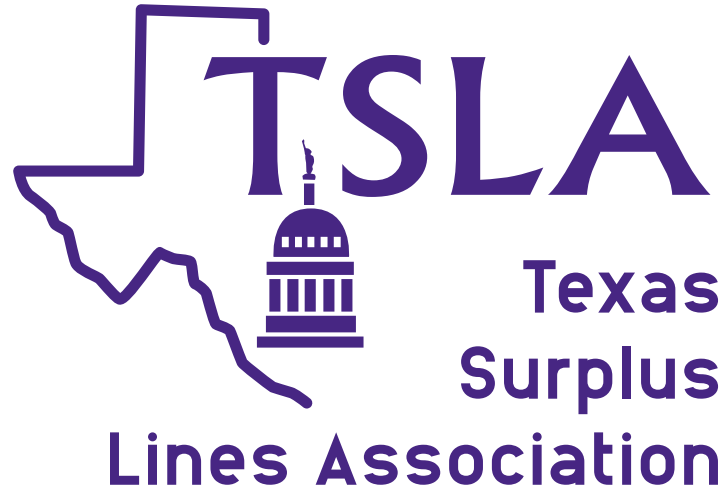


2024



ANNUAL REPORT

TSLA by the #s:

Current membership totals: 156

Voting – 62

Associate – 39

Affiliate – 55

Nine new members, to date,
were approved in 2024.

List of 2023/2024

Officers & Directors:

Officers:

Kimmi Cantwell, MDO, President

Robert McEwen, The Parks Group, Inc.,
Vice President

Terence Babler, Brown & Riding,
Secretary/Treasurer

Tiffany Way, RT Specialty,
Immediate Past President

Directors:

Billie Gorrell, Ashley Wholesale Brokerage

Brent Goldade, Axis

Ryan Handler, Amwins

Joe Neeley, RT Specialty

Zac Crosley, CRC Group

Karen Kingston, Quirk & Company

Hardy Nix, Amwins

Randy Doss, CRC Group

Stephen Gunn, Core Specialty

Joe Taylor, RT Specialty

Morgan Whitt, Towerstone Corp.

2024 TSLA Committee Chairs/Co-chairs:

Advertising

Anna Kizer, RT Specialty, Chairperson &

Evan Ryan, Westchester, Co-Chair

Education

Jason Hayes, RT Specialty, Chairperson;

Shaelyn Head, Starr Insurance, Co-Chair &

Leslie Lloyd, Munich Re, Co-Chair

Host

Kathryn Noser, Vintage Underwriters,

Chairperson; Lindsey Burton, Risk Placement

Services, Co-Chair; Matthew Brady, Burns &

Wilcox, Co-Chair & Kim Miller, Hartford Steam

Boiler, Co-Chair

Leadership

Tiffany Way, RT Specialty, Chairperson

Legislative

Michael Clay, RT Specialty, Chairperson; Jenny

Mackay, Burns & Wilcox, Co-Chair & Natalie

Schiro, Amwins, Co-Chair

Membership Recruiting

Ryne St. Marie, Chairperson, Jeff Fields,

Markel Specialty, Co-Chair, Suzette Torres,

XPT Specialty, Co-Chair

Membership Services

Jonathan Morgan, Southwest Risk, LP,

Chairperson & Sharla Martin,

CRC Group, Co-Chair

Regulatory Liaison

Josh Taylor, Novatae, Chairperson, Jessica Hahn, XPT Specialty, Co-Chair & Thomas Blanquez, Breckenridge Insurance, Co-Chair

Social Media

Tanya Jacobus, RT Specialty, Chairperson & LeAnn Sanderson, One General Agency, Co-Chair

Stamping Office Committee

Paul Rainey, RSI International, Inc., Chairperson & Jennie Reed, Johnson & Johnson, Co-Chair

Texans Under Forty

Matt Haushill, Jencap Group, Chairperson, Jennifer Fisher, Axis Capital, Co-Chair & Hunter Hagan, CRC Group, Co-Chair

Financials:

TSLA's net loss for 2023 was -\$20,622 and the emergency contingency fund stands at \$187,035.

TSLA/PAC:

The TSLA/PAC needs your support! Your contributions to the PAC help us support legislators who work to improve the business climate for TSLA members in Texas. Visit www.tsla.org for more information and to access the contribution form.

TSLA 2024 Legislative Review:

In 2024, the Texas Surplus Lines Association (TSLA) worked hard to improve its efforts to ensure Texas policy is oriented to allow member businesses to continue to grow and thrive in the state. There is growing interest from public officials and stakeholders as the surplus lines industry continues to grow.

TSLA understands that it is the association's responsibility to educate policymakers and legislators regarding the importance of the industry and the value rate and form freedom in this market is critical to the growth of our insured customers. These efforts will help them better understand the surplus lines market

and its crucial role in ensuring unique and complex risks that admitted policies may not cover.

By helping decision-makers understand the important aspects of the surplus lines industry, TSLA aims to support a regulatory environment that encourages growth and innovation. This will ensure that Texas can effectively address essential risks, promoting the state's overall economic stability and prosperity.

Other 2024 TSLA events:

Committee Day

Committee Day took place on Monday, February 25th, providing an opportunity for TSLA Committees to convene, review their objectives, and strategize for the year ahead.

July – 2024 Mid-Year Meeting

191 attendees; 53 sponsors

November – 2024 Annual Meeting

236 attendees; 59 sponsors

TSLA Texans Under Forty

The TSLA Texans Under Forty (TUF) demonstrated their commitment to community and connection through various initiatives in 2024. At the Annual Meeting, they organized a successful toy drive for Blue Santa. Additionally, they hosted a networking happy hour in Dallas and the TSLA TUF Social Event at Punch Bowl Social in downtown Austin during the Annual Meeting.

New Website:

TSLA launched a new website in late August. Novi has been a game-changer for our association. It's made managing everything so much easier, from keeping track of members to organizing events and handling finances. With all our data in one place, we can quickly find what we need and stay on top of things.

The best part? It's super easy to use, and it saves us so much time on day-to-day stuff. Plus, the insights we get help us connect with our members better and make smarter decisions. Novi's helped us focus on what really matters—serving our members and growing our community.

Looking Ahead for 2025:

IIAT Joe Vincent Seminar

January 26-January 28,
Renaissance Hotel, Austin, Texas

TSLA Committee Day

February 10th,
Four Seasons Hotel, Austin, Texas

IIAT InsurCon

June 23-25,
JW Marriott Hill Country,
San Antonio, Texas

2025 Mid-Year Meeting

Four Seasons Resort,
Palm Beach, Florida, June 22-25

2025 Annual Meeting

Four Seasons Hotel,
Austin, Texas, November 9 & 10

Testimonials:

“Our relationship with the Texas Surplus Lines Association (TSLA) goes back many years and has been a valued partnership in building and maintaining Upland’s excess and surplus business in Texas. Since Upland’s inception, we have come to trust TSLA for their stewardship and we recommend this association for all surplus carriers looking to grow in the Texas market.”

Jim Damonte, President of Insurance Operations
Upland Capital Group

“Membership and participation with Texas Surplus Lines Association has been an incredible benefit to our company over the years as well as to me personally and professionally. It’s a tremendous opportunity to interact with key quality contacts involved with the Texas surplus lines industry. The education, regulatory updates, lobbying efforts and opportunities to develop professional and personal relationships within the industry have greatly benefited our industry and thereby our company and myself professionally. The business relationships that can be developed are invaluable to our company, and many of these business relationships have developed into lifelong friendships. Anyone involved in the Texas surplus lines industry should strongly consider membership and involvement with the TSLA for the benefit of their organizations as well as for their own personal development.”

Jeffrey P. Leman, Chief Operation Officer and Exec VP
Prime Insurance Company

Mission statement:

To promote, advocate and preserve the value of wholesale distribution and the Excess & Surplus Lines Insurance Industry;

To communicate, educate and disseminate information about our segment of the industry and its role in the insurance marketplace as a whole, and;

To encourage compliance with the general provisions of the Texas Insurance Code, as they relate to Excess and Surplus Lines Insurance.

Who We Are:

The Texas Surplus Lines Association, Inc. is a non-profit trade association of excess and surplus lines brokerage and underwriting professionals. The TSLA membership includes insurance carriers and industry vendors. The TSLA provides legislative, regulatory, educational, and networking opportunities for their membership.

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TUF SPONSORS

LLOYD'S



2024 MID-YEAR MEETING

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2024 ANNUAL MEETING

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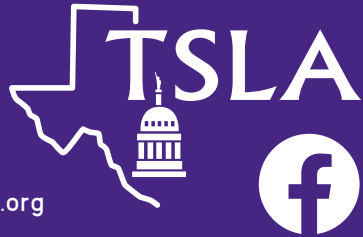
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www.tsla.org

p 512.343.9058

Great Hills Corporate Center
9020-I Capital of TX Hwy N., Suite 370
Austin, TX 78759



GOT PURPLE?