

**Pennsylvania Surplus Lines Association
2023 Annual Meeting**



**The Pulse of the
Surplus Lines Marketplace**

May 10 & 11, 2023
The Hotel Hershey
Hershey, Pennsylvania



Dear PSLA Colleague:

The Pennsylvania Surplus Lines Association cordially invites you to attend the 2023 Annual Meeting on May 10 & 11, 2023 in Hershey, Pennsylvania at The Hotel Hershey.

Brady R. Kelley, WSIA's Executive Director, will provide a State of the Union of the Surplus Lines Marketplace.

In addition, there will be a two-hour Continuing Education presentation by Saul Ewing Arnstein and Lehr LLP. The presentation will cover the following topics:

- Surplus Lines Insurance Regulation 101
- Surplus Lines Producer Fees in Pennsylvania and surrounding States
- Hot Topics in Surplus Lines/Litigation Updates
- Recent Examples of Insurance Producer Regulatory/Disciplinary Action – “Don’t Do This”

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 May 10 & 11, 2023.

Linda M. Bobro
President, Pennsylvania Surplus Lines Association



Pennsylvania Surplus Lines Association 2023 Annual Meeting

Schedule of Events

Wednesday, May 10, 2023

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| 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, May 11, 2023

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|-------------------------|---|
| 8:00 a.m. – 9:00 a.m. | Breakfast |
| 9:00 a.m. – 9:05 a.m. | Welcome and Opening Remarks – Linda M. Bobro, President |
| 9:05 a.m. – 9:20 a.m. | Business Meeting <ul style="list-style-type: none">• Financial Report – Douglas L. Berman, RKL• Stamping Office Report – Marie E. Rudert, Executive Director• Results from the Ballots – Kara P. Pike, Esq., Saul Ewing Arnstein and Lehr LLP |
| 9:20 a.m. – 10:00 a.m. | Keynote Speaker – Brady R. Kelley, WISA Executive Director |
| 10:00 a.m. – 10:10 a.m. | Break <ul style="list-style-type: none">• Meeting of the Board of Directors to Elect Officers |
| 10:10 a.m. – 10:15 a.m. | Announcement of Officers – Kara P. Pike, Esq., Saul Ewing Arnstein and Lehr LLP |
| 10:15 a.m. – 12:15 p.m. | CE Course Presented by Saul Ewing Arnstein & Lehr LLP |
| 12:15 p.m. | Meeting Adjourned Followed by Lunch |



General Information

Keynote Speaker

Brady R. Kelley, WSIA Executive Director

Brady R. Kelley has served as WSIA's Executive Director since August 2017 and was previously NAPSLO's Executive Director since September 2011. As Executive Director, Brady is responsible for the overall management of the association's staff support activities, services to members and business operations.

Prior to joining WSIA Brady was the Chief Financial and Business Strategy Officer for the National Association of Insurance Commissioners (NAIC) with oversight of the NAIC Finance Division, Products and Services Division, Technical Services Division and the NAIC Financial Regulation Standards and Accreditation Program. In this role, Brady was responsible for all financial management and reporting, business strategy, risk management and compliance activities. His previous positions include Senior Vice President of Finance for the Greater Kansas City Community Foundation and Senior Accountant in the Kansas City office of PricewaterhouseCoopers LLP.

A graduate of the University of Missouri–Columbia, Brady received a Bachelor of Science in Accountancy from the College of Business and Public Administration. He also completed the Mini-MBA Program from Kansas University and Wichita State University. Brady received the designation of Certified Public Accountant in November 1995 and has been a member of the American Institute of Certified Public Accountants and the Missouri Society of Certified Public Accountants. Brady is a member of the American Society of Association Executives.

Continuing Education

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

Surplus Lines Insurance Regulation 101

"A primer on the basic rules and requirements associated with offering insurance in the nonadmitted market."

Surplus Lines Producer Fees in Pennsylvania and surrounding states

"An overview of the rules concerning the fees that may be charged to a policyholder by surplus lines licensees (in addition to receiving commissions from insurers)." We will discuss the rules in Pennsylvania and a few surrounding states.

Hot Topics in Surplus Lines/Litigation Updates

"An overview of recent cases/lawsuits by policyholders against surplus lines licensees."

Recent Examples of Insurance Producer Regulatory/Disciplinary Action – "Don't Do This"

"An overview of recent matters involving disciplinary actions against surplus lines licensees for violations of the surplus lines and related laws."



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 \$259.00/night (plus applicable taxes). This special rate will be available only to PSLA members attending the Annual Meeting until **Monday, April 17, 2023** 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 2023 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 April 14, 2023. Cancellations received in writing on or before April 14, 2023 will receive a full refund. Written notifications are accepted via email (memberservices@pasla.org), fax (610-594-7623) or U.S. mail. No refunds will be made after close of business May 3, 2023.

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 April 14, 2023)	\$200.00	\$
Registration (postmarked after April 14, 2023)	\$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 \$259.00/night (plus applicable taxes). This special rate will be available only to PSLA members attending the Annual Meeting until **April 17, 2023** 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 with any questions.