

SCCIA 24th Annual Executive Educational Conference

Speaker Bios

Domicile and State Regulatory Update

Bill Sandifer is a Republican member of the South Carolina House of Representatives serving District 2, Oconee and Pickens Counties since 1994. Sandifer has served as chairman of the SC House Labor, Commerce and Industry Committee (LCI) since 2008. Sandifer served his country for 20 years in the S.C. Army National Guard, retiring as a major. Sandifer earned a degree from the Cincinnati College of Mortuary Science. Following graduation, Sandifer moved back to Seneca where he began his career as owner and operator of Seneca Mortuary. He is married to Sandra and they have four children.

Sandifer currently serves as chairman of the SC House Labor, Commerce and Industry Committee (LCI), one of six standing committees in the House. LCI is the only House committee that addresses business related legislation. Sandifer has chaired LCI since 2008. He also serves as vice chairman of the Public Utility Review Committee and on the Review and Oversight Commission on the State Ports Authority. In addition, Sandifer was appointed to represent South Carolina at the Southern Legislative Conference where he was elected to chair the Energy and Environment Committee.

Senator Ross Turner is a republic member of the South Carolina Senate representing District 8, Greenville County. He serves on the following committees: Banking and Insurance, Corrections and Penology, Education, Finance, and Labor Commerce and Industry Committee. Senator Turners is the President of The Turner Agency and a graduate of Clemson University.

Steven Gilbert is the Research Director at the South Carolina Senate Banking and Insurance Committee. He has served with this committee nearly 13 years in a research capacity. He previously was an Assistant English Professor at Newberry College. Dr. Gilbert received a Bachelor of Science in Accounting and Master of Arts in English Language and Literature from Bow Jones University. He was awarded a PhD in English Literature from the University of South Carolina.

Michael Wise was appointed Director of the South Carolina Department of Insurance in May 2023. A South Carolina native and graduate of Furman University, Wise has spent most of his career fostering a well-functioning insurance market that benefits both consumers and insurers alike through fair and responsive regulation. Prior to his appointment as Director, he served as Deputy Director of the Actuarial and Market Services Division, responsible for actuarial analyses, policy form and rate reviews, and the monitoring of traditional insurance markets. He has also been an active participant in the National Association of Insurance Commissioners meetings and initiatives. He began his career at the Department in 2009 as a rates analyst before moving into various actuarial and management roles. Wise holds a bachelor's degree in mathematics-economics from Furman, is an Associate of the Casualty Actuarial Society, is a member of the American Academy of Actuaries, and is a recent graduate of the South Carolina Executive Institute. Wise is also a recent recipient of the American Academy of Actuaries' Rising Actuary Award.

Medical Stop Loss - The Ongoing Captive Evolution

Jeb Dunkelberger is the co-founder and CEO of ClearPoint Health, a company offering Medical Stop Loss Captive and Alternative Funding Solutions for employee benefits. Jeb has an extensive academic background with a Master of Health Care Innovation from the University of Pennsylvania, a Master of Science in Health Policy, Planning & Financing from both the London School of Economics and Political Science and the London School of Hygiene and Tropical Medicine, a Masters Certificate in Healthcare Leadership & Facilities Design from Cornell University, and a Bachelor of Science in Human Nutrition, Foods & Exercise from Virginia Tech. Before ClearPoint,

Phillip C. Giles, CEBS, Chief Growth Officer, Accident & Health, Skyward Specialty Insurance, specializes in medical stop loss and the structure and development of stop-loss captives. He is personally experienced in most forms of Alternative Risk Transfer, Program Business, and Self-insurance for Accident & Health and Casualty lines of coverage. He has additional experience in Voluntary Benefits, IRS Section 125 programs, and Texas (WC) Non-subscription.

Captive International Magazine recognized Mr. Giles as the U.S. Reinsurance Individual of the Year in 2023 and the Cayman Reinsurance Individual of the Year in 2019 and 2021. He was presented with the Captive Professional of the Year recognition at the 2017 U.S. Captive Awards. He was named to Giles holds a bachelor's degree from Western Illinois University and the Certified Employee Benefit Specialist (CEBS) professional designation from the International Foundation of Employee Benefit Plans and the Wharton School of the University of Pennsylvania. He has attained Fellowship status in the International Society of Certified Employee Benefit Specialists.

Gary Osborne joined Risk Partners as Vice President of Alternative Risk programs in 2018. Gary has 36 years of captive experience having worked in four different domiciles (Bermuda, Vermont, Hawaii and South Carolina). Gary has been involved in writing parts of the captive laws in South Carolina and Tennessee and has previously been a faculty member of ICCIE (International Center for Captive Insurance Education).

Gary's career began in 1982 on the audit staff of Deloitte Haskins and Sells, followed by senior auditing role at Price Waterhouse. Gary then enjoyed progressive responsibilities while managing captive portfolios at Marsh & McLennan (Bermuda) and then Johnson & Higgins (Vermont). Gary was then hired by Sedgwick to establish a captive management operation in Hawaii. After Sedgwick outsourced captive management to USA Risk Group 1995, Gary held various management positions there, including President from 1995-2018. Gary was responsible for all aspects of company operation including expanding the company through acquisitions, overseeing captive management, financial operations of the company.

Leveraging Your Captive's Prior Success to Navigate an Uncertain Environment

Michael Meehan, CIC, CRM, is a Principal with Milliman, Inc. with over 30 years of experience working with captive insurance companies and other alternative risk financing programs. Mike is an active participant in the captive industry and is a frequent speaker and author on captives and alternative risk financing. Mike is an active member on numerous committees for captive domicile and other associations. Mike is also a former Board member and Treasurer of the Vermont Captive Insurance Association (VCIA) and a former Board member of the North Carolina Captive Insurance Association. Mike was the recipient of VCIA's 2021 Industry Service Award and he has been named to Captive Review's Power 50 annually since 2016.

Lee Scott is the Vice President of Corporate Technology for The Biltmore Company in Asheville, North Carolina. Lee has spent most of his career in Treasury focusing on Cash Management, Insurance, and Risk Management. He has been an integral part of Biltmore's captive insurance program for ten years, which has added great value to business operations. Lee leads the Corporate Technology Department at Biltmore while still focusing on captive insurance. He also currently serves on the SCCIA Board of Directors. Lee holds a Bachelor of Arts in Economics from the University of North Carolina Asheville and is a licensed insurance adjuster in North Carolina.

Carl E. Terzer is Founder and Principal of CapVisor Associates, LLC, an SEC-registered investment advisor, that specializes in providing advisory services consisting of highly customized investment management programs to the alternative risk markets. He brings over 35 years of insurance asset management experience, more than 25 of which have been focused on working with Captives, Self Insurers, RRG's, etc., to the task of correlating clients' investment strategy with their business objectives and optimizing their investment programs.

Mr. Terzer is the Investment Instructor and Board Member at the International Center for Captive Insurance Education (ICCIE). He currently also serves as a Board member for the Captive Insurance Council of the District of Columbia, Inc. (CIC-DC). Formerly, he was a Finance and Conference Committee member for the Vermont Captive Insurance Association (VCIA), served on the Self Insurance Institute of America's (SIIA) ART Committee and the Board of a NY commercial auto insurer.

Mr. Terzer's work background prior to founding CapVisor includes Director of the Insurance Advisory Group of Principal Global Investors where he was responsible for US statutory insurers, as well as on- and off-shore captives. Prior to that, he was Senior Vice President and Marketing Director of the Insurance Asset Management Group of Brown Brothers Harriman & Co.

Anne Marie Towle, global captive solutions leader, Hylant Group Captive Solutions, in Indianapolis, has been involved in captive insurance company issues for more than 30 years. Prior to joining Hylant, Ms. Towle was an executive vice president with insurance broker Jardine Lloyd Thompson Group PLC. She also was a senior consultant with Willis Towers Watson PLC for more than 7 years. In addition, Ms. Towle has been closely involved with captive insurance organizations. She is currently a member of the board of directors of the Vermont Captive Insurance Association and is vice chair of the North Carolina Captive Insurance Association.

Setting Expectations: How to Make Sure Your Captive has Proper Governance in Place

Daniel Kusaila, CPA, is a Tax Partner with Crowe, LLP and the Partner in charge of the Firm's Insurance Tax Practice. Daniel is responsible for the execution and delivery of tax consulting and compliance services to many of the Firm's insurance tax clients. He has significant expertise in the taxation of commercial property & casualty insurance companies, life insurance, warranty, single-parent captives, risk retention groups, reciprocal insurance companies, cell captives, associations, and non-profit companies. Daniel's specific areas of concentration include: Federal & State tax compliance and planning, structuring captive insurance companies, mergers, acquisitions & reorganizations, private letter rulings, Federal Excise tax compliance, Topic 740 financial statement reporting and SSAP 101 financial statement reporting. He is a frequent speaker on topics relating to Federal and State taxation of insurance companies and is an instructor for the International Center for Captive Insurance Education. Daniel was named as a member of Captive Review's Power 50 ranking of the most influential people within the captive insurance industry.

Ryan Martin is a Supervising Financial Analyst with the South Carolina Department of Insurance ("SCDOI"). His primary responsibilities include overseeing and reviewing the analysis of RRG's and non-RRG's to ensure solvency and regulatory compliance. He provides guidance, support, and training to other analysts on his team. He also assists in licensing new captives and informs business plan change requests. Prior to his current role with the SCDOI, Mr. Martin was a Financial Analyst with the Mississippi Insurance Department in the Financial and Market Regulation Division.

Mr. Martin holds a Bachelor of Science in Business Administration, with a concentration in finance, from the University of Southern Mississippi. He is a Certified Financial Examiner and received the Professional in Insurance Regulation designation from the NAIC. He also holds the Associate in Captive Insurance designation from ICCIE.

Anne Marie Towle, global captive solutions leader, Hylant Group Captive Solutions, in Indianapolis, has been involved in captive insurance company issues for more than 30 years. Prior to joining Hylant, Ms. Towle was an executive vice president with insurance broker Jardine Lloyd Thompson Group PLC. She also was a senior consultant with Willis Towers Watson PLC for more than 7 years. In addition, Ms. Towle has been closely involved with captive insurance organizations. She is currently a member of the board of directors of the Vermont Captive Insurance Association and is vice chair of the North Carolina Captive Insurance Association.

Emotional Intelligence & Building Relationships

Laura Rodrigo is responsible for the management of the Strategic Risk Solutions South Carolina office and provides oversight of staffing and captive insurance company clients in Georgia, North Carolina and South Carolina, providing accounting, regulatory compliance and general management services.

Laura joined SRS in 2007 and has over nineteen years of captive management experience. She has experience in the formation and management of risk retention groups, single parent and special purpose captives, segregated cell captives, as well as, commercial reinsurance companies. Her industry experience includes physician groups, transportation, construction, and banking owned captives. Prior to SRS, Laura was with Crusader International Group managing captives for both Meeting Street Management Company in South Carolina and Potomac Captive Managers in the District of Columbia. Laura has a double major in accounting and business administration from Elon University, and a minor in Management information systems.

Katherine Wood is responsible for the regulatory compliance and day-to-day accounting activities, including cash and investments, general ledger entries, financial statement preparation and premium tax filings for our captive insurance company clients and Risk Retention Groups. She is responsible for liaising with third party service providers on behalf of the captive insurers, and general client management services.

Katherine joined SRS in February 2020. Prior to joining SRS, Katherine was the financial manager of a large motor vehicle dealership in South Africa. Katherine started her career in the property sector as an accountant and property manager. She has experience in the motor vehicle, property, and retail sector. Katherine has become proficient in the core accounting functions of captive insurance companies and the firm's captive management procedures. She provides support South Carolina, North Carolina and Georgia domiciled captive clients. Katherine holds a Bachelors in Accounting from Stellenbosch University in South Africa.

Concept to Captive: Communicating to Key Stakeholders

Tom Brumgardt is a partner with Nelson Mullins. He focuses his practice on mergers and acquisitions, captive insurance, and other complex corporate matters in a broad range of industries, including software and technology, alarm and fire safety, telecommunications, and manufacturing. He has served in multiple industry leadership positions and has earned recognitions from Best Lawyers, Chambers USA, and many others. Tom was awarded a BS in Finance and a JD from the University of South Carolina.

Mike Coulter, ARM, Deputy Managing Director, Captive & Insurance Management at Aon Commercial Risk Solutions, is the Deputy Managing Director leading the Southeast Region operations of Aon Captive & Insurance Management. He operates from the Charleston, South Carolina office. Mike joined Aon in 1996 and has been based in South Carolina since 2008. Prior to coming to South Carolina, Mike managed the Hawaii office of Aon Insurance Managers for five years. During his time with Aon, Mike has experience in managing captives under the laws and regulations of a number of domiciles, including, among others: South Carolina, Delaware, District of Columbia, Tennessee, Georgia, Hawaii, Vermont, Bermuda, and Arizona.

Mike has a Bachelor's degree in Accounting from Babson College and a Masters in English Literature from the University of Vermont.

Thomas Green, ARM, CIC, Captive Subject Matter Expert, Business Development, Risk Finance and Captive Consulting at AON, is responsible for business development for Aon Captive Insurance Management, Risk Finance and Captive Consulting, including the formation of captive insurance companies, protective cell captives, group captives, reinsurance captives and captive consulting. Tom has over 30 years of insurance experience as an underwriter, broker, sales & marketing manager and business development leader. His career includes 19 years with Premier Insurance Management Services (PIMS), a subsidiary of Premier, where he was the VP of Business Development for American Excess Insurance Exchange (AEIX), a Risk Retention Group Captive managed by PIMS providing excess liability for hospital systems and physicians. He was also the VP Sales & Marketing where he led the national sales and marketing operations of Premier's commercial insurance programs. In his early career, Tom was an underwriter at The Hartford and a broker for McNeary Insurance, a regional insurance consulting and brokerage operation based out of Charlotte, NC. Tom is a licensed P&C and L&H agent, certified Lean Six Sigma Green Belt and SAFe5 Agilist. He is a graduate of the University of Iowa with a Bachelors in Business Administration.

Join the Debate - Single Parent or Cell Captive! Which captive set up is right for your organization?

Doug Butler is a partner in Womble Bond Dickinson's captive insurance and insurance regulatory practice. Doug has experience as a captive manager as well as providing legal and regulatory counsel pertaining to captive and traditional insurance transactions. In addition, Doug also provides counsel regarding insurance regulatory and general corporate transactions, including the formation and management of captive insurance companies, policy and reinsurance agreement drafting, mergers and acquisitions, and corporate governance. In his career Doug has formed or managed over 300 captives in 13 different US Jurisdictions and is involved with several state captive insurance associations.

Patrick Theriault, CPA, is responsible for Strategic Risk Solution's United States captive management activities. In this role he oversees the operations of our offices in Arizona, Hawaii, North Carolina, South Carolina, Tennessee, Texas, Vermont and Washington D.C. In addition, Patrick provides assistance to the SRS consulting group with captive implementation and feasibility projects. Patrick joined SRS in 2011 having previously been with the company for five years until 2005. He has over 20 years of experience in captive management, insurance accounting, and consulting services. Patrick most recently managed the operations of Wilmington Trust Captive Management Services managing the delivery of captive management services to clients in several US domiciles. He was formerly Director of Finance and Operations for SRS Vermont.

Captive Tax Developments

Allan Autry, CPA, is a Tax Partner with Johnson Lambert LLP, a multi-office, niche-focused firm that provides audit, tax, and consulting services to insurance entities as well as nonprofit organizations and employee benefit plans. Allan has 15 years of experience of providing tax and consulting services to the insurance industry, with a focus on alternative risk entities, especially captive insurance companies. He has assisted clients with a myriad of tax issues over the years, including special calculations, tax planning, corporate reorganizations, and mergers and acquisitions. His experience with both domestic and offshore captive insurance companies, as well as their owners, insureds, and sponsors, make him a valued tax partner to Johnson Lambert's captive clients. Allan was selected to the forty under 40 by Captive International. Allan received his Bachelors in Business Administration (Accounting concentration), *Magna Cum Laude*, from Catawba College and Masters of Accounting, *Magna Cum Laude*, from North Carolina State University.

R. Benjamin (Ben) Glenn, CPA, Shareholder, Bauknight Pietras & Stormer, P.A., is partner-in-charge of all income tax preparation and is responsible for all tax filings for our captive insurance company clients. He also provides related consulting services to captive insurance companies during the formation stage with regard to structure and to existing captives with regard to the tax implications of business plan changes, new coverages, and other changes that may be contemplated. He focuses his practice on federal and state tax issues for insurance, including captive insurance. His tax services range from overseeing the preparation of annual federal and state income tax returns, federal excise returns, and estimated payments to pre-formation tax planning and research.

He has also successfully defended the status of captive insurance companies as insurance companies for federal income tax purposes to the IRS as well as IRS audits involving federal excise tax.

Ben holds a Bachelor of Arts & Sciences from Louisiana State University

Brandon Keim, JD, LL.M. CPA, is a Certified Tax Law Specialist with Frazer Ryan Goldberg & Arnold. He is a senior partner in the firm. Brandon joined Frazer Ryan after serving as a senior trial attorney with the Internal Revenue Service. At the IRS, he received the Chief Counsel National Award for Superior Achievement in Outstanding Litigation, and he was frequently recognized for his service as a trial attorney. In 2015, Brandon successfully litigated the first Section 831(b) captive insurance case before the U.S. Tax Court; he litigated a second captive insurance case in 2016. For over four years, he oversaw and advised IRS attorneys and revenue agents auditing captive insurance transactions nationwide. Brandon also acted as an advisor to IRS attorneys on partnership and estate and gift tax matters and was an instructor at a national course designed to train new IRS trial attorneys on all aspects of practice.

Brandon holds a LL.M., Taxation, With Distinction, from Georgetown University Law Center. He was awarded his J.D., magna cum laude from the Sandra Day O'Connor College of Law, Arizona State University. He holds a BBA in Accountancy from Boise State University.

Shake Up Your Meetings: Charleston Style ***Engaging your Board and Maintaining Compliance***

Alison Lamonica, Owner and Lead Planner, Alison Chase Events, leads and plans corporate events and weddings. Having worked in the hospitality and event industry for the past decade, Alison understands the unique and rewarding opportunity of making meaningful connections- big and small. She has had the honor of producing hundreds of events: from large-scale weddings, corporate celebrations, to non-profit fundraisers & personal milestones. Alison has been fortunate to meet and work alongside some of the world's most notable chefs, musicians, athletes, and celebrities.

Jackie Roberts, Director of Sales, Patrick Properties Hospitality Group, was born and raised in the upstate of South Carolina, Jackie decided to make the move to the Lowcountry post-graduation from Clemson University. She fell in love with the hospitality and charm of Charleston and with a passion for hosting events, joining the Patrick Properties team in 2010 was an easy decision to make. Jackie started as the Executive Assistant, and quickly grew within the company as an Event Manager, Lead Planner for their in-house event planning service, Sales Manager, to her current role as Director of Sales which she has held for the past 6 years. With over a decade in hospitality and events, Jackie loves to create established relationships with vendors and clients along with refining the unparalleled service and experience a client will receive from her sales team of six she oversees. In her role as Director, she also collaborates with the marketing team on strategic campaigns to drive business to open dates of opportunity and works with other various Department Heads to grow PPHG year after year. Having been a PPHG bride herself at the William Aiken House, her clients know and trust her to lead them through the process from start to finish.

Rachel Starling, Sales & Events Manager, Patrick Properties Hospitality Group, was born and raised in Maryland, right outside of the Washington, DC area. She attended a Sacred Heart school for 14 years and found a liking for event planning at a young age. In 2013, she started a new adventure seeking warmer weather and attended the College of Charleston. In college she worked in the food & beverage industry, it was during this time that she cultivated a passion for the culinary world. After graduating with a double major in business administration and hospitality & tourism, she joined PPHG in 2017 as the executive assistant to the COO. However, upon realizing her appetite for client interaction she moved into sales. When Parcel 32 began to explore private events, she was promoted to the sales and events manager of the venue. Rachel's eye for detail and extensive background in hospitality allows clients to trust her fully knowing she is there from start to finish giving them an unparalleled event experience.

Matt Watson is the Executive VP, Captivedge. After working for another manager in the Charleston area for 12 years, Matt Watson formed Captivedge in Summer 2024 with Simon Kilpatrick. Captivedge manages several risk retention groups and other captives across multiple domiciles. Matt has been planning parties and music festivals since his time at Clemson a long time ago and has planned several board meetings since his time as a captive manager. Matt also co-owns Light It Up SC, an event lighting company based in Charleston. Light It Up does lighting and drape for corporate events and weddings as well as home and business holiday lighting.

A Captive Kaleidoscope: Your Captive Through Different Viewpoints

Christina Kindstedt is President, Advantage Insurance Management USA. After joining the world's 3rd largest brokerage firm in 2003 where she built and led its Risk Retention Group practice and service team, Christina Kindstedt joined Advantage Insurance in 2017 to open its Vermont office. In 6 years, she grew her clientele from zero to a portfolio of captives that together write over \$3 billion of annual premium. Captives under her team's management are owned by entities ranging from Fortune 200 to non-profits and everything in between.

Christina has extensive experience forming and managing captives, Protected Cell Captives, Risk Retention Groups, and Risk Purchasing Groups in various industries and domiciles. For companies that consider captives, Christina conducts feasibility studies and formation services. For companies with existing captives, Christina provides strategic review, expanded use analysis and improvement plans including loss portfolio transfers, novation, commutation, etc. She has developed and implemented detailed underwriting, financial control and claims administrative procedures for her captive clients. She is a frequent speaker at captive industry conferences and has published a number of white papers on captive insurance. She serves on the Board of Directors of the National Risk Retention Association and various captive insurance companies.

Sandi Prescott is Performa's Head of Client Service responsible for working with clients to understand their business needs, investment objectives, liability profile and help them develop customized investment solutions to meet their unique investment goals. Over the years, she has spoken at several captive insurance conferences, was Chair of the 2018 VCIA (Vermont) conference and a regular member of the VCIA conference task force committee. Prior to joining Performa in 2013, she was a Client Relationship Manager at Dwight Asset Management where she worked for 12 years, a Corporate Accounting Manager at Fidelity Investments in Boston and a Senior Auditor at Price Waterhouse LLC. Sandi graduated from the University of Vermont with a B.S. in Business Administration.

Chris Wartko, Acquisition Associate at RiverStone, possesses a broad business development background, from forming a venture-capital backed off-grid housing startup to sourcing commercial real estate acquisition projects across the US. Having branched into the insurance industry fairly recently, he brings an outsider's perspective to the systems and processes in place and is passionate about applying due diligence best practices from his past lives to the industry as a whole. Chris lives in Miami, Florida and enjoys spending his weekends traveling and trying new restaurants along the way. J.D. Emory; B.A. UCLA

Navigating the Intersection of Politics and Finance: A Deep Dive into the Economic Implications of the Upcoming U.S. Presidential Election

Gary Greene is the Managing Director and Senior Vice President, Investments at Wellspring Financial Solutions of Raymond James. An experienced insurance and institutional asset manager, Gary Greene is an industry leader in investment management for captive insurance companies. Gary and his team serve a diverse clientele with comprehensive concierge-level service and highly sophisticated guidance for institutions, non-profits and corporations, including cash flow driven investment solutions and specialized expertise in the captive space. With degrees in economics, finance and business management, Gary's deep industry tenure extends over 30 years where he has earned Forbes Best-In-State advisor status every year between 2017 and 2024 and is recognized as a Certified Treasury Professional by the Association of Financial Professionals.

Daniel Pugh is the Senior Vice President, Investments at Wellspring Financial Solutions of Raymond James. Since 1996, Danny has built a reputation for providing personalized service to private clients, including families, trusts and estates, nonprofit entities, and retirement plans. He and his team use an investment approach like that used by the most sophisticated institutions. They apply well-defined processes to help manage, preserve, and distribute wealth. Danny and the team regularly work alongside tax professionals and attorneys to develop comprehensive intergenerational wealth management plans for clients.

Danny earned a bachelor's degree in finance from Auburn University. He also holds a certificate in financial planning from Florida State University and the designation of Retirement Income Certified Professional.

Along with serving his clients, Danny served in the Army National Guard. Colonel Pugh retired in June of 2022.