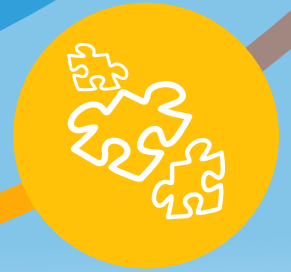
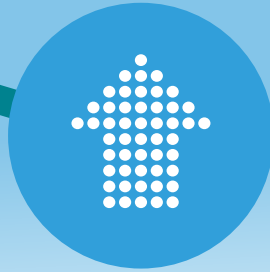


NYIA 2021 Annual Meeting



**Tuesday, November 9 &
Wednesday, November 10, 2021**

The Desmond Hotel *(Crowne Plaza Albany)*

660 Albany Shaker Road
Albany, New York 12211

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NYIA STAFF

Ellen Melchionni
President
emelch@nyia.org

Cassandra Anderson, CAE
Vice President
canderson@nyia.org

Stacey Orlando
Director of Design & Technology/
Corporate Secretary
sorlando@nyia.org

Javier R. Tapia, Esq.
Director of Government Affairs
jtapia@nyia.org

Susan Dawes
Account Services Coordinator
sdawes@nyia.org

Kaitlyn Emory
Communications Coordinator
kemory@nyia.org

NYIA OFFICE

130 Washington Avenue
Albany, New York 12210
518.432.4227
518.432.4220 fax
info@nyia.org
www.nyia.org



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welcome message.



Welcome to NYIA's 2021 Annual Meeting. NYIA is made up of some of the most influential, passionate and astute companies in the insurance industry. We would like to recognize the members for contributing to the success of this organization, it is

because of you that your association is able to achieve so many of our goals every year.

We appreciate your participation in this important event. On Wednesday, November 10, you will elect your 2022 Officers and Board of Directors. We have an informative and interesting program planned with a presentation on In the Weeds: Legalization of Marijuana in New York and a keynote address from the New York State Department of Financial Services, Executive Deputy Superintendent for Insurance My Chi To.

As always, attendees will also have plenty of opportunities to network with their peers and fellow members.

Thank you again for attending today's meeting and for your continued support of NYIA.

Sincerely,

A handwritten signature in black ink that reads "Ellen".

Ellen D. Melchionni
NYIA President

antitrust compliance policy

We are here to discuss general matters relating to the New York Insurance Association, Inc.

Please keep in mind that there are numerous state and federal laws that absolutely prohibit the exchange of information among competitors regarding price, refusals to deal, or agreements to proceed in certain anti-competitive respects. We should proceed with caution and alertness toward these prohibitions and not engage in discussion—either at this meeting or in private conversations—of our individual companies’ plans, pricing practices, marketing methods or contemplated activities.

We should concern ourselves only with general topics relating to any issues affecting the New York insurance market as set forth in the agenda for this meeting.

Specifically, we cannot discuss any circumstances, conditions or actions under which individual companies will enter or withdraw from particular lines of coverage or services; we cannot discuss any actual pricing practices or commission rates; we cannot discuss any concerted refusals to deal, including refusal to do business with individual classes of insureds or producers.

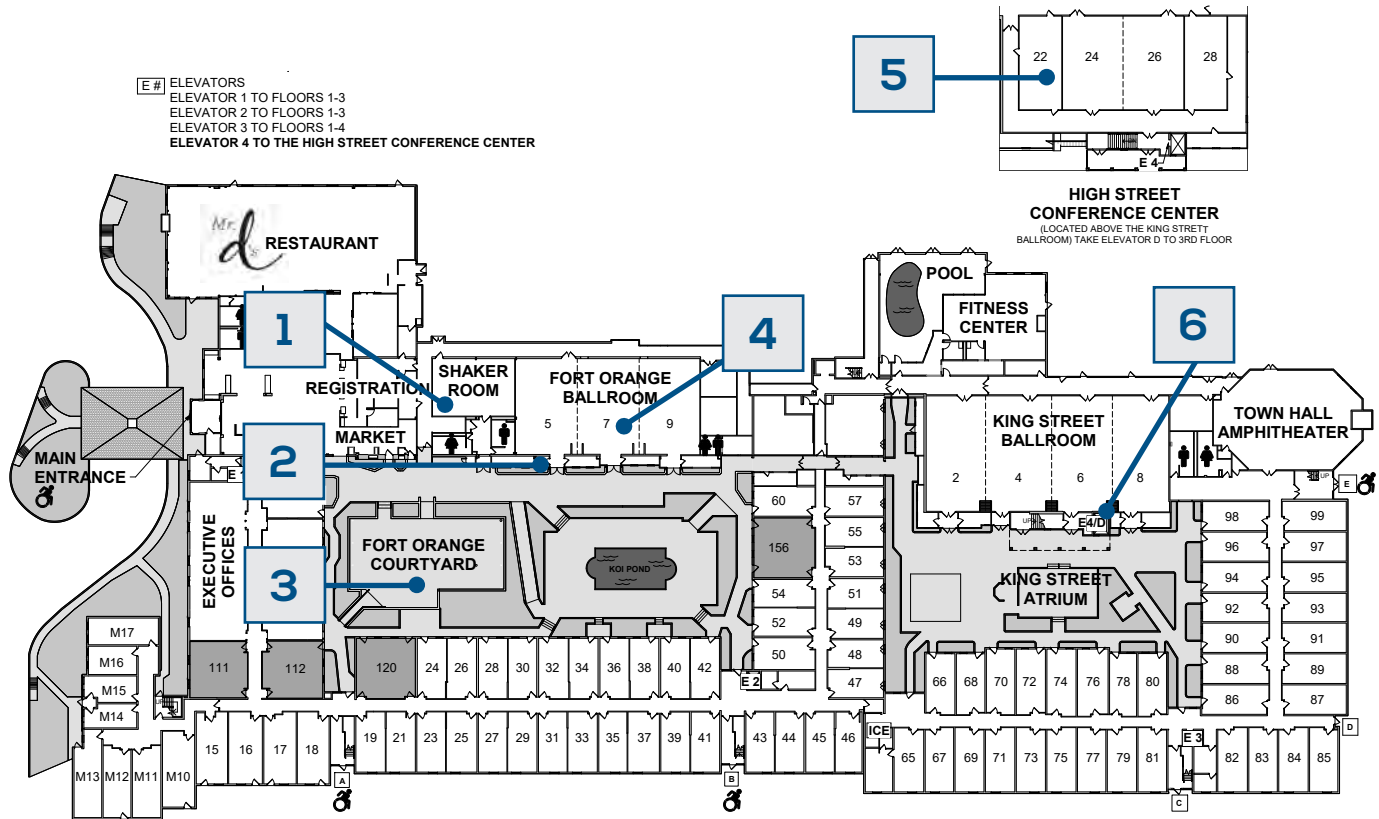
Your cooperation throughout this discussion is not only appreciated, but essential.



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CONNECT
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AND **INSURANCE**
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PROFESSIONALS

hotel map.



1

SHAKER ROOM

Board of Directors' Dinner
 Tuesday, November 9 at 6:00 P.M.

2

FORT ORANGE FOYER

Meeting Registration
 Tuesday, November 9 at 2:00 – 4:30 P.M.
 Wednesday, November 10 at 8:30 – 11:00 A.M.

3

FORT ORANGE COURTYARD

Networking Reception
 Tuesday, November 9 at 4:30 – 6:00 P.M.

Networking Lunch
 Wednesday, November 10 at 12:00 – 1:00 P.M.

4

FORT ORANGE BALLROOM

Sessions & Meeting
 Tuesday, November 9 at 2:30 – 4:30 P.M.
 Wednesday, November 10 at 9:00 – 12:00 P.M.

Break
 Wednesday, November 10 at 10:45 – 11:00 A.M.

5

22 HIGH STREET (3RD FLOOR)

Board of Directors' Meeting
 Tuesday, November 9 at 12:00 – 2:00 P.M.

6

ELEVATOR D TO 3RD FLOOR

Board of Directors' Meeting Access
 Tuesday, November 9 at 12:00 P.M.



event **schedule.**

TUESDAY, NOVEMBER 9, 2021

WHEN?	WHAT?
2:00 – 2:30	Registration (Fort Orange Ballroom Foyer)
2:30 – 3:30	The Current State of Affairs: Being an Employer in New York Monaliza Seepersaud , <i>Associate, Hodgson Russ LLP</i> (Fort Orange Ballroom)
3:30 – 4:30	The Big Picture: Doing Business in New York MODERATOR: Ellen Melchionni , <i>President, New York Insurance Association, Inc.</i> PANELISTS: Greg Biryła , <i>New York State Director, National Federation of Independent Business</i> Tim Dean , <i>Chief Executive Officer, Marshall & Sterling Inc. and President, Professional Insurance Agents of New York</i> Lev Ginsburg , <i>Director of Government Affairs, The Business Council of New York State, Inc.</i> Tom Stebbins , <i>Executive Director, The Lawsuit Reform Alliance of New York</i> Stephen Zogby , <i>National Director, Big I NY and Executive Vice President, Scalzo, Zogby & Wittig, Inc.</i>
4:30 – 6:00	Networking Reception (Fort Orange Courtyard)
6:00	Dinner On Your Own
6:00	Board of Directors' Dinner (Shaker Room)



WEDNESDAY, NOVEMBER 10, 2021

WHEN?	WHAT?
8:30 – 9:00	Registration (Fort Orange Ballroom Foyer)
9:00 – 9:10	Chair's Welcome (Fort Orange Ballroom) Mark PrechtI , <i>President/CEO, Chautauqua Patrons Insurance Company</i>
9:10 – 9:20	President's Message Ellen Melchionni , <i>President, New York Insurance Association, Inc.</i>
9:20 – 10:00	Introduction New York State Department of Financial Services Acting Superintendent Adrienne Harris
10:00 – 10:45	Keynote Address New York State Department of Financial Services Executive Deputy Superintendent for Insurance My Chi To
10:45 – 11:00	In the Weeds: Legalization of Marijuana in New York Heather Trela , <i>Director of Operations & Fellow, Rockefeller Institute of Government</i>
11:00 – 11:15	Break
11:15 – 12:00	The Next Generation of Insurance <i>Remarks from the first New York Insurance Scholars Diego Delgado a junior at Le Moyne College and Lily Fitzpatrick a senior at St. John's University</i>
12:00 – 1:00	Members' Meeting Mark PrechtI , <i>President/CEO, Chautauqua Patrons Insurance Company</i>
12:00 – 1:00	Networking Lunch (Fort Orange Courtyard)

partners, thank you.

NYIA extends its *gratitude* to the in-person partners below for their *commitment*, consistent *generosity* and *support* to ensure the success of the 2021 Annual Meeting. Without them this event would not be possible.

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Andy Meehan
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Greg Robinson
Western Strategic Business Center
250 Main St.
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partner company profiles

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fact, more than 700 insurance carriers across the U.S. depend on AAIS for quality policy forms and manuals in Commercial Lines, Inland Marine, Farm and Ag business lines and Personal Lines. The AAIS collaborative approach delivers tailored advisory solutions that support speed-to-market, quality underwriting, differentiation, and bottom-line growth. AAIS products and services are complemented by value-added offerings made available through special relationships with Associate and Alliance Partners... data and technology firms, claims and risk management companies, reinsurance, and other services that support improved product development, underwriting, policy administration, and speed to market. Throughout, we remain neutral regarding resources we recommend... not motivated by revenue. For decades, AAIS has been a licensed statistical agent in 51 jurisdictions, collecting data that helps Members meet regulatory statistical reporting responsibilities, serving as an intermediary between carriers and insurance regulators. Transaction data also supports loss cost development and ratemaking activities. After 80 years, AAIS remains committed to evolving with changes in the insurance industry and delivering true value to Members, regulators, and the industry as a whole. Whether you're a national, multi-line insurer, an established regional carrier, a mutual insurance company or a focused monoline insurer, Managing General Agent, or a start-up our approach to building custom advisory solutions will deliver top-line and bottom-line benefits.



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Andrew P. Forstenzer

andrew.forstenzer@preferredmutual.com

The Preferred Mutual Fire Insurance Company of Chenango County, as it was first known, was founded in 1896 by Frank E. Holmes. Holmes modeled the company after the first insurance company in the United States, "The Philadelphia Contributionship for Insurance of Houses from Loss by Fire," founded by Ben Franklin in 1752. As a mutual fire insurance company owned entirely by its policyholders, the company offered broader coverage at a considerably lower cost than

was charged by stock insurance companies of the time, which operated for the profit of investors. With only a skeleton management team of just three employees, including Holmes, his wife Cora, and an office clerk, Holmes introduced a new operational format by selling policies through a network of agencies. In 1899, the offices of Preferred Mutual burned to the ground, along with 11 other buildings in New Berlin. Ironically, Holmes carried no fire insurance on his business property. Fortunately, the company was able to quickly regain its footing and began a long record of growth and profitability. Today, Preferred Mutual Insurance Company employs more than 300 people and operates in association with over 500 independent agents located in New York, New Jersey, Massachusetts, and New Hampshire.

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As a not for profit insurance rate service organization, Underwriters Rating Board (URB) has a history of over 70 years of continuous service to the insurance industry. Our aim is to be recognized as a pro-active, market driven supplier of a broad array of individualized services to insurers. The long term personal and professional relationship between URB and its member companies is its greatest asset.



www.wcicny.com | 315.923.2861 x241 | **Laura Harris** | laura.harris@wcicny.com

Wayne Cooperative was organized as a mutual assessment cooperative insurer, owned by its policyholders, in 1877 to provide property insurance coverages to local farm grange members. Today, the Company is licensed to write property and casualty coverages in New York, except New York City, and is represented by many independent agents throughout the state.

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At North Country Insurance Company, we have been committed to providing quality insurance related products and services to meet the needs of our policyholders for over 133 years.



www.sterlingins.com | 518.234.2521 x105 | **Stephen Harris** | sharris@sterlingins.com

Today Sterling Insurance Company is a highly respected, technologically advanced insurer providing protection to policyholders throughout New York State. The company is financially strong, rated A (Excellent) by AM Best Company and ranked as one of the top carriers to do business with in New York State by independent agents.



www.uticafirst.com | 315.736.8211 | **Scott Shatraw** | sshatraw@uticafirst.com

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www.securitymutual.com | 607.319.5463 | **Ronald Wilder** | ron@securitymutual.com |

Starting out as a small "county cooperative" with \$1,273 in premiums, today, Security Mutual Insurance Company writes over \$38 million in premiums. With over \$111 million in assets; over \$61 million of policyholder surplus, we provide Property and Casualty Insurance for Home and Business. Security Mutual is represented by a network of more than 400 independent agents throughout New York State.

event registration

TUESDAY, NOVEMBER 9–WEDNESDAY, NOVEMBER 10

CHECK-IN & WELCOME REFRESHMENTS

The registration desk will be open daily throughout the 2-day event. Registration will be located in the Fort Orange Ballroom Foyer on Tuesday and Wednesday. When you check in get your name badge and take a moment to **enjoy a complimentary yummy welcome refreshment.**

THE CURRENT STATE OF AFFAIRS:

BEING AN EMPLOYER IN NEW YORK

TUESDAY • 2:30 P.M.

Covering COVID-19, the NY Hero Act, Vaccine Policies and Best Practices, Marijuana and the Workplace and Remote Offices

It can be tricky to traverse the recent workplace mandates, obstacles and developments that are impacting employers. This session provides an update on the headlining HR topics businesses are facing and will better prepare companies for implementation and what lies ahead. Topics include COVID-19 and the NY Hero Act, vaccine policies and best practices, marijuana and the workplace and hybrid/remote office scenarios.



Monaliza Seepersaud

Presenter | Associate, **Hodgson Russ LLP**

Mona Seepersaud is a member of the firm's Labor and Employment Practice. She represents management on all aspects of labor and employment law. Prior to joining Hodgson Russ, Seepersaud was an assistant corporation counsel at the New York City Law Department, where she worked on a broad range of employment litigation matters. She has appeared on behalf of numerous New York City agencies in federal and state court and has represented agencies in cases involving the New York State Division of Human Rights and the New York City Commission on Human Rights. Seepersaud has written various articles on the NY Hero Act for Hodgson and Russ and has spoken at multiple labor and employment programs since joining the firm. She holds a B.A. from Hunter College and J.D. from Emory University School of Law.

Publications

- Employers, It's Time to Activate Your HERO Act Plans – Governor Hochul
- Announces NYSDOH Designation of COVID-19 as a Risk-Presenting Highly Contagious Communicable Disease
- Hodgson Russ Labor & Employment Alert, September 7, 2021
- HERO Act Update: Critical Compliance Obligations for Employers Following NYSDOL's Publication of Model Plans
- Labor and Employment Alert, July 19, 2021

THE BIG PICTURE: DOING BUSINESS IN NEW YORK

A PANEL DISCUSSION

TUESDAY • 3:30 P.M.

*Looking for a better sense of how companies are tackling overarching business issues? If so, don't miss the business community panel discussion, **The Big Picture: Doing Business in New York**, at this year's Annual Meeting.*

In order to see the big picture, it's important to consider the economic, political, or societal events happening around us and analyze their potential impact on businesses overall as well as on insurance. We have assembled a seasoned group of professionals from different areas of the business community who will help us to take a step back from focusing on insurance as we also more broadly approach the business climate in New York.



Ellen Melchionni

Moderator | President, **New York Insurance Association, Inc.**

Ellen D. Melchionni is president of the New York Insurance Association (NYIA)—a statewide trade association that has served the property and casualty insurance industry for more than 135 years. NYIA serves its membership through public policy advocacy and educational forums, and works with its members to promote a robust insurance marketplace in New York State. As president she is responsible for overseeing all strategic and operational functions of the association and serves as the key spokesperson for the association. She regularly speaks as a New York insurance, legislative and regulatory expert.

Melchionni has served the insurance industry for more than 25 years. Prior to being named president of NYIA, She served as vice president of the association for 13 years and for three years as legislative analyst. Before coming to NYIA she was employed with both the New York State Senate and the New York State Assembly. She worked in leadership offices of both houses of the New York Legislature for a combined tenure of ten years.

In addition, Melchionni serves as president of the New York Insurance Scholarship Foundation, a charitable organization that supports the educational goals of students studying the business of insurance.



Greg Biryla

Panelist | NY Senior State Director, **National Federation of Independent Business**

Greg Biryla serves as New York's senior state director for National Federation of Independent Business (NFIB), the state and nation's leading small business advocacy association, representing thousands of small, independent businesses across every community in New York. Prior to joining NFIB, Biryla led Upstate United, a coalition of trade groups and chambers of commerce from across Upstate New York focusing on pro-business policy reform and economic development. He and his wife Ashley live in Rochester, NY where she owns and operates her own independent fitness studio and is a proud NFIB member.



Timothy Dean

Panelist | Chief Executive Officer, **Marshall & Sterling Inc.** and
President, **Professional Insurance Agents of New York**

Timothy Dean was elected as CEO of Marshall & Sterling Enterprises, Inc. in 2020. Prior to this appointment, he served as president from 2009-2020, and vice president and branch manager for both the Poughkeepsie and Wappingers Falls, NY offices from 2005-2009. He started with the company in 1985 as an account executive, managing many of Marshall & Sterling's largest accounts. He is a graduate of the University of Michigan with a Bachelor's Degree in Communications. Dean is both a Certified Insurance Counselor (CIC) and Certified Risk Manager (CRM). He is an active community volunteer, and currently serves as chair of the Dutchess County Industrial Development Agency, and chair of the Vassar Brothers Medical Center Board of Directors. He also serves as president of the Professional Insurance Agents of NY, as well as a board member for Hudson Valley Pattern for Progress and the Nuvance Insurance Captive. He is also a charter member of Hudson Valley Start Up Funds I & II. Series 7, 63 and 79 designations from FINRA.



Lev Ginsburg

Panelist | Dir. of Government Affairs, **The Business Council of New York State, Inc.**

Lev Ginsburg, Esq., serves as the director of government affairs for The Business Council of New York State, is primary lobbyist responsible for Health Care, Unemployment Insurance and Workers' Compensation issues. He is a graduate of the University of Buffalo and the Benjamin N. Cardozo School of Law. Prior to his legal education, Ginsburg served as a staff member for U.S. Senator Arlen Specter, a political campaign coordinator and marketing director. He was a staff attorney with a national telecommunication company, handling real estate leasing and title issues for mobile communication antennae sites. More recently, he served for seven years as attorney and staff supervisor with the former Governor's Office of Regulatory Reform (GORR). At GORR, Ginsburg handled stakeholder outreach and regulatory oversight over many State agencies. While his regulatory oversight work covered a broad range of issue areas, he focused on health, labor and environmental regulations.



Tom Stebbins

Panelist | Executive Director, **The Lawsuit Reform Alliance of New York**

Tom Stebbins is the executive director of the Lawsuit Reform Alliance of New York (LRANY), a non-partisan, non-profit organization dedicated to reform of New York's costly civil justice system. Prior to joining LRANY in 2011, Stebbins was a project manager for Horizon Wind Energy, where he developed multiple commercial-scale wind farms in New York and the Northeast United States. Prior to joining Horizon, he worked for PBS flagship station WGBH-TV, where he coordinated the national marketing and promotion efforts for programs such as NOVA, Masterpiece Theatre and Antiques Roadshow.

Stebbins has spoken to dozens of organizations across New York—from Buffalo to Brooklyn, from Rotaries to multi-national business conferences. He has been published or quoted in over one hundred publications, including, The New York Times, NY Daily News, the Wall Street Journal and the Economist, and he has been interviewed on numerous broadcast radio and TV shows, including, NPR, Fox News, and 1010 WINS.

Stebbins is personally devoted to the issue of head injury and has worked with his family to build three homes dedicated to the care of people affected by head injury. He has a bachelor's degree from Vassar College and an MBA from Cornell University.



Stephen Zogby

Panelist | State National Director, **Big I NY** and
Executive Vice President, **Scalzo, Zogby & Wittig, Inc.**

Steve Zogby was born and raised locally, graduating from Mohawk Valley Community College, SUNY Brockport, and Leadership Mohawk Valley. In 1992, Steve, along with Gary Scalzo and Leon Wittig, started an independent insurance agency; Scalzo, Zogby & Wittig, Inc. in Utica. He currently serves as the state national director for Big I NY, representing New York as a board member of the Independent Insurance Agents and Brokers of America. Zogby has served on many insurance company agent advisory councils over his 30+ years in the industry, and is currently a member of the advisory board of Adirondack Insurance Exchange.

In his community he serves on the board of the Oneida County Industrial Development Agency; is president and board member of the Mohawk Valley Community College Foundation; and a Board member of the Stanley Center for the Arts. He resides in New Hartford with his wife, Noreen Sheridan. They have 3 adult sons, Harrison, Adam and Ryan.



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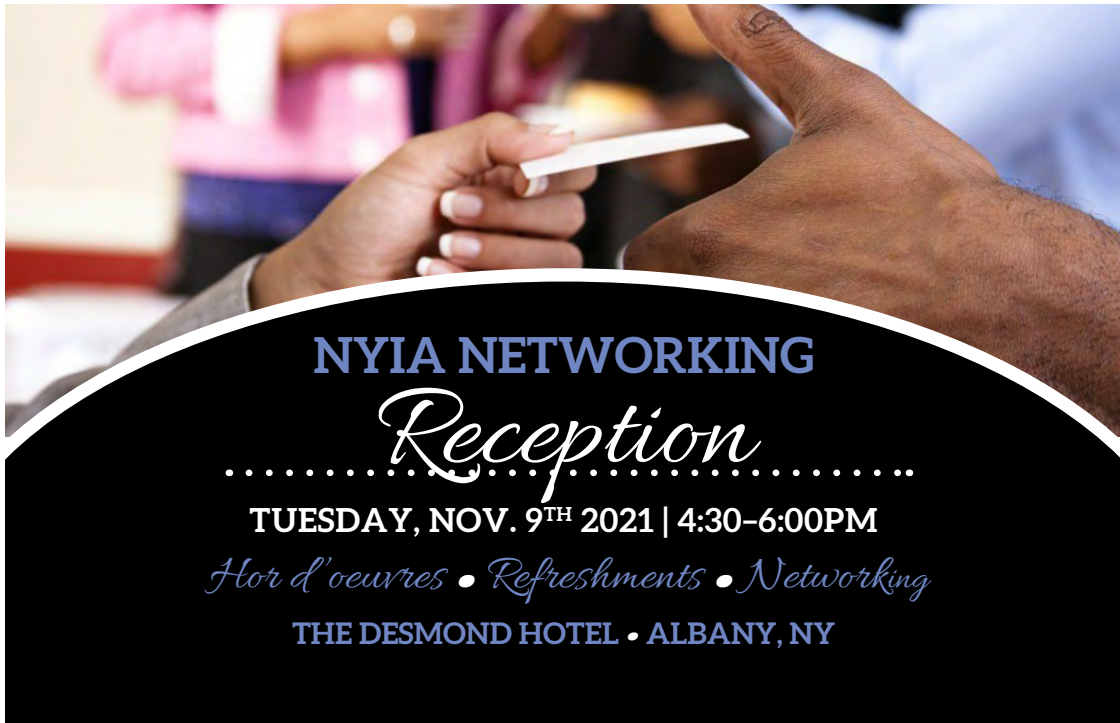
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networking reception

TUESDAY, NOVEMBER 9 • 4:30 P.M. – 6:00 P.M.

NETWORKING RECEPTION—FOOD & DRINKS

The networking reception begins at 4:30 p.m. in the Fort Orange Courtyard, located outside the Fort Orange Ballroom, near the Koi Pond, featuring two open bars, cocktails and tasty hot and cold hors d'oeuvres. **Network** with industry professionals, share ideas and have a great time.

opening general session

WEDNESDAY, NOVEMBER 10 • 9:00 A.M.

OPENING CEREMONY

Join us with the Pledge of Allegiance for the opening ceremony. The opening ceremony will conclude with the Chair's Welcome and President's Remarks.

INTRODUCTION FROM THE NEW DFS ACTING SUPERINTENDENT

WEDNESDAY • 9:20 A.M.

Join NYIA for New York State Department of Financial Services Acting Superintendent Adrienne Harris's virtual remarks to the association. Acting Superintendent Harris is providing a special video introduction for the members of NYIA. This will be a great opportunity to hear from DFS's new leader.



Adrienne Harris

Introduction | Acting Superintendent, **NYS Department of Financial Services**

Adrienne A. Harris was nominated to lead the New York State Department of Financial Services (DFS) by Governor Kathy Hochul in August, 2021. Acting Superintendent Harris began her career as an associate at Sullivan & Cromwell LLP in New York City representing a number of U.S. and non-U.S. based corporations in various forms of litigation and regulatory matters, before accepting a position at the United States Department of the Treasury under President Obama.

While at the Treasury Department, Acting Superintendent Harris served as a senior advisor to both acting deputy secretary and under Secretary for Domestic Finance Mary Miller, and Deputy Secretary Sarah Bloom Raskin. Her work ranged from financial reform efforts to identifying solutions to the student loan crisis, analyzing the nexus between foreign investment and national security, and working to promote financial inclusion and health in communities throughout the country. Following her time at the Treasury Department, Acting Superintendent Harris joined The White House, where she was appointed as special assistant to the president for economic policy, as part of the National Economic Council. In this role, Harris managed the financial services portfolio, which included developing and executing strategies for financial reform and the implementation of Dodd-Frank, consumer protections for the American public, cybersecurity and housing finance reform priorities.

After leaving the White House in January 2017, Acting Superintendent Harris went on to serve as general counsel and chief business officer at States Title, Inc. (now DOMA), which provides a more simple and affordable closing experience for homebuyers.

Prior to being nominated, she also served as a professor and as faculty co-director at the Gerald R. Ford School of Public Policy's Center on Finance, Law and Policy at the University of Michigan, as well as a senior advisor at the Brunswick Group in Washington, D.C.

KEYNOTE ADDRESS

WEDNESDAY • 9:30 A.M.

Join us for New York State Department of Financial Services Executive Deputy Superintendent for Insurance My Chi To's complementary address that will expand the opportunity to learn about the department's vision related to property and casualty insurance. This is a prime occasion to learn more about the latest developments with DFS initiatives and get a sense of New York's future regulatory focus.



My Chi To

Address | Executive Deputy Superintendent for Insurance,
NYS Department of Financial Services

My Chi To is the executive deputy superintendent of the Insurance Division at the New York State Department of Financial Services (NYDFS), which regulates nearly 1,800 insurance companies with assets of \$5.5 trillion. In that role, she oversees the regulation and supervision of the life, property and casualty, and health insurance industries in New York State, which is the 7th largest insurance market in the world. Prior to joining NYDFS in January 2020,

She was a partner in the restructuring group and global insurance practice of Debevoise & Plimpton LLP. She received an M.Phil. in Politics from the University of Oxford, where she was a Rhodes Scholar. She received an LL.L. and LL.B. in Civil Law and Common Law from the University of Ottawa and was a law clerk to the Hon. Claire L'Heureux-Dubé of the Supreme Court of Canada, the highest court of Canada. The implementation of Dodd-Frank, consumer protections for the American public, cybersecurity and housing finance reform priorities.

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IN THE WEEDS:
**LEGALIZATION
OF MARIJUANA
IN NEW YORK**

WEDNESDAY • 10:00 A.M.

New York's legalization of adult-use marijuana earlier this year raises many questions about the impacts of the new law and how the yet to be released regulations will be rolled out. There is still a great deal of uncertainty given that the federal government has not taken action in relation to marijuana, including with the SAFE Banking Act and the CLAIM Act. Heather Trela of the Rockefeller Institute of Government, a familiar face and Annual Meeting favorite, who is an authority on federalism issues, particularly in relation to marijuana policy, will tackle what's happening on the federal level as well as delve into the specifics of New York's law.



Heather Trela

Presenter | Director of Operations and Fellow, Rockefeller Institute of Government

Heather Trela oversees the day-to-day operations of the Rockefeller Institute and serves as the executive director's primary liaison with management, staff, and other stakeholders. Her research focuses on federalism issues with an emphasis on marijuana policy. She was a doctoral candidate at, and holds a master's degree in political science from, the Rockefeller College of Public Affairs and Policy as well as a bachelor's in economics and political science from Hartwick College.



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WEDNESDAY • 11:00 A.M.



Diego Delgado

New York Insurance Scholar Recipient | Junior Student, **Le Moyne College**

Diego Delgado moved to the United States in 2017, from the Dominican Republic, to foster his studies and build a professional career in the insurance industry. He is a junior at Le Moyne College majoring in risk management and insurance, finance, and information systems. Delgado is also a production supervisor at TTM Technologies and a McDevitt research fellow at Le Moyne College. He completed an internship at Utica National Insurance Group in the Underwriting & Risk Management department. He was responsible for refining and developing an algorithmic underwriting tool, building an automated risk matrix and formatting risk control reports for customers.



Lily Fitzpatrick

New York Insurance Scholar Recipient | Senior Student, **St. John's University**

Lily Fitzpatrick is a senior at St. John's University studying risk management and insurance with a concentration in quantitative risk and insurance and a minor in Asian studies. She is a Dean's Distinguished Scholar, Catholic Scholar and has been on the Dean's List since freshman year. Fitzpatrick is very involved at St. John's University. She serves as director of associate board for Gamma Iota Sigma where she oversees members and delegates responsibilities. She also serves as secretary of the actuarial club where she communicates with all general members and keeps the club organized. She has participated weekly in community service and volunteered to a variety of services. She is happy to announce that upon graduation she will be working for The Hartford as a middle large commercial underwriter trainee.



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MEMBERS' MEETING

WEDNESDAY • 11:15 A.M.

This part of the day's program will include the election of the 2022 Officers and Directors and the Treasurer's Report. You will also hear from the Education and Conference Planning Committee, Legislation & Regulation Committee, and Political Action Committee. NYIA primary insurer members are eligible to vote on the election of Officers and Directors and approval of the past members' meeting minutes. In an effort to streamline the voting process for this year's meeting we have collected electronic voting ballots in advance of the meeting. Eligible members will still have the opportunity to weigh in on items slated for a vote during the members' meeting portion.



Mark Prechtel

NYIA Chair | President/CEO, Chautauqua Patrons Insurance Company

Mark T. Prechtel is the president and chief executive officer of Chautauqua Patrons Insurance Company in Jamestown, NY. He has been in the insurance industry for over 35 years. He commenced his insurance career in 1985 as a commercial lines underwriter for an independent insurance agency. Prechtel then joined Chautauqua Patrons Insurance Company in 1988 as claim adjuster. In 1992, he was promoted to claim manager, and in 1997 was promoted to executive vice president/CEO. In 2020, he was promoted to his current position of president/CEO. He is the organization's primary representative to industry and agent trade organizations, community and charitable organizations, government regulators and insurance company rating organizations.

Prechtel is a LeMoyne College graduate with a bachelor's degree in Business Administration with a concentration in Marketing. He holds a CPCU designation from The American Institute for Chartered Property Casualty Underwriters. He currently serves as chair of the New York Insurance Association and has been a member of the board since 2009. He is a member of their Education and Conference Planning Committee, Membership Committee, Nominating Committee and Public Relations Committee.

members' meeting agenda

1. OPENING ITEMS

- A. **Call to Order**
Mark Prechtel, *NYIA Chair*
- B. **Roll Call**
Stacey Orlando, *NYIA Corporate Secretary*

2. MINUTES

- A. **Accept November 4, 2020 Members' Meeting Minutes**
Mark Prechtel, *NYIA Chair*

3. UPDATES & REPORTS

- A. **Treasurer's Report**
Eddie Harper, *NYIA Second Vice Chair*
- B. **Education & Conference Planning Committee Report**
Craig MacCormac, *NYIA Committee Chair*
- C. **Legislation & Regulation Committee Report**
Bill Melchionni, *NYIA Committee Chair*
- D. **PAC Committee Report**
Javier Tapia, *NYIA Director of Government Affairs*
- E. **Nominating Committee Report** ([p. 32](#))
Jeffrey Rice, *NYIA Committee Chair*
- F. **Leadership Recognition**
Ellen Melchionni, *NYIA President*
- G. **Incoming Chair's Remarks**
Charlie Makey, *NYIA First Vice Chair*

4. RATIFICATION OF PRIOR ACTS OF THE BOARD OF DIRECTORS

Mark Prechtel, *NYIA Chair*

5. OTHER ISSUES

Mark Prechtel, *NYIA Chair*

6. ADJOURN

Mark Prechtel, *NYIA Chair*

nominating committee report

Directors

We thank everyone for voting in advance and based on the super majority of member company ballots received, the slate of Directors serving for a three-year term beginning January 1, 2022 are:

- **Martin Bogue**, American International Group, Inc.
- **Jaynine Warner**, Farmers Group, Inc.
- **Matthew Benedict**, Midstate Mutual Insurance Company
- **Marc Crow**, MLMIC Insurance Company
- **Jennifer Cavolo**, Progressive Casualty Insurance Company

Officers

Officers typically serve two consecutive one-year terms in their respective roles. The members also voted and based on the super majority of member company ballots received, the following slate of Officers serving for a one-year term beginning January 1, 2022 are:

- **CHAIR:** Charles Makey, Merchants Insurance Group
- **FIRST VICE CHAIR:** Edward Harper, Statewide Underwriting Services
- **SECOND VICE CHAIR:** Jaynine Warner, Farmers Group, Inc.
- **TREASURER:** Norman Orłowski, Erie and Niagara Insurance Association

THANK YOU. THANK YOU. THANK YOU.

The NYIA PAC Committee would like to thank our contributors for their support.

The NYIA PAC Committee would like to thank the following contributors for their support. This has been a critical year for insurance issues and these contributions have helped the association support legislators who share our common goals. We count on your support to elect and re-elect public policymakers who understand the importance of a reasonable regulatory environment and are concerned about the future of the insurance industry. Thank you to our 2021 supporters:

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Dryden Mutual Insurance Company
Eastern Mutual Insurance Company
EMPLOYERS, Inc.
Erie and Niagara Insurance Association
NY Farmers Employee and Agent PAC
Finger Lakes Fire & Casualty Company
Genesee Patrons Cooperative Insurance Company
Merchants Insurance Group
Mid-Hudson Co-Operative Insurance Company
Midstate Mutual Insurance Company
Nationwide NY Political Participation Fund

North Country Insurance Company
Otsego County Patrons Co-Op
Security Mutual Insurance Company
Sterling Insurance Company
The Doctors Company of NY (DocPAC)
United Frontier Mutual Insurance Company
Utica First Insurance Company
Walton Co-Operative Fire Insurance Company
Washington County Co-Op Insurance Company
Wayne Cooperative Insurance Company

INDIVIDUALS

Henry R. Gibbel
Dan Kohane

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leadership, thank you.

NYIA extends its *gratitude* to the current and all the past leadership for their *excellent* guidance in getting NYIA to where it is *today*.

New York Insurance Alliance

1882-1887	H.P. Root	1966	Harold L. Davies
1888-1893	A.C. Brundage	1967	Harry H. Waterman
1894-1905	C.H. Stanton	1968	Irma A. Wagner
1905-1922	W.H. Vary	1969	Gunnard Sandberg
1922-1927	M.F. Webb	1970	John Potter
1928	C.L. Frost	1971	Earl Sincerbox
1929	Harold L. Banks	1972	John Beck
1930	W.F. Rasbash	1973	Keeton Lobdell
1931	R.J. Chase	1974	William McGhee, Jr.
1932	Charles F. Thompson	1975	Jack McCarthy
1933	H.S. Fullager	1976	Herbert Shipherd
1934	Ray P. White	1977	D. Robert Persse
1935	A.M. Faulknor	1978	E. David Price
1936	L.J. Sampson	1979	Clyde B. Lockie
1937	S.E. Depew	1980	Robert F. Carpenter, Jr.
1938	E.W. Brigham	1981	Gary Swan
1939	R.V. Gage	1982	Martin P. Sheffield
1940	Leon W. Walworth	1983	Maurice A. Northrup
1941	A.C. Ewell	1984	James G. Wilkin
1942	H.G. Webster	1985	Stephen J. Duflo
1943	William H. Leadbetter	1986	John K. Gempler
1944	Thomas F. Cotton	1987	John E. Seymour
1945	Frank P. Tucker	1988	William R. Scrafford
1947	W.H. Fennermore	1989	Steven J. Coffey
1948	William J. Hall	1990	William L. Heaton
1949	William A. Benton	1991	Wayne V. Rice
1950	Gilbert H. Padgham	1992	Lauren W. Lodge
1951	Frances Grimes	1993	David A. Langendorfer
1952	George W. Hunt	1994	Joe Edwards, Jr.
1953	Raymond Peters	1995	Robert G. Jagow
1954	Earle Clarke	1996	Gerald R. Seeber
1955	F.J. Blodgett		
1956	Marvin B. Secrist		
1957	W.P.K. White		
1958	Andy W. Lewis		
1959	Mary W. Cleveland		
1960	B.H. Kussie		
1961	C. Warren Silsby		
1962	Barton F. Storey		
1963	Harry Wasserman		
1964	Richard C. Bloom		
1965	Lindon B. Morse		

In 1997, the New York Insurance Alliance and the New York State Insurance Association unified to create the current association.

New York State Insurance Association

1942	C.W. Brown
1943-1944	Thomas H. Silver
1945-1946	Charles E. Morrison
1947-1948	Howard G. King
1949-1951	Ralph A. Bloomsburg
1952-1953	E.A. Guest
1954-1955	Joseph P. Craugh
1956-1957	George J. Stone
1958-1959	William F. Dowling
1960-1961	Milton L. Baier
1962-1964	Emanuel Morgenbesser
1965	Robert J. Lotito
1966-1967	John R. Shaw
1968-1969	Elmer J. Steinbach
1970-1971	William Evans, III
1972-1973	Joseph J. Boland
1974-1975	Benjamin E. Gellerman
1976-1977	Neil Carter
1978-1979	William Ferris
1979	Kenneth P. Pangburn
1980-1981	Edward P. Lalley
1982-1983	Thomas P. Bonaros
1984-1985	Charles J. Clauss
1986-1987	Mort Weinberg
1988-1989	Clyde B. Lockie
1990-1991	Frederick E. Bangs
1992	Anthony Camera
1992-1993	Robert F. Carpenter, Jr.
1994-1995	Andrew W. Attivissimo
1996	V. Peter Haug
1997	V. Peter Haug
1998-1999	John D. Reiersen
2000-2001	Victoria M. Stanton
2002-2003	Thomas A. White
2004-2005	Floyd Holloway
2006-2007	Wayne E. McOwen
2008-2009	Cecilia E. Norat
2010-2011	Richard Zick
2012-2013	Jeffrey W. Rice
2014-2015	Bernard J. Turi
2016-2017	Steven Coffey
2018-2019	Elizabeth Heck
Present	Mark Prechtl

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Rider, Randy
Willis, Ken

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Ciurczak, Stephen
Fendorak, John
Young, Al
Young, Pat

Genesee Patrons Cooperative Insurance Company

Krna, Steve

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Messier, Jon

Guy Carpenter & Company, LLC

Spataro, Tom
Hartmann, Rick

Hartford Steam Boiler Inspection & Insurance Company

MacCormac, Craig

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Tobin, Brian
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Insurance Services Office, Inc.

Casillo, Anne

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Jennings, Kathy

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Stebbins, Tom

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Delgado, Diego
Marullo, Frank

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Conroe, Mary Jane

Madison Mutual Insurance Company

Owens, John

Marshall & Sterling, Inc.

Dean, Tim

Merchants Insurance Group

Makey, Charlie

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Craw, Marc

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Whelan, Rory

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Ranslow, Ashley

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Emory, Kaitlyn
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Madden, Tim

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Kiernan, Kate
Manna, Deirdre

attendees via last name.

Adams, Arthur

Form & Regulatory Analyst
Underwriters Rating Board
2932 Curry Road
Schenectady, NY 12303
518.355.8363
arthur@urbratingboard.com

Anderson, Cassandra

Vice President
New York Insurance Association, Inc.
130 Washington Avenue
Albany, NY 12210
518.432.4227
canderson@nyia.org

Ball, Thomas

President/CEO
Finger Lakes Fire and Casualty Company
PO Box 550
Trumansburg, NY 14886
607.603.6079
tom.ball@flfcc.com

Bente, Richard

President/CEO
Central Co-Operative Insurance Company
6 Southgate Road
Baldwinsville, NY 13027
315.635.7606 x30
richb@centralco-op.com

Biryla, Greg

New York State Director
National Federation of Independent Business
100 State Street, Suite 440
Albany, NY 12207
518.434.1262
greg.biryla@nfib.org

Bogue, Martin

Deputy Gen Counsel & Head of Global Regulatory
American International Group, Inc.
238 Washington Avenue
Chatham, NJ 07928
212.458.3987
martin.bogue@aig.com

Brannon, Mark

Principal & Consulting Actuary
Merlinos & Associates, Inc.
3274 Medlock Bridge Road
Peachtree Corners, GA 30092
678.684.4843
mbrannon@merlinosinc.com

Burns, Jaime

Rate Analyst
Underwriters Rating Board
2932 Curry Road
Schenectady, NY 12303
518.355.8363
jaime@urbratingboard.com

Cadwallader, Amanda

Director, Regional Accounts
CorVel
20 N Mesier Avenue
Wappinger Falls, NY 12590
914.474.4827
amanda_cadwallader@corvel.com

Casillo, Anne

Director, NE Government Relations
Insurance Services Office, Inc.
319A Southbridge Street, Suite 205
Auburn, MA 08648-4706
508.832.7360
acasillo@iso.com

Cavolo, Jennifer

Product Manager
Progressive
300 North Commons Blvd.
Mayfield Village, OH 44143
440.910.3560
jennifer_cavolo@progressive.com

Cerrone, John

Senior Director, State Government Relations, NE
Nationwide Insurance
One Nationwide Plaza
Columbus, OH 43215
215.669.6116
cerroj1@nationwide.com

Ciurczak, Stephen

Chief Executive Officer
FOCUS Adjusters | Fort Orange Claim Service, Inc.
PO Box 6481
Syracuse, NY 13217
914.755.5517
sgciurczak@focusadjusters.com

Coffey, Ian

Chief Financial Officer
Broome Co-operative Insurance Company
PO Box 1280
Vestal, NY 13851
607.321.2655 x226
icoffey@bcicny.com

Cogliandro, Nino

Executive Vice President
Sterling Insurance Company
PO Box 9
Cobleskill, NY 12043
518.234.2521
ncogliandro@sterlingins.com

Conroe, Mary Jane

Vice President
Leatherstocking Cooperative Insurance Co.
PO Box 276
Cooperstown, NY 13326
607.547.2007
mconroe@leatherstockinginsurance.com

Craw, Marc

Senior Counsel
MLMIC Insurance Company
1031 Watervliet Shaker Road
Albany, NY 12205
518.786.2700
mcraw@mlmic.com

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607.321.2655 x236
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General Counsel

Underwriters Rating Board

2932 Curry Road
Schenectady, NY 12303
518.355.8363
kim@urbratingboard.com

Dawes, Sue

Account Services Coordinator

New York Insurance Association, Inc.

130 Washington Avenue
Albany, NY 12210
518.432.4227
sdawes@nyia.org

Dean, Tim

CEO

Marshall & Sterling, Inc.

110 Main Street, Suite 4
Poughkeepsie, NY 12601
845.454.0800
tdean@marshallsterling.com

Delgado, Diego

Junior Student

Le Moyne College

1419 Salt Spring Road
Syracuse, NY 13214
929.499.6367
delgadotamariz@gmail.com

Eldeen, Dan

Product Development Specialist

Underwriters Rating Board

2932 Curry Road
Schenectady, NY 12303
518.355.8363
dan@urbratingboard.com

Emory, Kaitlyn

Communications Coordinator

New York Insurance Association, Inc.

130 Washington Avenue
Albany, NY 12210
518.432.4227
kemory@nyia.org

Faustman, Robert

Reinsurance Territory Manager

Mutual Boiler Re

1200 Atwater Drive, Suite 250
Malvern, PA 19355
610.407.7892
robert.faustman@mutualboilerre.com

Fitzpatrick, Lily

Senior Student

St. John's University

8000 Utopia Parkway
Queens, NY 11439
347.804.7103
lilyfitzpatrick8@gmail.com

Fendorak, John

AVP-Marketing

FOCUS Adjusters | Fort Orange Claim Service, Inc.

PO Box 6481
Syracuse, NY 13217
315.374.3312
jfendorak@focusadjusters.com

Forstenzer, Andrew

Vice President

Preferred Mutual Insurance Company

One Preferred Way
New Berlin, NY 13411
607.847.1687
andrew.forstenzer@preferredmutual.com

Fry, Alan

President & CEO

Ontario Insurance Company

28 Canandaigua Street
Shortsville, NY 14548
585.289.9560
afry@ontarioinsco.com

Geoghan, Michael

President

Fire Districts of NY Mutual Insurance Co., Inc.

1 Blue Hill Plaza, Suite 1609
Pearl River, NY 10965
516.510.3195
mike@geoghanagency.com

Ginsburg, Lev

Director of Government Affairs

The Business Council of New York State, Inc.

152 Washington Avenue
Albany, NY 12210
518.465.7511 x207
lev.ginsburg@bcnys.org

Gould Rabin, Stephanie

Head of Corporate Strategy & SVP

Holborn Corporation

180 Maiden Lane, Suite 701
New York, NY 10038
212.412.9406
stephanier@holborn.com

Hague, John

Attorney

Hoffman Roth & Matlin, LLP

505 8th Avenue, Suite 1704
New York, NY 10018
212.964.1890
jhague@hrmnylaw.com

Hammond, Weatherly

Senior Vice President

Willis Towers Watson

3001 Summer Street
Stamford, CT 06905
203.326.5401
weatherly.hammond@willistowerswatson.com

Hancock, Marshall

Vice President Claims

Wayne Cooperative Insurance Company

10267 Old Route 31
Clyde, NY 14433-9784
315.923.2861 x209
marsh.hancock@wcicny.com

attendees via last name.

Harper, Edward

President & CEO

Statewide Underwriting Services

220 Harborside Drive, Suite 203
Schenectady, NY 12305
845.457.5001
eharper@swus.com

Harrington, Stephen

Vice President

Willis Towers Watson

1735 Market Street, 4th Floor
Philadelphia, PA 19103
610.545.7606
stephen.harrington@willistowerswatson.com

Harris, Stephen

President & CEO

Sterling Insurance Company

PO Box 9
Cobleskill, NY 12043
518.234.2521 x105
sharris@sterlingins.com

Hartmann, Richard

Senior Vice President

Guy Carpenter & Company, LLC

30 South 17th Street
Philadelphia, PA 19103
215.964.2133
richard.hartmann@guycarp.com

Herlihy, Thomas

Secretary

Fire Districts of NY Mutual Insurance Co., Inc.

1 Blue Hill Plaza, Suite 1609
Pearl River, NY 10965
315.569.7516
teherlih@yahoo.com

Hinz, Scott

Director of Sales

Finys (Innovative Computer Systems, Inc.)

1050 Wilshire Drive, Suite 301
Troy, MI 48084
248.833.1805
shinz@finys.com

Horigan, Richard

Program Director

Arch Reinsurance Company

74 Batterson Park Road, 2nd Floor
Farmington, CT 06107
860.255.5410
rhorigan@archre.com

Iadanza, David

AVP of Marketing

Dryden Mutual Insurance Company

1000 Pittsford-Victor Road, Suite 1H
Pittsford, NY 14534
585.764.0571
diadanza@drydenmutual.com

Ives, Noah

Agent

Sauquoit Valley Insurance Company

PO Box 453
Sauquoit, NY 13456
315.737.5911 x227
nives@sauquoitvalley.com

Jarvis, Dave

Senior Vice President Marketing

Utica First Insurance Company

PO Box 851
Utica, NY 13503
315.736.8211
djarvis@uticafirst.com

Jeffers, Scott

President

Sauquoit Valley Insurance Company

PO Box 453
Sauquoit, NY 13456
315.737.5911 x224
sjeffers@sauquoitvalley.com

Jennings, Katherine

President

K Jennings Group/Network Brokerage

214 Mamaroneck Avenue
White Plains, NY 10601
914.761.8600
katherinejennings@kjenningsgroup.com

Kain, Shawn

Senior Vice President Underwriting

Utica First Insurance Company

PO Box 851
Utica, NY 13503
315.736.8211 x3500
skain@uticafirst.com

Kelly, Alison

Legislative & Regulatory Counsel

Allstate Insurance Company

2775 Sanders Road, Suite A2W
Northbrook, IL 60062-6127
917.287.9265
alison.kelly@allstate.com

Kiernan, Kate

Vice President of State Affairs

Zurich American Insurance Company

1201 F Street, NW
Washington, DC 20001
860.918.3865
kate.kiernan@zurichna.com

Knodell, Steve

Director of Underwriting

Security Mutual Insurance Company

PO Box 4620
Ithaca, NY 14852-4620
607.257.5000
sknodell@securitymutual.com

Krna, Steven

President & CEO

Genesee Patrons Cooperative Insurance Co.

218 East Main Street
Batavia, NY 14020
585.343.7307
steve@gpins.net

Lachut, Bradford

Director of Government & Industry Affairs

Professional Insurance Agents

25 Chamberlain Street
Glenmont, NY 12077-0997
800.424.4244
blachut@pia.org

attendees via last name.

Laurenzo, Vincent

CEO
Quick Response Restoration
PO Box 824
Clifton Park, NY 12065
518.899.7090 x2
vlaurenzo@qrrestore.com

Lewis, Scott

Senior Vice President
Stifel
100 Motor Parkway, 2nd Floor
Hauppauge, NY 11788
631.979.0097
slewis@stifel.com

MacCormac, Craig

Vice President, Business Development
Hartford Steam Boiler Inspection & Ins. Co.
One State Street
Hartford, CT 06102
860.722.5122
craig_maccormac@hsb.com

MacNeil, Scott

Manager & Executive Vice President
Washington County Co-Op Insurance Company
40 Main Street
Greenwich, NY 12834
518.692.2881
scott@wccic.com

Madden, Timothy

Executive Vice President
Willis Towers Watson
1500 Market Street
Philadelphia, PA 19102
215.246.4013
timothy.madden@willistowerswatson.com

Makey, Charles

President
Merchants Insurance Group
250 Main Street
Buffalo, NY 14202
716.849.3232
cmakey@merchantsgroup.com

Manna, Deirdre

SVP & Head of Government & Regulatory Relations
Zurich American Insurance Company
1299 Zurich Way
Schaumburg, IL 60196
847.271.9811
deirdre.manna@zurichna.com

Martin, Kristen

President and Chief Operating Officer
Utica National Insurance Group
PO Box 530
Utica, NY 13503
315.734.2295
kristen.martin@uticanational.com

Martin, Ronald

Vice President, Business Compliance and Research
Preferred Mutual Insurance Company
One Preferred Way
New Berlin, NY 13411
607.847.1279
ron.martin@preferredmutual.com

Marullo, Frank

Director, McNeil Academy
Le Moyne College
1419 Salt Spring Road
Syracuse, NY 13214
315.445.4100
marullf@lemoyne.edu

Matlin, William

Partner
Hoffman Roth & Matlin, LLP
505 8th Avenue, Suite 1704
New York, NY 10018
212.964.1890
wmatlin@hrmnylaw.com

Melchionni, Ellen

President
New York Insurance Association, Inc.
130 Washington Avenue
Albany, NY 12210
518.432.4227
emelch@nyia.org

Melchionni, William

VP & Co-Head, U.S. State Government Affairs
American International Group, Inc.
PO Box 580
Latham, NY 12110
518.220.7370
william.melchionni@aig.com

Messier, Jonathan

Assistant General Counsel
Greater New York Mutual Insurance Company
200 Madison Avenue, 3rd Floor
New York, NY 10016-3904
212.683.9700
jmessier@gny.com

Orlando, Stacey

Director of Design & Technology/Corporate Secretary
New York Insurance Association, Inc.
130 Washington Avenue
Albany, NY 12210
518.432.4227
sorlando@nyia.org

Owens, John

President & CEO
Madison Mutual Insurance Company
PO Box 357
Chittenango, NY 13037-0357
315.687.3211 x215
jowens@mminsco.com

Pastel, Robert


Partner
Pastel & Rosen, LLP
258 State Street
Albany, NY 12210
518.462.4715
rpastel@pastelandrosen.com

Pfeiffer, John

Marketing
Hartford Steam Boiler Inspection & Ins. Co
One State Street, 10th Floor
Hartford, CT 06102
860.722.5270
john_pfeiffer@hsb.com

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attendees via last name.

Prechtl, Mark

President/CEO

Chautauqua Patrons Insurance Company

529 West Third Street
Jamestown, NY 14701
716.664.5813 x227
mprechtl@cpins.com

Pruitt, John

Practice Group Leader, Insurance

Eversheds Sutherland (US) LLP

1114 Avenue of the Americas, 40th Floor
New York, NY 10036
212.389.5053
johnpruitt@eversheds-sutherland.com

Ranslow, Ashley

New York Assistant State Director

National Federation of Independent Business

100 State Street, Suite 440
Albany, NY 12207
518.434.1262
ashley.ranslow@nfib.org

Rice, Jeffrey

President & CEO

Wayne Cooperative Insurance Company

10267 Old Route 31
Clyde, NY 14433-9784
315.923.2861 x211
jeff.rice@wcinny.com

Rider, Randy

Treasurer

Fire Districts of NY Mutual Insurance Co., Inc.

1 Blue Hill Plaza, Suite 1609
Pearl River, NY 10965
516.510.3195
adrilley@aol.com

Rissel, Todd

CEO

e2Value, Inc.

PO Box 3518
Stamford, CT 06905
203.975.7990
trissel@e2value.com

Ruane, Paul

Commercial Lines Supervisor

Security Mutual Insurance Company

PO Box 4620
Ithaca, NY 14852-4620
607.257.5000
paul@securitymutual.com

Seepersaud, Monaliza

Associate

Hodgson Russ LLP

605 Third Avenue, Suite 2300
New York, NY 10158
646.218.7542
mseepers@hodgsonruss.com

Shah, Avani

Deputy Superintendent for Insurance

New York State Department of Financial Svcs.

One State Street Plaza
New York, NY 10004
212.459.7935
avani.shah@dfs.ny.gov

Shaw, Ken

Director of Sales

e2Value, Inc.

PO Box 3518
Stamford, CT 06905
203.975.7990
kshaw@e2value.com

Shell, Mary

Assistant Manager

Underwriters Rating Board

PO Box 13059
Albany, NY 12212
518.355.8363
mary@urbratingboard.com

Spataro, Thomas

Senior Vice President

Guy Carpenter & Company, LLC

1342 Dean Street
Niskayuna, NY 12309
215.864.3895
thomas.g.spataro@guycarp.com

Stebbins, Tom

Executive Director

Lawsuit Reform Alliance of New York

11 North Pearl, 18th Floor, Suite 1823
Albany, NY 12210
518.512.5265
tstebbins@lrany.org

Sud, Sumit

Senior Deputy Superintendent Insurance Division

New York State Department of Financial Svcs.

One State Street Plaza
New York, NY 10004
212.459.7832
sumit.sud@dfs.ny.gov

Tapia, Javier

Director of Government Affairs

New York Insurance Association, Inc.

130 Washington Avenue
Albany, NY 12210
518.432.4227
jtapia@nyia.org

To, My Chi

Executive Deputy Superintendent for Insurance

New York State Department of Financial Svcs.

One State Street Plaza
New York, NY 10004
212.709.3502
mychi.to@dfs.ny.gov

Tobin, Brian

Senior Vice President

Holborn Corporation

180 Maiden Lane, Suite 701
New York, NY 10038
212.797.2285
briant@holborn.com

Trela, Heather

Director of Operations and Fellow

Rockefeller Institute of Government

411 State Street
Albany, NY 12203
518.445.4178
heather.trela@rock.suny.edu

attendees via last name.

VanBerkel, Thomas

Assistant Vice President

Holborn Corporation

180 Maiden Lane, Suite 701
New York, NY 10038
651.260.4266
tjv@holborn.com

Vercillo, Peter

President & CEO

Dryden Mutual Insurance Company

PO Box 635
Dryden, NY 13053-0635
607.844.8106 x242
pvercillo@drydenmutual.com

Warner, Jaynine

Legislative Affairs - North Atlantic

Farmers Group, Inc.

3 Beaver Valley Road
Wilmington, DE 19803
302.250.3126
jaynine.warner@farmersinsurance.com

Whelan, Rory

Regional Vice President - Northeast

NAMIC

11 Aurora Avenue
Saratoga Springs, NY 12866
518.312.9287
rwhelan@namic.org

Wilk, Kelsey

Account Executive

CorVel

5273 Medasano Circle
Clay, NY 13041
315.200.2911
kelsey_wilk@corvel.com

Willink, Brian

Executive Vice President & VP of Marketing

Chautauqua Patrons Insurance Company

529 West Third Street
Jamestown, NY 14701
716.664.5813 x248
bwillink@cpins.com

Willis, Ken

EVP/CFO

Fire Districts of NY Mutual Insurance Co., Inc.

1 Blue Hill Plaza, Suite 1609
Pearl River, NY 10965
845.352.8855 x7041
kwillis@fdmny.com

Wunderlich, Carol

Treasurer/CIO

United Frontier Mutual Insurance Company

195 Davison Road
Lockport, NY 14094
716.434.5503
cwunderlich@unitedfrontier.com

Young, Al

President

FOCUS Adjusters | Fort Orange Claim Service, Inc.

PO Box 6481
Syracuse, NY 13217
315.374.3312
ayoung@focusadjusters.com

Young, Patrick

Chief Operating Officer

FOCUS Adjusters | Fort Orange Claim Service, Inc.

PO Box 447
Clifton Park, NY 12065
518.240.1384
pyoung@focusadjusters.com

Zogby, Stephen

Executive Vice President

Scalzo, Zogby & Wittig, Inc.

120 Lomond Court
Utica, NY 13502
315.792.0000 x11
stevez@szwinsurance.com

Zulauf, Sarah

Vice President/Manager Regulation & Compliance

Allegany Insurance Group

9 North Branch Road
Cuba, NY 14727
585.968.6063
szulauf@alleganygroup.com

nyia member companies.

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BMS Re US	Hartford Steam Boiler Inspection & Insurance Co.	Plymouth Rock Management Company of New Jersey
Bond, Schoeneck & King PLLC	Hereford Insurance Company	Plymouth Rock Assurance Corporation
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Chautauqua Patrons Insurance Company	Kingstone Insurance Company	Sompo International
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Erie and Niagara Insurance Association	Midstate Mutual Insurance Company	Walton Cooperative Fire Insurance Company
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Eversheds Sutherland (US) LLP	MLMIC Insurance Company	Wayne Cooperative Insurance Company
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