regards,

***Raymond Mattia***

LEA President

***"Quality Education for the Property Claim Professional Since 1931"***

Mailing Address: Loss Executives Association, P.O. Box 37, Tenafly, NJ 07670

Website: [www.lossexecutives.com](http://www.lossexecutives.com)

# *MEETING & HOTEL RESERVATIONS*

*LEA's Website:*

[www.lossexecutives.com](http://www.lossexecutives.com)

*User Name: Your Email Address*

*Password: Changeme! (unless you've changed it)*

**LEA has negotiated a special group rate of \$314.00 for meeting attendees. Please understand that rooms reserved for the LEA at the group rate are limited and will be processed on a first come first served system.**

**Payment by Credit Card - PLEASE READ THIS:**

**Once you've registered online for the meeting, on your registration confirmation page you will find the link to make your room reservation at Fort Lauderdale Marriott Harbor Beach Resort & Spa. YOU MUST MAKE YOUR RESERVATION NOW, if you don't we can't guarantee your room rate.**

**Payment by Check - PLEASE READ THIS:**

**Registrations completed online choosing check payment will not be processed until payment is received. Payment must be received within 7 business days of registering. Upon receipt of payment, an email containing the link needed to reserve your guest room will be sent to you.**



*Golf Outing*  
*Jacaranda Golf Club*



*Wednesday, January 25, 2023*  
*8:00 am Sharp*

*\$200 per player*

- 5-minute shuttle to course
- Shamble – teams will be paired equitably
- Play in 4.5 hours

Name: \_\_\_\_\_ Hdcp or Avg. Score: \_\_\_\_\_

*Additional details to golf registrants will be emailed closer to the date of the meeting.*



**Loss Executive Association**  
PO Box 37  
Tenafly, NJ 07670  
Phone: 201-569-3346  
Email: [info@lossexecutives.com](mailto:info@lossexecutives.com)

**2023 ANNUAL MEETING & EDUCATIONAL CONFERENCE**  
Fort Lauderdale Marriott Harbor Beach Resort, Fort Lauderdale, FL

**January 25 – 27, 2023**

**Wednesday, January 25, 2023**

- 8:00 – 5:00 pm**                      **Registration Opens**
- 8:00 – 5:00 pm**                      **Speaker Ready Room Available**
- 8:00 am**                                **LEA Golf Event**  
Jacaranda Golf Club  
9200 West Broward Blvd.  
Plantation, FL 33324
- 5:30 – 7:30 pm**                      **Opening Night Reception**  
*(Open to All Registered Attendees. Name badges are required for admittance into the reception and other LEA events.)*

**Thursday, January 26, 2023**

- 8:00 – 9:00 am**                      **Continental Breakfast**
- 8:00 – 5:00 pm**                      **Registration Desk Open**
- 8:00 – 12:00 pm**                      **Speaker Ready Room Available**
- 8:15 – 9:00 am**                      **General Session/Members Meeting**
- 8:15 – 8:20 am**                      **Welcome/Anti-Trust Admonition Policy**  
Costantino Suriano, Esq., Partner  
*Mound Cotton Wollan & Greengrass LLP*
- 8:20 – 8:30 am**                      **Opening Remarks & Introductions**  
Raymond Mattia, Vice President, Commercial Property Claims  
*AIG*
- 8:30 – 8:35 am**                      **Remarks from St. John's School University**
- Introduction of Dean**  
  
Brandon W. Sweitzer  
*Dean, Maurice R. Greenberg School of Risk Management, Insurance and Actuarial Science*
- 8:35 – 8:40 am**                      **Treasurer's Report**  
Marisa Jelicks  
Senior Litigation Commercial Property Examiner for North America  
*Liberty Mutual*

<b>8:40 – 8:50 am</b>	<b>Membership Report</b> Margaret A. (Peggy) Reilly <i>Edward R. Reilly &amp; Co., Inc.</i>
<b>8:50 – 8:55 am</b>	<b>Continuing Education &amp; Golf Report</b> Louis D. Magnan, CPA <i>J.S. Held, LLC</i>
<b>8:55 – 9:00 am</b>	<b>Program Overview</b> Steve Yeo, Group Head of Claims <i>Lancashire Insurance Company (UK) Limited</i>
<b>9:00 – 10:00 am</b>	<b>Introduction of Guest Speaker</b>
<b>Topic</b>	<b>Ransomware and Cyber Intrusion Basics</b> <i>Cyber security, computer intrusions and ransomware incidents are a modern scourge across all industries. For insurance executives, the risks are double as they endeavor to secure their clients as well as their own organizations. Given the constant evolution of the cybersecurity landscape, it is critical for loss executives to develop and maintain a functional understanding of cybersecurity terminology, issues, threats and mitigations.</i>
<b>Guest Speaker</b>	SSA Ted P. Delacourt, Cyber Division <i>Federal Bureau of Investigation HQ</i>
<b>10:00 – 10:15 am</b>	<b>Refreshment Break</b>
<b>10:15 – 11:15 am</b>	<b>Introduction of Keynote Speaker</b>
	Jeffrey D. Pugh BG, U.S. Army Reserve Commanding General 350 <sup>th</sup> Civil Affairs Command, Pensacola, FL
<b>Topic</b>	<b>Ethical Leadership and Military Training</b> The Ethical Decision Test, The Red Line Concept, and Aiming High and Right. This is related to a longer speech that he gives to all members of the organizations he leads. He will then relate this training to the benefits of hiring military veterans at civilian companies and what training and experiences veterans bring to the civilian market.
<b>11:15 – 12:15 pm</b>	<b>Latin America: Peculiarities of Loss Adjustment in the Region</b> <i>To illustrate that not only are there significant differences between claims adjusting in the United States and Latin America, but also among the latter's countries.</i>
<b>Moderator</b>	Felipe Hoetz, Partner <i>Acuna &amp; Hoetz/Lloyd's Legal Representative - Chile</i>
<b>Speakers</b>	David Cooper, Group Director <i>Cooper Bros – Argentina</i>  Ricardo Espinosa, President <i>R&amp;G Espinosa – Mexico</i>  Martin Faller, Managing Director <i>Sedgwick – Brazil</i>

Patrick Hardy, Executive Adjuster  
*Integra – Chile*

**12:15 – 1:30 pm**

**Lunch**  
*(Open to all registered attendees)*

**1:30 – 3:30 pm**

**Concurrent Workshops**  
**2-Hour Sessions (Select One)**  
*Workshop meeting room locations are posted on the location Board in front of the Grand Salon as well as in front of each workshop room.*

**Workshop 1** (2 Hours)

**Catastrophic School District Claims**  
*Panelists will discuss valuable lessons learned from catastrophic school district loss involving extensive damage to multiple schools, including tactics that accelerated agreements among all parties on the extent of damage and scope and cost of repair/replacement.*

**Presenters**

Justin Kestner, CEO  
*HAAG Global*

Val Mansfield, Executive General Adjuster  
*McLarens*

Steve Sherin, Assistant VP, Technical Consultant  
*Zurich*

**Workshop 2** (2 Hours)

**Loss Handling Involving Private Equity Insureds**  
*This session will address loss handling working with private equity insured's where the owner is trying to maximize their profits as a short-term investment. This session will also touch on the BI impact and what the deductibles are.*

**Participants**

Dave Elmore, Partner  
*Matson Driscoll & Damico LLP*

Mike Fink, Sr. Executive Adjuster  
*Engle Martin*

Charles Doherty, Operations Vice President  
*FM Global*

Lee Ann Thigpen, Partner  
*Robins Kaplan*

**Workshop 3** (2 Hours)

**Condominium Claim Controversies**  
*This session will address the top 10 issues that adjusters and attorneys face resolving condominium claims in the states of Washington and Florida.*

**Participants**

Daniel Bentson, Shareholder  
*Bullivant Houser Attorneys*

Evelyn Merchant, Founder  
*Berk Law Firm*

Jeff Warner, Manager – Commercial Property Claims  
*Markel*

3:30 – 3:45

Refreshment Break

3:45 – 4:45 pm

**Concurrent Workshops (Cont.) Select One**

**1-Hour Sessions**

*Workshop meeting room locations are posted on the location Board in front of the Grand Salon as well as in front of each workshop room.*

**Workshop 4** (1 Hour)

**Catastrophe Events and its Impact on the Insurance industry**

*Increased frequency of claims in both predicted / anticipated events versus unpredicted events from the management perspective of the Insurer (Claims), the Independent Adjuster as well as the Consultants*

**Participants**

Mark Cantalamessa, Managing Director  
*Young & Associates*

Larry Hinkel VP Head of US Property and Inland Marine  
*Sompo*

Jason Keen, Executive General Adjuster  
*Sedgwick*

**Workshop 5** (1 Hour)

**Intersection of Delay, Extra Expense and Expediting Expense on Builder's Risk Claims**

*Delay, Extra Expense and Expediting Expense. How they interact with the delay coverage with regards to extended general conditions claims from General Contractors.*

**Moderator**

Rob Antonelli, Executive General Adjuster  
*Sedgwick*

**Participants**

Luke Longcroft, Senior Managing Director  
*J.S. Held*

Kanen Matthews, Senior Claims Specialist  
*AXA XL*

Myles Parker, Partner  
*Carol Warren Parker*

**Workshop 6** (1 Hour)

**Property Case Law Update**

*Courts around the country have issued significant first party property opinions in 2022. We will lead a discussion regarding some of these cases. This course will not be a lecture. Led by first party attorneys who handle complex cases in multiple jurisdictions, we will provide an overview of the facts and issues in each case, and then facilitate a robust discussion and debate amongst class attendees. At the end of each case, the audience will vote on what they predict the court decided, and then the actual decision will be revealed.*

**Participant**

Clark Schirle, Partner  
*Butler Weihmuller Katz Craig*

Rich Gable, Partner  
*Butler Weihmuller Katz Craig*

Jamie Combee Novaes, Attorney  
Butler Weihmuller Katz Craig

5:30 – 7:30 pm

**Casual Outdoor Reception** (*Weather Permitting*)  
(*Open to all LEA registrants*)

**Friday, January 27, 2023**

7:30 – 11:45 am

**Registration Desk Open**

7:30 – 8:30 am

**Continental Breakfast** (*Open to all registered attendees*)

8:30 – 10:30 am

**Repeat of Two-Hour Concurrent Workshops**  
*Select One*

**Workshop 1** (2 Hours)

**Catastrophic School District Claims**

**Workshop 2** (2 Hours)

**Loss Handling Involving Private Equity Insureds**

**Workshop 3** (2 Hours)

**Condominium Claim Controversies**

10:30 – 11:00 am

**Refreshment Break**

11:00 – 12:00 pm

**Repeat of One-Hour Concurrent Workshops**  
*Select One*

**Workshop 4** (1 Hour)

**Catastrophe Events and its Impact on the Insurance industry**

**Workshop 5** (1 Hour)

**Intersection of Delay, Extra Expense and Expediting Expense on Builder's Risk Claims**

**Workshop 6** (1 Hours)

**Property Case Law Update**

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 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.***

**To Register: Visit the LEA website at [www.lossexecutives.com](http://www.lossexecutives.com)**

*These presentations are for educational purposes only. The thoughts conveyed here are those of the panel members and are not the views of any companies, firms, or the LEA. The presenters are the professionals solely responsible for the content of these presentations.*

**Program Committee:** Co-Chairs: Steve Yeo - Lancashire Insurance Company (UK) Limited, Michael Koski - RSUI Group Inc.; Niacole Borecki - Halliwell Engineering.





## LEA Board of Directors

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*AIG*

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*Zurich N.A.*

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*Liberty Mutual Insurance*

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*Mutual Boiler Re*

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*Allied World Assurance Company (USA) Inc.*

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*RSUI Group Inc.*

Joseph Mannion  
*Chubb NA Claims*

Domonic Thurston  
*FM Global*

Steven Yeo  
*Lancashire Insurance  
Company (UK) Limited*

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*Edward R. Reilly & Co., Inc.*

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*Mound Cotton Wollan & Greengrass*

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*J.S. Held LLC*

#### **Board Consultant/Accountant**

Maria Geyer  
*Matson Driscoll & Damico LLP*

#### **CE Coordinator**

Louis D. Magnan, CPA  
*J.S. Held LLC*

#### **Meeting Coordinator/Event Planner**

Maria Sclafani, *The Beaumont Group, Inc.*

# WORKSHOP & EXECUTIVE FORUM REGISTRATION FORM

January 25 - 27, 2023

To assist us in determining Executive Forum and workshop space requirements, please indicate the sessions that you intend to attend.

I plan to attend: \_\_\_\_\_ (name)

WORKSHOP TITLE	Thursday PM (1/26)	Friday AM (1/27)
----------------	-----------------------	---------------------

*Select One for Each Day*

## 2 Hour Sessions

# 1 - "Catastrophic School District  
Claims"

\_\_\_\_\_

# 2 - "Loss Handling Involving Private  
Equity Insureds"

\_\_\_\_\_

# 3 - "Condominium Claim Controversies"

\_\_\_\_\_

*Select One for Each Day*

## 1 Hour Session

# 4 - "Catastrophe Events and its Impact  
on the Insurance Industry"

\_\_\_\_\_

# 5 - "Intersection of Delay, Extra Expense  
and Expediting Expense on Builder's  
Risk Claims"

\_\_\_\_\_

# 6 - "Property Case Law Update"

\_\_\_\_\_

**PLEASE COMPLETE THIS FORM, ALONG WITH YOUR  
MEETING REGISTRATION FORM, and submit via email or via USPS  
if registering by mail.**

\_\_\_\_\_  
(Your name - printed)

92<sup>nd</sup> ANNUAL MEETING & MID-WINTER EDUCATIONAL PROGRAM  
JANUARY 25 – 27, 2023  
FORT LAUDERDALE MARRIOTT HARBOR BEACH RESORT & SPA  
FORT LAUDERDALE, FLORIDA

**REGULAR APPLICATION PENDING REGISTRATION FORM**

**REGISTRATION FEE:** Members: \$260.00 Spouse: \$280.00  
**INCLUDES:** Coffee Breaks, Wednesday Evening Reception, Thursday Lunch and Gala Reception

**\*\*\*IMPORTANT INFORMATION\*\*\***

Attendance at L.E.A. meetings is restricted to members in good standing, their spouses and guests of members (not to exceed two guests per firm/company for Associate Members). Guests must also otherwise qualify as a Regular or Associate member.

**\* \* \* NO REFUNDS AFTER JANUARY 16, 2023 \* \* \***  
**(Registration will not be accepted after January 16, 2023)**

Enclosed is my check for (Payable to LEA): \$ \_\_\_\_\_

ARE YOU ATTENDING THE WEDNESDAY WELCOME RECEPTION? \_\_\_\_\_ Yes \_\_\_\_\_ No

ARE YOU ATTENDING THE THURSDAY GALA RECEPTION? \_\_\_\_\_ Yes \_\_\_\_\_ No

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY/STATE: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

**NAME TAG DESIGNATION:**

\_\_\_\_\_ Last \_\_\_\_\_ First \_\_\_\_\_ Spouse First Name

Mail to: Loss Executives Association  
C/O Edward R. Reilly & Co., Inc.  
580 Sylvan Avenue – Suite 1K  
Englewood Cliffs, NJ 07632  
Telephone: 201-569-3346  
Fax: 201-569-6826  
msuliman@reillyandco.com

**\*\*\*Hotel Accommodations\*\*\* - Cut-Off Date: January 2, 2023**

LEA has negotiated a special group rate of \$314.00 for meeting attendees. Please understand that rooms reserved for the LEA at the group rate are limited and will be processed on a first come first served.

**REGISTER ONLINE** with a credit card at [www.lossexecutives.com](http://www.lossexecutives.com) – Once Registered for the conference on the confirmation page you will find the link to your reservation at the Fort Lauderdale Marriott Harbor Beach Resort & Spa to make your room reservations. **YOU MUST MAKE YOUR RESERVATION NOW**, if you don't, we can't guarantee your room rate.

**REGISTER BY MAIL WITH A CHECK** with a Check – Check payment will not be processed until payment is received. Payment must be received within 7 business days of registering. Upon receipt of payment, an email containing the link needed to reserve your guest room will be sent to you.

**\*\*\*Registration Desk\*\*\***

Opens at 8:00 AM on January 25, 2023 for L.E.A. members and guests. Any questions concerning the hotel, contact Maria Sclafani at (718) 892-0228; e-mail: [mcs@thebeaumontgroup.com](mailto:mcs@thebeaumontgroup.com)