

SEIP 2017: EXECUTIVE SUMMIT AGENDA

Tuesday, June 13th, 2017

5:00 - 6:00pm *Early Registration: Table @ International South Doors*

6:00 - 9:00pm *Evening Welcome Reception – International South*

Sponsored by: Berkley Specialty Underwriting Managers



Wednesday, June 14th, 2017

8:00am *Registration & Breakfast: International South*

Sponsored by: American Risk Management Resources Network

9:00 **Welcome & Opening Remarks**

International North

Angela Dybdahl Oroian, Managing Director & Vice President
The Society of Environmental Insurance Professionals, Inc.



9:00 **Environmental Insurance and the Economy: Rational Risk Economics**

International North

David Dybdahl, President

American Risk Management Resources Network, LLC

- Understanding and minimizing the true carrying cost of environmental risks.
- Business perspective for the risks associated with transferring contaminated properties, and other case examples.
- Insurance companies enjoy tax advantages unique to their business.
- The session will show how finance, accounting, taxes, risk management, and opportunity cost can alter the evaluation of risks.
- A holistic view, environmental insurance and the methods to rationally evaluate and minimize the carrying cost of legacy environmental risks and other exposures.

09:45 **Emerging Environmental Trends: Top 10 List of 2017**

International North

Sara Brothers

Divisional Vice President Great American Insurance Group Environmental Insurance Division

- Introduction - Top 10 countdown
- Emerging Contaminants - What are they? Where are they found? What's next?
- EPA Enforcement Initiatives and Updates - industry sectors under the microscope
- Vapor Intrusion - TCE Urgent Action Levels and Occupant Evacuation Plans
- Legionella - new rules and requirements
- Conclusions ... a look into the crystal ball after 2016 elections

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10:15 *Mid- Morning Break – International South*
Sponsored by: EDR

10:30 **Environmental Insurance – Identifying the Exposure and Securing Coverage**
International North
Jennifer A. Lester, Environmental Practice Placement Leader,
 Wells Fargo Insurance Services USA, Inc.

11:15 **“License to Bill”**
International North
Chip D’Angelo, President WCD Group
 Insurance firms are overpaying- Excessive Restoration Costs Following a Loss Event
 Can Be Controlled and Avoided.

- Review of emergency response contracting structure issues,
- Avoid emergency response contractor’s excessive costs,
- Better manage claims related to emergency response activities

12:00 *Lunch - International South*
Sponsored by: Roux Associates, Inc.



12:45

Embassy E&F	International North
<p>Environmental Risk Management Trends for Commercial Banking and the Risk Financing Alternatives to Avoiding Liability. D. Jeffery Telego President Risk Management Technologies, Inc. & Randy Muller, Senior Vice-President, and Manager of the Environmental Services Group for Bank of America’s eastern region</p> <ul style="list-style-type: none"> • Brief history and overview of lender environmental risk management trends and risk financing alternatives to avoid liability • Addressing bank challenges in divesting contaminated property acquired through foreclosure and M&A Activities 	<p>Use of Monte-Carlo Analysis to Estimate Cost to Closure for Environmental Sites Jim Berndt, Senior Manager and Licensed Professional Geologist August Mack Environmental</p> <ul style="list-style-type: none"> • Provide credible, defensible cost-to-closure estimates early in a project life • Show potential liability related to unknown issues • Tailor results to client risk tolerance, available reserves, regulatory acceptance and other variables.

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<ul style="list-style-type: none"> Challenges, regulatory pressures and opportunities for lenders to more effectively link the ERM and appraisal processes Recent strategies for bracketing/managing, transferring and monetizing of environmental risks for complex sites 	
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1:30

Embassy E&F	International North
<p>Leveraging Mobile Technology for Better Environmental Risk Management Practices Mark Fackler, President CSTAT Mobile</p>	<p>Common Industry Practices That Increase Cleanup Costs on Insurance Claims Dr. Ross Tabachow, PhD, P.E., Senior Engineer, Excalibur Group, LLC & Bryan Roberts, Program Manager, CFO Excalibur Group, LLC</p> <ul style="list-style-type: none"> To equip claim adjuster/managers with questions for contractor's activities and costs To assist with flagging technical concerns for further evaluation by internal or external technical advocacy resources Highlight common industry practices that have led to substantial unnecessary cleanup costs

2:15 Afternoon Break - International South

2:30

Embassy E&F	International North
<p>Challenges of Underwriting and Managing Long Term Real Estate Portfolios Michael Bell, President, Bell Oldow, Inc.</p> <ul style="list-style-type: none"> Define current challenges to brokers and carriers related to portfolios 	<p>Vapor Intrusion, Hold Your Breath for the Next Phase Sandra Gaurin, ERM, LEED AP Director of Client Services, Insurance & Risk Management, WCD Group</p> <ul style="list-style-type: none"> Current status of VI regulations (federal, state and local)

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<ul style="list-style-type: none"> • Discuss the process of data transfer, data reconciliation, and deal tracking throughout a policy's term • Introduce a new technology and process to make portfolios easier to handle and more profitable 	<ul style="list-style-type: none"> • How to assess potential VI exposure during the underwriting process • How to manage claims and litigation ca involving VI impacted sites.
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3:15

Embassy E&F	International North
Environmental Data – Unskewing the Standard Model Joseph Berlin, President	Latin America’s Environmental Risk Insurance Overview Robert Maier Aspen Insurance

4:00

KEYNOTE SPEAKER:

Developing Themes in the Environmental Insurance Market Place

International North

Chris Smy, Environmental Insurance Practice Leader, Marsh & McLennan Companies

- Overview of current market conditions;
- Emerging trends in exposures, claims and coverage;
- What the customer wants (it’s not just price).

4:45

Closing Remarks

5:00 - 7:00pm **Networking Reception- Polaris**

Sponsored by: WCD Group



Day 2 Thursday, June 15th, 2017

8:00 am

Continental Breakfast & Registration- International South



9:00

Recap & Opening Remarks

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9:00

Emerging Claims and Coverage Issues under Pollution Liability Policies

International North

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M. Claire Juliana (AON), Kathleen Olear (Markel), Barry Gerstein (Aspen), Peter Mintzer (Selman Breitman), Brian Margolies (Traub Lieberman)

A panel discussion addressing key emerging claims and coverage issues arising under the current era of pollution and environmental liability insurance policies, including on-site and off-site BI, PD and cleanup coverages ("EIL/PLL"), contractors pollution liability ("CPL") policies, non-owned disposal sites ("NODS") coverage as well as environmental consultants' E&O coverages.

- Scope of coverage under pollution policies,
- Interaction of pollution policies with other lines of coverage,
- Emerging issues under pollution policies

09:45

International North	International South
<p>Nanotechnology Litigation: Potential Claims and Insurance Implications <i>Andrew Gibbs, Lindabury</i></p> <ul style="list-style-type: none"> • Summarization of what nanotech is • Discussion on litigation risks and insurance implications 	<p>Managing Conflicts, Privileges, & Duties Under a Reservation of Rights in Complex Litigation Meghan E. Smith J. D and John F. Young J. D, Curry & Friend, PLC</p> <ul style="list-style-type: none"> • Protecting yourself from personal liability - A how to for claims adjusters • How to cooperate with the insurer as an insured to preserve coverage and privilege • How to comply with the duty to defend ethically under a reservation of rights

10:30

Break- International Foyer



10:45

International North	International South
<p>Avoiding Environmental Insurance Pitfalls from Procurement Through Claims Miles C. Holden, Partner <i>Hanson Bridgett LLP</i></p>	<p>Environmental Surety; Understanding the Current Market David Pesce, CCIFP Senior Vice President – Surety Navigators Management Company, Inc.</p>

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<ul style="list-style-type: none">• Acquire insight about potential limitations on coverage that can arise with respect to environmental insurance claims• Obtain information on how courts handle specific coverage issues in the context of environmental insurance• Learn about managing potential pitfalls in environmental insurance claims from the perspective of an insurance coverage attorney	<ul style="list-style-type: none">• Learn why these specialized bonds are so difficult to obtain• Obtain vital information needed to understand the current market conditions• Understand what is needed to qualify for environmental surety today
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11:30 **Environmental Risk Management and Insurance: Improving the Buyers Experience** -*International North*
Ken Burrell, Managing Partner,
Synapse Services, LLC

12:15 **Closing Key Note: Expanding the Market Acceptance of the Environmental Insurance Product Line**
International North
David Dybdahl, President
American Risk Management Resources Network, LLC
Angela Dybdahl Oroian, Managing Director
Society of Environmental Insurance Professionals, Inc. (SEIP)

1:00 **Quick Closing Remarks**

1:00 **Boxed Lunch provided for Lunch on the Go – International South**

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