

**Pennsylvania Surplus Lines Association  
2022 Annual Meeting**



**Navigating the Future and  
Sharing Solutions**

April 27 & 28, 2022  
The Hotel Hershey  
Hershey, Pennsylvania



Dear PSLA Colleague:

The Pennsylvania Surplus Lines Association cordially invites you to attend the 2022 Annual Meeting on April 27 & 28, 2022 in Hershey, Pennsylvania at The Hotel Hershey.

Ron Gallagher, President of Pennsylvania Association of Mutual Insurance Companies (PAMIC), will share the bumpy road to working with the State System of Higher Education and Bloomsburg University to encourage the development of an insurance minor. The Insurance Industry, like many others, is concerned about attracting and retaining talent for their companies. In the Mid-2000's, McKinsey and Company predicted that there will be over 500,000 job openings due primarily to retirement and market growth. Talent and leadership acquisition is still a top priority for insurers. He will cover topics such as:

- What does Pennsylvania's industry look like now?
- Why create an Insurance minor?
- Why use the State System?

In addition, there will be a two-hour Continuing Education presentation by Saul Ewing Arnstein and Lehr LLP. The presentation will cover The Evolution of Rebating and the Rebating Exceptions, Advertising on the Internet – Potential Regulatory Concerns and Hot Topics in the Surplus Lines market.

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 Hotel Hershey on April 27 & 28, 2022.

Dennis Lewandowski  
President, Pennsylvania Surplus Lines Association



# Pennsylvania Surplus Lines Association 2022 Annual Meeting

## Schedule of Events

### Wednesday, April 27, 2022

- |                       |  |
|-----------------------|--|
| 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 28, 2022

- |                         |   |
|-------------------------|---|
| 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 – Kara P. Pike, Esq., Saul Ewing Arnstein and Lehr LLP</li></ul> |
| 9:20 a.m. – 9:50 a.m.   | Keynote Speaker – Ron Gallagher, PAMIC President  |
| 9:50 a.m. – 10:00 a.m.  | Break <ul style="list-style-type: none"><li>• Meeting of the Board of Directors to Elect Officers</li></ul>   |
| 10:00 a.m. – 10:05 a.m. | Announcement of Officers – Kara P. Pike, Esq., Saul Ewing Arnstein and Lehr LLP   |
| 10:05 a.m. – 12:05 p.m. | CE Course Presented by Saul Ewing Arnstein & Lehr LLP   |
| 12:05 p.m.              | Meeting Adjourned Followed by Lunch   |



## General Information

### Keynote Speakers

#### Ron Gallagher, PAMIC President

Ron has served as the President of the Pennsylvania Association of Mutual Insurance Companies (PAMIC) since 2014, providing advocacy, education, and networking programs to PAMIC's members. Previously, Ron served the Pennsylvania Insurance Department for 25 years. The last 15 years as the Deputy Commissioner for Market Regulation with responsibilities for producer licensing programs, compliance programs (Market Analysis and Market Conduct exams), enforcement programs, and consumer complaint handling. He also had the responsibility for managing the Department's IT programs. In addition, Ron served as the Executive Director of the Underground Storage Tank Fund and Director of the Auto Cat Fund and Workers' Compensation Security Fund. Ron is also retired from the United States Air Force Reserve with the rank of Lieutenant Colonel. His 24-year career in the Air Force spanned the gamut from environmental engineering to supply chain management responsibilities. Ron graduated from the Pennsylvania State University with a degree in Petroleum Engineering and the Florida Institute of Technology with a Masters in Systems Management. He also holds the designation as a Professional Engineer.

### Continuing Education

Kara P. Pike, Esq. and Frederic M. Garsson, Esq. of Saul Ewing Arnstein & Lehr LLP will present a two-hour Continuing Education course for two CE credits on the following topics:

#### **The Evolution of Rebating and the Rebating Exceptions**

This section will cover the purposes and origination of the rebating prohibition and the evolution of such prohibition. States have adopted various exceptions to the rebating prohibition, including a de minimis exception, a value-added services or products exception and a charitable donation exception. We will discuss these exceptions in some states, including Pennsylvania.

#### **Advertising on the Internet – Potential Regulatory Concerns**

This section will address requirements for advertising on the Internet for both licensees and non-licensees, including disclosure requirements, state variations of requirements, and surplus lines specific advertising rules. In addition to the regulation of the context of the advertisements, regulators are also concerned with how non-licensees are compensated for advertising. We will discuss these compensation restrictions.

#### **Hot Topics in the Surplus Lines Market**

This section will discuss emerging topics in the surplus lines market. We will address new types of insurance proposed for addition to the state export lists and recent legislative and regulatory initiatives impacting the surplus lines.



## General Information

### Hotel Information

Since 1933, The Hotel Hershey has defined service, luxury, and elegance without pretense. Historically inspired by a Mediterranean postcard and the need to provide jobs during the Great Depression, chocolate magnate Milton S. Hershey built the hotel of his dreams overlooking the cocoa-scented town that famously bore his name.

### The Hershey Hotel

100 Hotel Road  
Hershey, PA 17033  
(717) 533-2171

### Reservations

Please make your hotel reservations directly with The Hotel Hershey by clicking on the PSLA's [special link](#) or by calling 855-729-3108. Please be sure to identify that you are part of the Pennsylvania Surplus Lines Association group to secure the special negotiated rate of \$229.00/night (plus applicable taxes). This special rate will be available only to PSLA members attending the Annual Meeting until **Monday, March 28, 2022** or until the room block is sold out, after which regular rates apply upon availability.

### Dining

Experience history reinvented at The Hotel Hershey. From award-winning gourmet cuisine to delicious family friendly options, The Hotel Hershey offers something for everyone. [Chef's Market](#) is the perfect place to start your day or end the day with a wide variety of fresh coffee, chef prepared food, decadent chocolate treats, and more. Their flagship restaurant, [The Circular](#) features fresh new flavors reimagined; the menu and ambiance provide a versatility of dining experiences. [Trevi 5](#), an authentically modern Italian dining experience, offers a contemporary twist on traditional Italian cuisine. [Harvest](#), inspired by local and regional ingredients, offers a fresh take on American cuisine. After hours, unwind with a signature drink in the [Iberian Lounge](#).

### The Spa at the Hotel Hershey

Indulge in total luxury at *The Spa at the Hotel Hershey*, which is affectionately known as *The Chocolate Spa*. The spa is open 7 days a week. For questions or to schedule an appointment call 717-520-5888. Appointments in advance of booking and overnight stay are recommended.

### Recreation and Activities

The Hotel Hershey offers a variety of options for indoor and outdoor swimming, plus a sports complex featuring basketball, volleyball and tennis courts. There are engaging activities that guests of all ages will enjoy – miles of hiking trails, Segway tours, falconry and much more!

### Hershey Golf

Hershey Country Club features award-winning courses which are home to prestigious tournaments. The club features two spectacular 18-hole private courses, the East Course and West Course, accessible only to members and guests of The Hotel Hershey and Hershey Lodge. Book your tee time by calling 844-330-1711.

### 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.

### [Hersheypark](#)

Home to 70 rides and attractions including 13 roller coasters, 9 water attractions, and over 2 dozen kiddie rides.

### [ZooAmerica North American Wildlife Park](#)

A year round, 11 acre, walk through zoo adjacent to Hersheypark.

### [Hershey's Chocolate World Attraction](#)

Visit Hershey's Chocolate World Attraction and Create Your Own Candy Bar, take a free chocolate-making ride and enjoy the Really Big 4D show, which brings Hershey's Characters to life.

### [Hershey Gardens](#)

The 23 acre botanical gem features 11 distinct theme gardens, including Historic Hershey Rose Garden with a brilliant assortment of 5,600 roses, and the Children's Garden, where you can walk among 300 butterflies in the popular Butterfly house.

### [The Hershey Story: The Museum on Chocolate Avenue](#)

The Hershey Story is nestled in the heart of Chocolate Town, U.S.A. This museum brings Milton S. Hershey's legacy as an innovator, businessman, and philanthropist to life.

### [Hershey Theatre](#)

Located in downtown Hershey, this magnificent theater is the area's premier performing arts center, presenting the finest in touring Broadway shows, classical music and dance attractions, and world-renowned entertainers.

### [Shopping](#)

The Hershey Resorts

### [AACA Museum](#)

From horseless carriages to muscle cars, explore one of a kind interactive automobile experience guaranteed to educate and fascinate visitors of all ages.

### [Harrisburg](#)

Harrisburg is the home to the State Capitol Building, award-winning state museum, and the National Civil War Museum. For more information, call 800-995-0969

### [Gettysburg](#)

Experience authentic Civil War history at Gettysburg Battlefield National Park, The American Civil War Museum, and many other historical attractions. For information call 717-334-6274

### [Lancaster](#)

Step back in time with a visit to PA Dutch country home to America's oldest settlement. Enjoy Dutch-style food and visit the museums and local cultural attractions.



## Pennsylvania Surplus Lines Association 2022 Annual Meeting Registration

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.

To qualify for Early Registration, this form and your check must be postmarked by March 25, 2022. Cancellations received in writing on or before April 8, 2022 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 8, 2022.

**A separate registration form must be completed for each registrant. An identification badge will be issued to each registrant based on the registration form received.**

Early Registration (postmarked by March 25, 2022)	\$200.00	\$
Registration (postmarked after March 25, 2022)	\$250.00	\$

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

### **Lodging**

Please make your hotel reservations directly with The Hotel Hershey by clicking on the PSLA's [special link](#) or by calling 855-729-3108. Please be sure to indicate that you are part of the Pennsylvania Surplus Lines Association group to obtain your special negotiated rate of \$229.00/night (plus applicable taxes). This special rate will be available only to PSLA members attending the Annual Meeting until **March 28, 2022** or until the room block is sold out, after which regular rates apply upon availability. Guest accommodations will be available at 4:00 p.m. on arrival day and reserved until 12:00 a.m. on departure day.

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