

TSLA Legislative Webinar August 19, 2020



TSLA Review

August 19, 2020

Company Overview

Greg Brandon
Executive Director

Donna Aug Director of Finance

Ming Zhou Accountant

Cheyenne Herrera Director of Operations

Toby Pick Operations Manager

Shantell Jackson Lead Analyst

> Cathy Hull Lead Analyst

Nathan Onks Sr. Policy Analyst

Tyler Prideaux Policy Analyst I

Lourdes Wong Policy Analyst I

Devin Helle Policy Analyst I

Vacant Policy Analyst I

Vacant Policy Analyst I

Sholonda Stone Director of IT

Isaiah White Senior Developer

Dalton Moore Developer

Seror Jasim Jr. Developer

Rodolfo Camarena IT Support Specialist

Sharmila Subedi Business Analyst

Christian Robinson Data Analyst

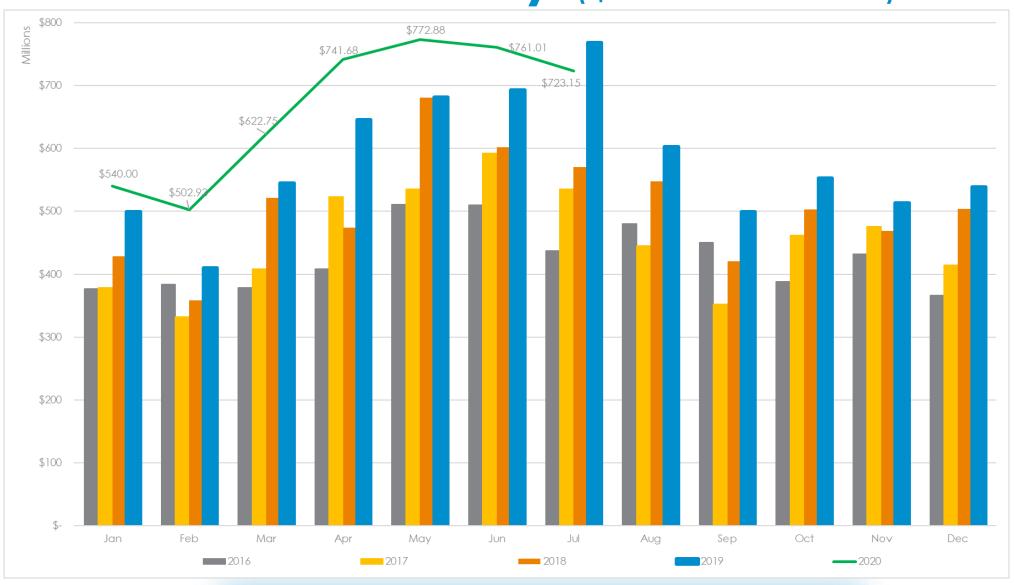
Denisse Orellana Director of HR

Marcelina Gutierrez
Communications & Education
Coordinator

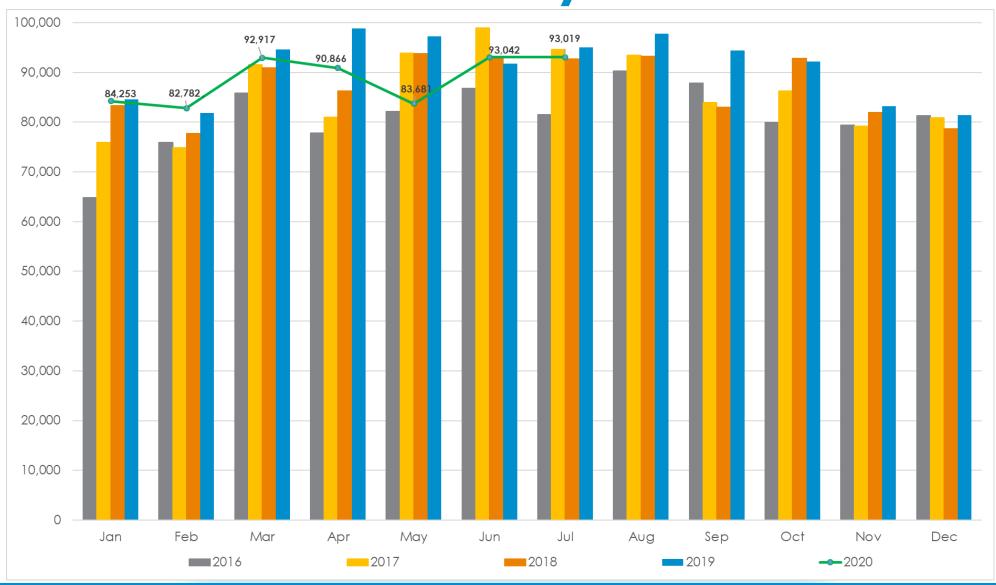
Vanesa Moreno Receptionist

As of 8/19/2020 3

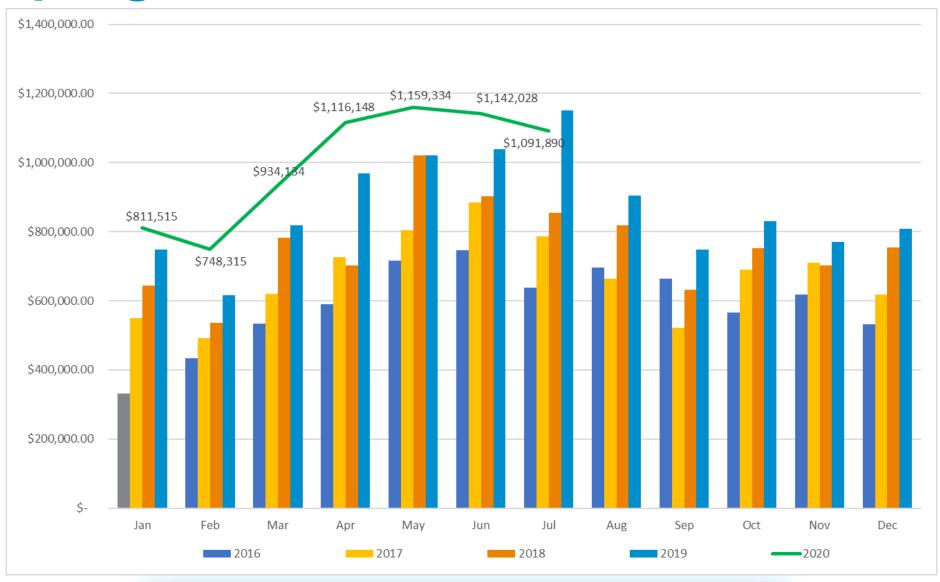
Premium: Jan – July (\$4,663,629,820)



Item Count: Jan - July



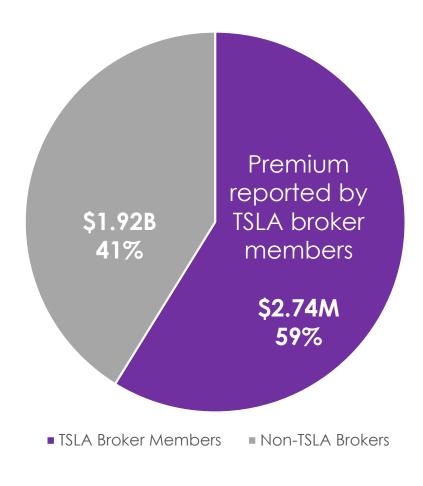
Stamping Fees

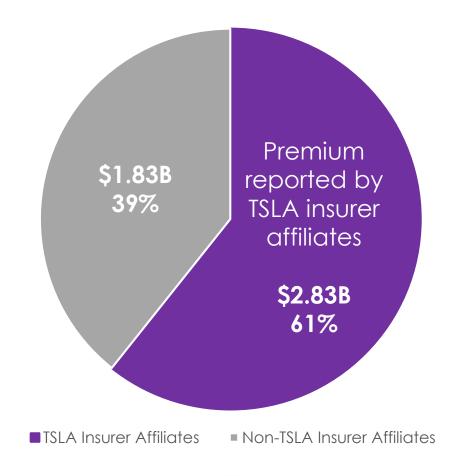


Top 10 Insurers: Jan – July (\$2,173,146,356)

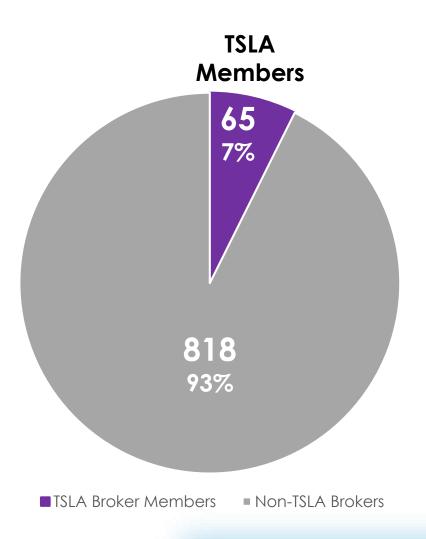
INSURANCE CARRIER	YTD PREMIUM AMOUNT
UNDERWRITERS AT LLOYD'S LONDON	\$1,066,526,505.40
EVANSTON INSURANCE COMPANY	\$158,711,845.24
NATIONAL FIRE & MARINE INS CO	\$146,952,987.17
SCOTTSDALE INSURANCE COMPANY	\$143,553,779.48
LEXINGTON INSURANCE COMPANY	\$138,641,278.57
WESTCHESTER SURPLUS LINES INS CO	\$137,023,783.11
STARR SURPLUS LINES INSURANCE CO	\$106,784,634.27
THIRD COAST INSURANCE COMPANY	\$94,154,668.46
INDIAN HARBOR INSURANCE COMPANY	\$91,170,635.32
IRONSHORE SPECIALTY INSURANCE CO	\$89,626,238.69

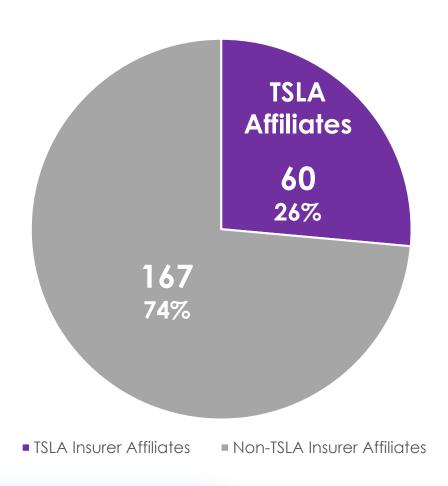
TSLA Broker Members and Insurer Affiliates





TSLA Broker Members and Insurer Affiliates





* As of December 31, 2019

Company Review

- Working From Home
 - Extremely successful
 - City requires wearing masks at work through December 15
- BOD has submitted a proposal to TDI to consider reducing Stamping Fee from 0.15% to 0.075%
 - Comments due to TDI by August 27 (https://www.tdi.texas.gov/rules/2020/exrules.html)
- SMART soft launched in June
 - Surplus lines agents and brokers (who file policies using automated filing) can test the new SMART system.
 - Agents must make changes to the code used to submit policy data to SLTX, which must be tested in SLTX's test environment before access to the live environment is granted.
 - We appreciate and value feedback from users regarding process improvements and defects that may relate to data scenarios specific to agencies. From this feedback, SLTX will provide continued improvements and corrections to the process.