SPRING WORKSHOP 2023

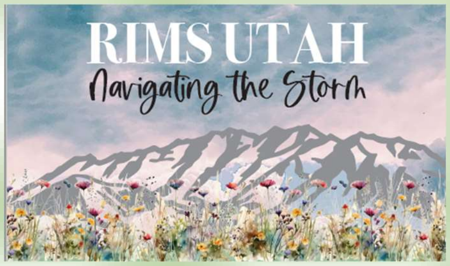
PROGRAM

RIMS UTAH

Navigating the Storm

AGENDA

7:00 to 8:00	**Exhibitor Booth Set-up, Registration, and Breakfast – Sponsored by Chubb**
8:00 to 8:05	**Welcome** – Jon Soules, RIMS-UT Chptr. Pres.
8:05 to 9:05	**Contractual Risk** – Simon Keshishian VP, Risk Management & Counsel, Red Bull
9:05 to 10:15	**Nuclear Verdicts Panel** – Michelle Hollingsed, VP, Risk Mgmt., Savage Matt Church, Mng. Partner, Manning Curtis David Brown, EVP, Transp. Prac. Ldr., Chubb Martha Frausto, AVP, Claims Mgr., TPA, Chubb
10:15 to 10:30	**Networking Break**
10:30 to 11:25	**Active Shooter/Workplace Violence** – Paul Marshall, Mng. Dir., Active Shooter/Workplace Violence/Crisis Management
11:25 to 12:15	**A Peek Behind the Curtain: The Impact of Reinsurance on Premiums, presented by Marsh** – Rich Foster, Mng. Dir., Guy Carpenter Seattle
12:15 to 1:00	**Lunch – Sponsored by Moreton & Company**
12:30 to 1:00	**Keynote, presented by Lockton** – Patrick Sterling, Immediate Past President of RIMS, VP of Legendary People, Texas Roadhouse
1:30 to ~4:00	**Top Golf** – 920 W. Jordan River Blvd., Midvale, UT 84047 (see map, last page)



Welcome!

Welcome letter from Jon Soules, RIMS-Utah Chapter President

A popular hymn sung in Children's Sunday Schools throughout Utah uses the rhyming couplet in the last verse, "Now we have a world where people are confused. If you don't believe it, go and watch the news."[1] The globe today is more than just confused, it is rife with problems: financial meltdowns, social and political unrest – often turning violent, judicial awards seemingly out of control, global warming creating ever-worsening atmospheric conditions, wars real and threatened between and within nations, and a growing general malaise where many people ask, "what can ***I*** do to prevent, or at least manage, the onslaught?"

As Risk Management professionals, we tend to be reactive in nature. While we strive to be pro-active in our handling activities, even the basic principles of the RM domain lean more to after-the-fact: i) identify the risk, ii) analyze that risk, iii) select the method of control or funding to address the risk, iv) implement that method, v) monitor the method and adjust as necessary. Sometimes our reactions are far behind an exploding existential event. We then need outside help to process that information boom from too many sources. The experience of others we trust can aid us to come up with plans, procedures, and protocols that work within our sphere of authority and/or our business's culture.

This conference's theme, "Navigating the Storm" is apropos to all we're experiencing in the greater world right now, whether you're a professional Risk Manager, a broker providing those services to your clients, or another risk-related vendor. We've chosen a few of the more concerning topics for our presenters to address. We hope you'll find these not just thought-provoking but might also give you answers to much-asked questions, or at least spur you on to find your own answers for yourself, your stakeholders, and clients.

Storms in business and life are inevitable – sometimes critical to survival. How we navigate ***through*** them often is the crux to success or failure. We at the Risk & Insurance Management Society – Utah Chapter hope this conference will give insights into how you can safely pull through to the other side of whatever risks beset you.

Thanks for joining us!

[1] "Follow the Prophet", words and music by Duane E. Hiatt © 1989 Intellectual Reserve, Inc.

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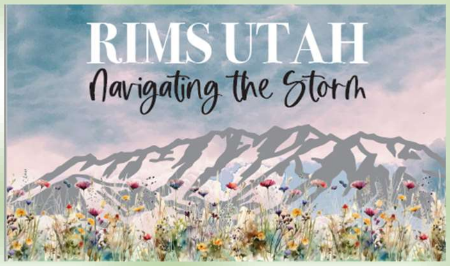


Contractual Risk

Outline:

The best way to control what happens between parties to a contract when a claim or suit is filed is to address such contingencies ahead of time. As insurance terms and callouts have grown more complicated, you may be tasked with weighing-in on and developing such insurance, indemnity, and limitation of liability provisions. This presentation will delve into the interplay between these clauses; explore exemplary language and misconceptions; and provide suggestions to avoid unwanted obligations or limited benefits. This presentation will address the Interplay of Indemnity, Insurance, and Limitation of Liability from a Risk manager's Viewpoint, and provide some thoughts on some watch outs and pitfalls.

Speaker Bio:

Simon S. Keshishian JD, MDR, CLCS, CDR, CLMP, RIMS-CRMP, Vice President, Risk Management and Corporate Counsel, Red Bull North America, Inc.

Since 2010, Simon has served as the head of Risk Management and Risk Counsel for Red Bull in North America, the world's leading Energy Drink company based in Fuschl, Austria with annual revenues exceeding $12 Billion. Red Bull's global interests include a world class beverage business and distribution network, a record label, a media business, soccer (football) teams in the US and abroad (including Red Bull New York, clubs RB Leipzig, FC Red Bull Salzburg, FC Liefering, and Red Bull Brasil), hockey teams, owned arenas, a roster of sponsored athletes, large public action sports events and music festivals, and Formula One race teams (Red Bull Racing and Alpha Tauri).

RIMS the risk management society
UTAH CHAPTER

Nuclear Verdicts Panel

Outline:

The costs of claims continue to rise, in large part based on the courtroom tactics employed the last decade by personal injury attorneys. This group, often called the "plaintiff's bar," is well-organized in spreading the reasoning and methods used to increase verdicts. This session will give risk managers and agents/brokers understanding of the means used and ways to combat the psychology practiced on unsuspecting jurors to sway their opinions.

Speaker Bios:

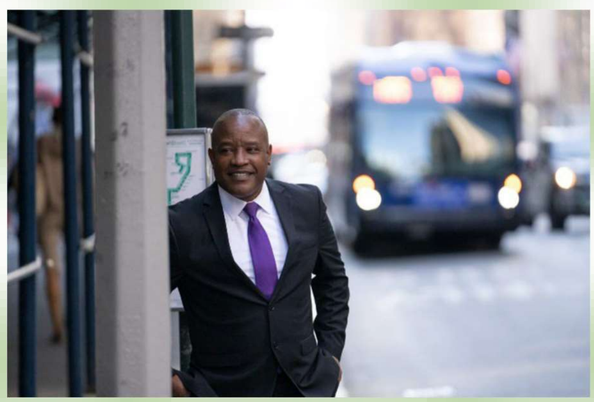
Michelle Hollingsed – Michelle is the Vice President of Risk Management for Savage Companies. She has the trifecta of insurance experience as she has worked on multiple sides of the insurance industry. Her career spans over 25 years beginning at the Worker's Compensation Fund of Utah in both the accounting and risk management departments, forensic accounting for a CPA firm, eight years as a casualty broker with Marsh and the last twelve years working for her former client, Savage Companies. Ms. Hollingsed has

a degree in accounting and an MBA from the University of Utah and has obtained her CPA, Chartered Property Casualty Underwriter (CPCU) and Certified Risk Manager (CRM) certifications.

Savage Enterprises, founded in 1946, is a privately held family company. Savage's 4,000 team members specialize in transportation, logistics, materials handling and other industrial services. Savage is a trusted partner for moving and managing customer's mission-critical materials with worry-free consistency. Savage moves industrial materials at over 200 operations across North America and Saudi Arabia using heavy trucks, yellow equipment, railcars and vessels.

When not working as a Risk Manager she enjoys spending time with her husband and two sons, travelling or on a bicycle of any kind.

Matt Church – Matt is a managing partner of Manning Curtis Bradshaw & Bednar. He is a trial attorney specializing in defending catastrophic injury cases and providing in-house counsel to insurance companies and risk pools in Utah. Before joining Manning Curtis, Matt was a partner at one of Utah's oldest insurance defense firms and has successfully defended commercial fatality cases, traumatic brain injury cases, and wrongful death cases. And was a board member of the Utah Defense Lawyers Association of Utah where he provided training on nuclear verdicts and defense litigation trends in Utah.



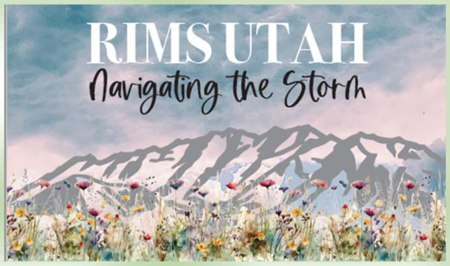
Dave Brown, EVP Transportation Industry Leader – Dave is the Transportation Industry Leader at Chubb and has been dedicated to this segment of the industry for over 30 years. Mr. Brown's current responsibilities include the development and coordination of all the products and services which Chubb offers to our large commercial clients in the Transportation Industry and those with large fleets. He joined the company in 1999 as an underwriter and in 2000 was instrumental in formulating the transportation industry strategy, that in in 2017, evolved into the Transportation Industry

Practice. Dave has held various management positions over the years at Chubb in the Global Casualty Business Unit. He is currently based in New York and reports to Matt Merna, President, Major Accounts.

Division. Mr. Brown has a Master's Degree, with a concentration in Finance and a Bachelor's Degree in Actuarial Science from St. John's University.

Martha Frausto, AVP Claim Manager, TPA Oversight Casualty / Liability Claims – Martha is an AVP Claim Manager within the TPA Casualty Oversight Casualty department. Martha oversees a team that handles primary claims handled by third party administrators in excess of the insured's deductible or self-insured retention. Martha's team is responsible for claims involving Auto and General Liability policies. Martha's responsibilities include overseeing her team that handles large claims, analyzes coverage issues, and ensuring that the third party administrators adhere to the ACE reporting guidelines.

Prior to joining Chubb, Martha worked as an insurance defense attorney. As an attorney, Martha's practice focused on general litigation, including personal injury, transportation, premises liability, products liability, contracts, and wrongful death. Martha handled all phases of civil litigation, including mediations and trial work. Martha graduated from Whittier Law School in 2005 and California State University, Northridge in 2002.



Active Shooter / Workplace Violence

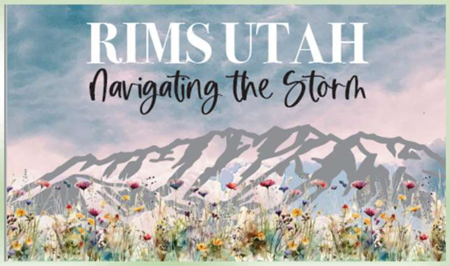
Outline:

Gun violence is at epidemic proportions in the US, with no clear solution being offered from local, state or federal governments, and industry trade groups trying to keep regulation to a minimum / firearm proliferation to a maximum. This leaves the risk management community to do what it can to minimize the effects of active shooter / workplace violence incidents. This session will explain how to implement mitigation techniques, including training school, workplace, and commercial professionals how to react in such fearful circumstances; how to "harden" spaces where people gather to prevent serious incursions; and how to help law enforcement perform at its most optimum ability in the space that the session attendees' control.

Speaker Bio:

Paul Marshall, Managing Director, Active Shooter / Workplace Violence / Crisis Management – Paul has 30 years of insurance and risk management expertise and is responsible for the formation, growth, profitability and overall strategy, of McGowan Active Shooter / Workplace Violence / Crisis Management Programs.

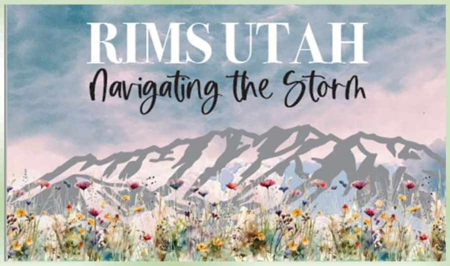
Since the program's inception in 2016 the program he has insured over 2,000 businesses, organizations, and events throughout the Unites States and has been a 2x recipient of Insurance Business America's Top Influencer / Innovator / Game-Changer Award.



Over the last 25 years, Marshall has had direct experience in retail agency sales, program management, underwriting and claims. He has authored various articles on this specific topic and frequently interviews with major news outlets like A.M Best / Reuters / CHART Lloyds / RIMS / WSJ and presents at industry conferences such as CPCU RIMS PRIMA URMIA Big-I, IIAA, CA E&S Association.

McGowan Program Administrators (MPA) is one of America's leading writer of innovative insurance programs. MPA is a Managing General Underwriter and Program Manager. MPA designs, administers and markets highly-specialized programs of insurance. They are offered on "A" Rated, paper and are available in all 50 states.

Paul Marshall | Managing Director
Active Shooter | Workplace Violence | Crisis Management
McGowan Program Administrators
P: 937.949.5816 x5951 | C: 937-241-6423
pmarshall@mcgowanprograms.com
www.mcgowanprograms.com



A Peek Behind the Curtain: The Impact of Reinsurance on Premiums

Outline:

Insureds and insurers are facing exceptionally challenging market conditions. While there are many contributing factors behind the current "hard market", the cost and availability of reinsurance for insurers is rightly cited as a main driver relative to the higher priced and perhaps more restrictive coverages currently being offered by insurers.

This presentation is intended to provide further insights into the challenges of the broader reinsurance, retrocessional and ILS markets – which ultimately, and in large part, flow down to street-level insurance rates, terms and conditions.

Speaker Bio:

Richard J. Foster – Richard is a Managing Director operating out of Guy Carpenter's Seattle office. Richard joined E.W. Payne Ltd. in London (the reinsurance arm of Sedgwick PLC later acquired by Marsh & McLennan) in 1984 and has over 38 years of reinsurance broking experience. Upon completing a 1-year secondment to the US, Richard moved permanently from London to Seattle in 1990.

Richard is a senior reinsurance broker and account executive mainly providing treaty reinsurance advisory and placement services to U.S. insurance companies. Over his career, Richard has placed reinsurance coverages for most lines of business.

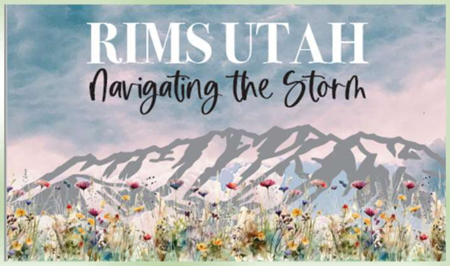
In addition to his “traditional” reinsurance broking activities, over the last decade Richard has collaborated extensively with other Marsh & McLennan companies, chiefly Marsh, where he has introduced alternative reinsurance and capital market products, capacity, risk quantification metrics, and esoteric coverages (such as for wildfire liability and pandemic) to corporate and governmental entities. Such alternative products include reinsurance coverage for captives, structured risk solutions, parametric coverages (for earthquake, hurricane, and wildfire), and Cat Bonds, working closely with his GC-Securities colleagues.

Keynote

Outline:
Being a former National President of the Risk & Insurance Management Society, as well as the Risk Manager of a national chain of public restaurants, this speaker will give their experience from the world stage of RIMS, how the organization fared in the Covid years, and express his views on the business of risk and the various elements that make up our multi-faceted risk-based society.

Speaker Bio:
Patrick Sterling – Patrick is an experienced Risk and Human Resource leader skilled in Enterprise Risk Management, Crisis Management, Insurance, Claims Management, Conflict Resolution, Payroll, Human Resource Information Systems, Leadership Development, Succession Planning, Employee Relations, and Recruiting. He has been with Texas Roadhouse since February 2004, and is currently employed as “Vice President of Legendary People”. Patrick was also the former Director of Human Resources with the restaurant chain, Ruby Tuesday (1994-2004), and Senior Management Recruiter / Management with Piccadilly Restaurants (1987-1994).

Patrick serves(d) as President and Member of the Board of Directors with the Risk & Insurance Management Society, Inc. (national leadership), January 2018-present. He holds a BS in International Trade and Finance, Louisiana State University (1981-1987), and earned his MS-Business, also serving on the Business School’s Advisory Board, University of Louisville College of Business (October 2017 – October 2021).



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Map to Top Golf: