

# **Pennsylvania Surplus Lines Association 2020 Annual Meeting**



## **The Evolving Surplus Lines Industry**

April 29 & 30, 2020  
Nemacolin Woodlands Resort  
Farmington, Pennsylvania



Dear PSLA Colleague:

The Pennsylvania Surplus Lines Association cordially invites you to attend the 2020 Annual Meeting on April 29 & 30, 2020 in Farmington, Pennsylvania at the Nemaquin Woodlands Resort. Registrants are invited to bring one member from your company at no charge.

Join former Pennsylvania Insurance Commissioner and long-time insurance attorney Constance B. Foster as she reflects on how the insurance industry has evolved over her 40 plus year career and what insurers may be able to expect in the next 40 years.

In addition, there will be a two hour Continuing Education presentation by Saul Ewing Arnstein and Lehr LLP. The presentation will cover the evolving impact of InsurTech on the insurance industry.

The Annual Meeting is a vitally important opportunity for you, your company and your colleagues to gain information relating to industry changes, emerging risks and regulatory developments. I hope you and members of your organization will join us and your surplus lines colleagues for this informative conference as we bring together the various elements comprising the surplus lines marketplace in Pennsylvania. I look forward to welcoming you at the Nemaquin Woodlands Resort on April 29 & 30, 2020.

Dennis Lewandowski  
President, Pennsylvania Surplus Lines Association



# Pennsylvania Surplus Lines Association 2020 Annual Meeting

## Schedule of Events

### Wednesday, April 29, 2020

4:00 p.m. – 6:00 p.m.	Registration
6:00 p.m. – 9:00 p.m.	Social Reception to include Cocktails, Hors d'oeuvres and Reception Stations

### Thursday, April 30, 2020

8:00 a.m. – 9:00 a.m.	Breakfast
9:00 a.m. – 9:05 a.m.	Welcome and Opening Remarks – Dennis Lewandowski, President
9:05 a.m. – 9:20 a.m.	Business Meeting <ul style="list-style-type: none"><li>• Financial Report – Nick Durso, BDO</li><li>• Stamping Office Report – Marie Rudert, Executive Director</li><li>• Results from the Ballots – Joel C. Hopkins, Esq. Saul Ewing Arnstein and Lehr LLP</li></ul>
9:20 a.m. – 10:20 a.m.	Keynote Speaker – Constance B. Foster, Esq. Saul Ewing Arnstein & Lehr LLP
10:20 a.m. – 10:30 a.m.	Break <ul style="list-style-type: none"><li>• Meeting of the Board of Directors to Elect Officers</li></ul>
10:30 a.m. – 10:35 a.m.	Announcement of Officers – Joel C. Hopkins, Esq.
10:35 a.m. – 12:35 p.m.	CE Course Presented by Saul Ewing Arnstein & Lehr LLP
12:35 p.m.	Meeting Adjourned Followed by Lunch



## General Information

### Keynote Speaker

**Constance B. Foster, Esq.**

**Partner at Saul Ewing Arnstein and Lehr LLP**

Constance B. Foster, Esq. handles a broad range of matters with a concentration in corporate litigation and business and insurance law. Her practice includes providing corporate and regulatory advice on new insurance companies, financially troubled insurers, and regulatory issues, as well as coverage disputes and matters involving insurers in liquidation or rehabilitation.



Prior to joining Saul Ewing Arnstein & Lehr LLP, Constance served for five years as the State Insurance Commissioner for the Commonwealth of Pennsylvania (1987-1992). During her term, Constance had responsibility for every aspect of insurance regulation including insurance company solvency, rate and form regulation, supervision of financially troubled insurers and the liquidation and rehabilitation of insolvent companies. She implemented major changes to Pennsylvania's Auto Insurance Law, and developed legislative initiatives to reform Pennsylvania's Workers' Compensation Law and to provide insurance to 32,000 of Pennsylvania's medically uninsured children. In addition, Constance successfully managed the rehabilitation of Mutual Fire, Marine & Inland Insurance Company, the fourth largest insolvent property and casualty carrier in the U.S. Before serving as Insurance Commissioner, Constance was a partner in a Philadelphia law firm, where she concentrated in insurance law. Constance has lectured on corporate and insurance law for the Pennsylvania Bar Institute, the Insurance Society of Philadelphia, the Life Insurance Foundation, Central Pennsylvania Chapter of CPCU, the Preferred Institute of Educational Services and various Saul Ewing Arnstein & Lehr clients on developments affecting banks and insurance companies, litigating and preventing bad faith claims, insurance-related regulatory and public policy issues, auto coverage, and trends in the insurance marketplace.

### Continuing Education

Joel C. Hopkins, Esq., Kara Pike, Esq., and Georgia Baker, Esq. of Saul Ewing Arnstein & Lehr LLP will present a two hour Continuing Education course for two CE credits on the following topics:

#### **The evolving impact of InsurTech on the insurance industry (2 hours):**

The use of new technologies in the insurance world is expanding at an incredible pace, and much of the “old guard” is struggling to keep up with those who seek to fundamentally change the business of insurance. This session will deal with three aspects of InsurTech, including the expanding role of social media in advertising and promoting insurance products, the use of artificial intelligence in the claims world, and the development of regulatory “sandboxes” to facilitate innovative products and processes.



## General Information

### Nemacolin Woodlands Resort

1001 Lafayette Drive  
Farmington, PA 15437  
(866) 344-6957

### Hotel Information

Situated on 2,000 acres, Nemacolin Woodlands Resort, located in the Laurel Highlands of Southwestern Pennsylvania, features luxurious guestrooms, suites, townhomes and luxury vacation homes, including the Falling Rock boutique hotel, a recipient of the Forbes 2018 World's Most Luxurious Hotels award.

### Reservations

Please make your hotel reservations directly with the Nemacolin Woodlands Resort by going to [www.nemacolin.com](http://www.nemacolin.com) and clicking on the **BOOK** button in the top right corner, enter arrival and departure dates, the number of people and use **10N6S5** as the Group Code or by calling 866-344-6957. Please be sure to identify that you are part of the Pennsylvania Surplus Lines Association group to secure the special negotiated rate for overnight accommodations in the Lodge of \$189.00/night (plus resort fee of \$39.00 and applicable taxes). This special rate will be available only to PSLA members attending the Annual Meeting until **Tuesday, March 29, 2020** or until the room block is sold out, after which regular rates apply upon availability. Check-in time is 4:00 p.m., guests arriving before 4:00 p.m. will be accommodated as rooms become available. Check-out time is 11:00 a.m.

### Dining

There is an impressive collection of restaurants and lounges, including the Forbes Five-Star and AAA Five-Diamond Lautrec, a forward-thinking fine dining experience, one of only 30 in the world to boast such awards simultaneously. Nemacolin Woodlands Resort's focus on food and service is at the heart of everything they do. Their eclectic collection of restaurants traverses elegant Five Star to refined farm inspired, borrowing from both modern cuisine and the foods indigenous to Allegheny Mountain heritage. Nemacolin is home to a cultivated collection of artisans that includes chefs, master gardeners, bakers, cheese makers, sommeliers and mixologists, all of whom blend their signature talents to create remarkable culinary experiences.

### Recreation and Activities

Spend the afternoon or the day at our Wildlife Academy, home of the Equestrian Center, animal nursery, animal habitats and educational programs. Black bears, zebra, buffalo, tigers and hyenas are just some of over 100 animals that currently call Nemacolin home. Enjoy daily art tours of the multi-million dollar Hardy Family Art Collection or enjoy a leisurely tour at your own pace as the Collection graces nearly all aspects of the property. For shoppers, there are a variety of shops including Laurel Lane Shops and others throughout the resort. Sporting Clay enthusiasts should visit the Nemacolin Field Club, featuring the Shooting Academy, an outdoors sporting facility on 140 acres complete with 30-stations, sporting clays, a spacious lodge and Orvis® Endorsed Fly Fishing or for a more rugged and adventurous experience, try the many offerings at the Sundial Lodge. PSLA Annual Meeting attendees and guests will receive a 10% discount off Resort Activities.

## [Spa and Wellness](#)

Enter a world of soothing sounds, invigorating aromas and natural luxury that will make time seem to stand still. All paths at Nemacolin's Spa Collection lead to one place: a state of peace, health and well-being. The Spa Collection makes Nemacolin not only a top Spa Resort in Pennsylvania, but also an internationally acclaimed spa destination. For more information on the Woodlands Spa at Nemacolin or to book an appointment, please contact a Resort Reservations Specialist at 866-344-6957. PSLA Annual Meeting attendees and guests will receive a 10% discount off Resort Activities.

## [Nemacolin Golf](#)

The resort offers 36 holes of championship golf. The remarkable Mystic Rock, a dream of the Founder, Joseph Hardy, and the vision of design master, Pete Dye, resulted in one of the country's finest golf courses. High atop the Pennsylvania Allegheny Mountains, Mystic Rock spans acres of scenic highlands, offering players championship golf in a spectacular setting. A par-72 course layout, the course has a rating of 77 and slope of 149 from the championship tees, one of the highest ratings in the country (as rated by the Western Pennsylvania Golf Association). Former home to the 84 Lumber Classic, a PGA TOUR event, Mystic Rock has played host to some of the world's top professional golfers, including Phil Mickelson and Vijay Singh.

High atop the Pennsylvania Allegheny Mountains, the 7,151-yard Shepherd's Rock golf course offers extraordinary golf in a unique setting. The course has a USGA rating and slope of 74.7/138 from the championship tees. The rolling bucolic terrain is ideal to fully utilize Dye's brilliant imagination in fashioning an outing that is both fun and challenging for golfers. The layout rivals the highest-rated golf courses in the country and is a perfect companion to Nemacolin's PGA TOUR tested Mystic Rock. For tee times and availability, please contact the Pro Shop at 724-329-6455. PSLA Annual Meeting attendees and guests will receive a 10% discount off Resort Activities.

## [Lady Luck Casino Nemacolin](#)

From penny and nickel slots to high-limit slots, Lady Luck Casino Nemacolin has all the games you love. Enjoy an array of table games at Lady Luck Casino Nemacolin. There are 27 tables to choose from, featuring Blackjack, with side bets on all games such as Blazing 7's, House Money, In Between, and Top 3, The Big Wheel, Craps with side Fire Bet, Roulette, Criss-Cross Poker, Three Card Poker, Mississippi Stud, and Ultimate Texas Hold 'Em. The Lady Luck Casino is located one mile from Nemacolin Woodlands Resort at 4067 National Pike, Farmington, PA 15437.

## **Dress Code**

The dress code for the Annual Meeting is Business Casual.

## **Area Attractions**

There are many local attractions to visit while in the area. The following are a few places of interest to visit while attending the Annual Meeting.

## [Fallingwater](#)

Designed by the world renowned architect, Frank Lloyd Wright, Fallingwater originally served as a summer home to department store owner Edgar J. Kaufmann. One of Frank Lloyd Wright's most widely acclaimed works, Fallingwater, which was built over a waterfall, exemplifies Wright's concept of organic architecture: the harmonious union of art and nature. Owned and operated by the Western Pennsylvania Conservancy, this unique landmark has hosted more than 4.5 million visitors since it opened to the public.

## **Kentuck Knob**

An impressive Frank Lloyd Wright home, Kentuck Knob is privately-owned and open for public guided tours. Designed on a hexagonal module, Kentuck Knob is a small one story Usonian house. Usonian, meaning affordable for the common people, was a signature design of Wright. Both dramatic and serene, the house, situated just below the crest of the hills, appears almost part of the mountain itself, standing two thousand fifty feet above sea level. Visitors are invited to browse the landmark's impressive sculpture collection and gift shop.

## **Duncan House**

Built in 1957, the Frank Lloyd Wright designed home was dismantled from its original location in Lisle, Illinois, and moved to Polymath Park Resort, where a plan was put in place to reconstruct the Duncan House on Westmoreland County property. The Duncan House is complimented by two other Usonian-style homes that were designed for the original vision of Polymath Park by Wright's apprentice, Peter Berndtson. After many months of complex craftsmanship, the home is as a stellar example of Wright's Usonian designs.

## **Fort Necessity**

Built in the summer of 1754, Fort Necessity is the site of the inaugural French and Indian War, which would set the stage for the American Revolution. Visit the battle site where a young George Washington was soundly defeated. Wander through the Visitor's Center, a reconstructed Fort Necessity and the Mt. Washington Tavern. A must-see for history enthusiasts! Located just 10 minutes from Nemaocolin Woodlands Resort, the park is open daily with guided tours available.

## **Flight 93 National Memorial**

The Flight 93 National Memorial was created to honor the actions of the passengers and crew of Flight 93 on September 11, 2001. It is in place to protect their final resting place and to tell their story. On September 11, 2001, four commercial airliners were hijacked in an attack on the United States and nearly 3,000 people tragically lost their lives. Because of the actions of the 40 passengers and crew aboard one of the planes, Flight 93, the targeted U.S. Capitol attack was stopped.

## **Laurel Caverns**

Pennsylvania's largest cave, Laurel Caverns is a 430-acre geological park offering adventure seekers nearly three miles of twisting, turning passages. Expect to come across some fantastic natural sculpturing deep within the catacombs.

## **Christian W. Klay Winery**

The Christian W. Klay Winery is one of Pennsylvania's premiere wineries. Located in Chalk Hill, Pennsylvania, just minutes from Nemaocolin on the historic National Road, the winery offers tours, entertaining special events and complimentary tastings of their award-winning vintages. Open seven days a week.

## **Ridge Runner Distillery**

Ridge Runner distillery, located right next door to Christian W. Klay winery, was built from the ground up to instill perfection in original liquors. With a winemaking background, the distillery's grape-based products have a distinct flavor that differentiates them from the competition.





# Pennsylvania Surplus Lines Association 2020 Annual Meeting Registration

Registrants are invited to bring one member from their company at no charge, limited to one free registration per company.

Please print and mail the completed form together with payment made payable to the Pennsylvania Surplus Lines Association, 180 Sheree Boulevard, Suite 3100, Exton, PA 19341.

Cancellations received in writing on or before April 15, 2020 will receive a full refund. Written notifications are accepted via email ([memberservices@pasla.org](mailto:memberservices@pasla.org)), fax (610-594-7623) or U.S. mail. No refunds will be made after close of business April 15, 2020.

Please complete the registration information below.

Registration Fee: \$250

Name: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Registration information for member of same company at no charge (one per company).

Name: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

### Lodging

Please make your hotel reservations directly with the Nemaquin Woodland Resort by going to [www.nemaquin.com](http://www.nemaquin.com) clicking on the **BOOK** button in the top right corner, enter arrival and departure dates, the number of people and use **10N6S5** as the group code or by calling 866-344-6957. Please be sure to identify that you are part of the Pennsylvania Surplus Lines Association group to secure the special negotiated rate for rooms in the Lodge of \$189.00/night (plus resort fee of \$39.00 and applicable taxes). This special rate will be available only to PSLA members attending the Annual Meeting until **Tuesday, March 29, 2020** or until the room block is sold out, after which regular rates apply upon availability. Check-in time is 4:00 p.m., guests arriving before 4:00 p.m. will be accommodated as rooms become available. Check-out time is 11:00 a.m.

Please contact Debbie Smailer at 610-594-1340, extension 103 or [memberservices@pasla.org](mailto:memberservices@pasla.org) with any questions.