CIT CAPTIVEINSURANCETIMES

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The Bahamas to up its captive game

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The Bahamas's efforts to become a more attractive captive domicile are gaining momentum, with Ryan Pinder, minister of financial services, commenting on the island's plans.

Pinder reportedly said that the Bahamas needs to leverage its existing infrastructure and ultimately develop a niche market—following in the footsteps of fellow Caribbean domiciles Bermuda and the Cayman Islands—to attract more captives.

He also believes that the Bahamas's proximity to the US East Coast could appeal to a number of captives serving small and medium-sized businesses.

Speaking after the annual Captive Insurance Companies Association (CICA) conference, representatives from the Bahamas Financial Services Board (BFSB) and the Insurance Commission of the Bahamas (ICB) described why the domicile's recent progression in the industry makes it an attractive location for potential captive insurers.

Aliya Allen, CEO of the BFSB, attended the conference in Palm Springs with Carl Culmer and Jamell Bodie from ICB.

In a statement, Allen explained that a number of factors have contributed to the Bahamas's progression. She said: "We have taken a number of important and positive legislative and administrative steps and we will continue to do so as a jurisdiction. But this internal groundwork must be balanced with ongoing external initiatives."

"We need a presence at events like CICA to let the market know that we are very much interested in their business and have the capacity and wherewithal to handle it."

Allen also said that the domicile's recent efforts to enhance its captive platform have not gone unnoticed.

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CITINBRIEF

CICA market study highlights captive industry woes

CICA's annual market study has revealed that a quarter of participants will likely place medical stop loss coverage in their captive over the next three years.

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A.M. Best gives A+ to Risk Reinsurance Limited

A.M. Best has affirmed the financial strength rating (FSR) of "A+" and issuer credit rating of "aa-" to Risk Reinsurance Limited (RRL) in the Cayman Islands.

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The Bahamas to up its captive game

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"There has been particular interest in the Bahamas as a domicile for small- and medium-size captives."

She went on to explain that many individuals at CICA said that the accessibility of the Bahamas was a real and distinct advantage given that board meetings for a captive can be held in their domicile of choice.

Earlier this month, Pinder said that work is underway to rebrand the Bahamas as a competitive financial services centre, including identifying key sectors for industry growth and launching a new strategy for captive and international insurance.

The Bahamas was home to just 11 captives at the end of 2011, according to the domicile's CICA listing.

CICA market study highlights captive industry woes

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The survey was drafted and approved by a CICA committee and conducted by the independent consulting firm, Veris Consulting. A summary of the survey results was discussed at CICA's 2013 international conference in Palm Springs.

The majority of respondents were single parent captives (63 percent), followed by segregated cell captives (17 percent), risk retention groups (13 percent), association captives (six percent) and agency captives (one percent).

Placing employee benefits coverage within captives was a popular choice amongst respondees. Alongside stop loss, 20.6 percent of participants admitted they are likely to place accident and health coverage into their captives, and 22.1 percent said that they might place disability benefits over the same period.

The study also highlighted the three biggest challenges in owning a captive according to participants. Retention/growth/expanded utilisation accounted for 20.6 percent of responses; 17.6 percent of participants indicated regulatory issues; and 11.8 percent said collateral.

"These challenges make perfect sense given the continued lackluster economy, the current myriad of international, federal and state regulatory issues, and the ongoing tight lending environment due to current monetary policy," said a statement from CICA.

A growing number of survey participants also reported cyber liability as an additional coverage being placed in their captives. "Most likely because of a lack of availability in the commercial insurance market," added the statement from CICA.

A.M. Best gives A+ to Risk Reinsurance Limited

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The ratings reflect the firm's superior capitalisation and balance sheet strength, profitable results, as well as the strategic role it performs as a captive insurance company for Transpower New Zealand.

Partially offsetting positive rating factors is the source of Transpower's business is limited to hazards—with the potential for a substantial loss for RRL.

The company has experienced extensive earthquake activity within the past 30 months and has exhibited excellent maintenance of adequate surplus levels. The company cedes excess exposure layers to reinsurers with strong FSRs.

RRL does not insure any third-party risks. All investment assets are placed in a conservative and highly liquid portfolio consisting of cash equivalents and bonds.

Investments are restricted to the New Zealand, Australian and US dollar-denominated instruments. RRL benefits from Transpower's strict adherence to the New Zealand regulatory risk management framework, enhanced by its own integration within its parent's risk structure.

RRL benefits from the strong implied support of Transpower, which provides it with additional levels of financial flexibility. It also has the advantage of the dedicated attention of its management team to ensure its sound operation and financial security.

It is unlikely that A.M. Best will upgrade RRL from its current rating level, given its overall business profile. Potential negative rating actions could result if RRL stopped being supported by Transpower with regard to surplus levels.

EIOPA and World Bank sign MoU

The European Insurance and Occupational Pensions Authority (EIOPA) and the World Bank have signed an operational Memorandum of Understanding (MoU) to develop the global insurance sector.

The MoU will enable both organisations to jointly promote a risk-based regulatory and supervisory framework in insurance, as well as the identification of systemic risk and the promotion of consumer protection.

Michel Noel, manager of non-bank financial institutions at the World Bank, said: "[The bank] is pleased to collaborate with EIOPA in promoting global risk-based supervision in insurance, strengthening the insurance regulatory and supervisory architecture for achieving sustainable development in the insurance sector, while fostering policyholders' protection."

"It is our desire that this collaboration will enhance the support from the international community towards these efforts."

Carlos Montalvo, executive director of EIOPA, said: "[The authority] strongly believes that a global business such as insurance demands global solutions, and that in a business built on risk, all parties, but most important consumers, will strongly benefit from risk-based supervision and regulation. To work together with the World Bank towards this aim will be not only a privilege, but also a much needed step in the right, global, direction."

Delaware tribe enters the captive insurance market

The Delaware Tribe of Indians has partnered with Delaware Tribal Financial Services to create a new captive domicile programme.

The Delaware Tribe of Indians domicile—which is essentially an offshore jurisdiction located onshore—enables captive managers to help their clients form corporations in a domestic, low regulation environment with low operating expenses.

Through the use of technology and direct access to regulators and providers, the Delaware Tribe of Indians claims to have built an efficient and highly successful risk-based regulatory environment to promote the needs of its clients with the ease of conducting business swiftly.

A statement said: "Traditionally, the reinsurance industry has been known for 'offshore' Controlled Foreign Corporations (CFCs), which are domiciled in a foreign country but elect to be controlled and operated in the US. The Delaware Tribe of Indians domicile now enables captive insurance managers to help their clients to form corporations in a domestic, low-regulation environment, with favourable capitalisation requirements and low operating expenses. Usual 'offshore' hurdles such as difficulties setting up bank accounts can now be avoided."

Chief Paula Pechonick of the Delaware Tribe of Indians said: "Our programme is much more than an improved process. It is more efficient, digital, and is poised to dramatically change how the reinsurance industry currently conducts business."

Attorney authors third book on captive insurance

Peter Strauss has released his third book on captive insurance aimed at educating physicians on the specific benefits of utilising a captive insurance company.

The Physician's Guide to Captive Insurance Companies provides case studies on how captives can protect medical businesses and their owners.

Strauss' previous books include Captive Insurance Companies for the Small Business Owner and The Definitive Guide to Captive Insurance Companies.

Strauss is the managing member of The Strauss Law Firm and also regularly speaks on captive insurance at professional society meetings, including the American Institutes of Certified Public Accountants and the Hawaii Tax Institute.

Palms Insurance Company gets A ratings

A.M. Best has assigned a financial strength rating of "A (Excellent)" and issuer credit rating of "a" to Palms Insurance Company, which is based in the Cayman Islands.

Palms is a single parent captive that is wholly owned by NextEra Energy Captial Holdings, which in turn is wholly owned by NextEra Energy (NEE).

It accepts insurance risks from NEE and affiliates, providing specialised direct and assumed property and casualty coverage's, workers' compensation, automobile liability and employers' liability, and property risk.

The ratings reflect Palm's excellent risk adjusted capitalisation, history of consistently strong operating performance, sound risk management capabilities and conservative balance sheet strategies.

Partially offsetting the positive ratings is Palms' limited market scope and high net loss potential from a single, severe occurrence relative to surplus.

"Nevertheless, this is somewhat mitigated by the company's excellent loss history, favourable

The British Virgin Islands

The British Virgin Islands' (BVI) legislation provides for the formation and regulation of captive insurers. The application process is seamless; once the established criteria for the issue of a licence has been met a licence to carry on insurance business from within the BVI is issued. Local Insurance Managers provide the necessary expertise.

one of the world's premier domiciles for... *captive insurance* since 1990s

"...the grande dame of captive centres"

BVI Advantages

- Captive insurers and segregated portfolio company formations
- Reinsurance company formations
- Modern robust legislative framework
- Cost effective
- No premium taxes and no corporate income taxes
- Offers a seamless approach to forming captive insurers and reinsurance structures
- Internationally compliant regulatory regime

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geographic spread of risk and the history of support of Palm's strong surplus position by its parent, NextEra Energy Captial Holdings," said a statement from the ratings firm.

A.M. Best rates takaful insurance company

A.M. Best has assigned a financial strength rating of "B+ (Good)" and an issuer credit rating of "bbb-" to National Takaful Company (Watania) PJSC.

Takaful is a type of Islamic insurance where members contribute money into a pooling system to secure each other against loss or damage. Takaful insurance is based on Islamic religious law, sharia, which says that it is the responsibility of individuals to cooperate and protect each other.

Watania was founded in 2011 as a new company providing all lines of non-life takaful business. Medical is the most significant business line, contributing 72 percent of gross written premiums and 81 percent of net premiums in 2012.

The ratings reflect Watania's strong prospective risk-adjusted capitalisation, supported by strong reinsurance protection, a conservative investment strategy and its sound business plan.

"Offsetting rating factors are below target results in 2012 and the execution risk Watania faces in the competitive UAE insurance market," said a statement from A.M. Best.

Watania has entered a very competitive market place, facing pricing pressure from both takaful and general insurance providers, which may present difficulty in achieveing premium volume targets.

A.M. Best explained that any future positive or negative ratings pressures are likely to result from Watania's ability to successfully execute its business plan.

Navigators abandons New York for Connecticut

State governor Dannel Malloy has confimed that The Navigators Group, an international specialty insurance holding company, will move its corporate headquarters and additional operations from New York to Stamford, Connecticut.

The project is expected to create 200 jobs in the state within the next five years.

"Navigators' relocation to Connecticut is great news, not only because it will create hundreds of jobs, but it will also strengthen Connecticut's global reputation as a leader in the insurance industry," said Malloy. "Navigators started in 1974 as a family-owned managing agency specialising in marine insurance and has since grown into an international, diversified specialty insurance group with more than $1.2 billion in annual revenue. Connecticut is looking to attract more companies with this kind of track record for growth and success."

The Navigators Group is an international commercial property and casualty insurance holding company with insurance company operations, underwriting management companies, and operations at Lloyd's.

"When we began to evaluate our options and entered into discussion with the State of Connecticut, we were very impressed not only with the financial package that was offered to us, but by the personal involvement of Connecticut governor Dan Malloy, insurance commissioner Tom Leonardi and economic development commissioner Catherine Smith," said Stanley Galanski, president and CEO of The Navigators Group.

"They made it very clear that Navigators was an attractive, growth-oriented company they wanted to bring to their state, and they succeeded in making a compelling case for us to make the move to Connecticut and become a vital part of the state's world-leading insurance marketplace."

The company anticipates moving its corporate headquarters from Rye Brook, New York, to Stamford by Q4 2013. Navigators may also take additional space in other Connecticut locations to support other operations.

Opting out

CIT talks to Paul Dassenko of Risk Transfer Underwriting about potential exit strategies, collateral stacking and forgetting the past

JENNA JONES REPORTS

How does RTU help captive insurers?

We offer a product that allows captives to exit some of the old lines of business that they might have on their books. Almost every insurance company, including captives, has written long-tail business that will be around for many years to come and sometimes captives may be looking to do something else with the vehicle. For example, when there are mergers or acquisitions, sometimes a company can have more captives than it needs so we give companies a chance to achieve finality on a portfolio of legacy liabilities. Companies might want to shut a captive down, or want its captive to do something else, and there are always a host of reasons why a company might not want to be troubled by the past.

How do captives accrue long-tail liability exposures, and what solutions does RTU offer?

A company will have decided at some point to write third-party liability through its captive and as a result of that will have these liabilities.

Most frequently, RTU is asked to cover legacy workers' compensation liability. Many companies hold workers' compensation on a self-insured basis, directly on balance sheet, through their own captive, a group captive, a shared captive, a rented captive or some other vehicle, and we can help with any of these approaches. But at some point after 10 or 15 years, a company may not want to be bothered with the administrative burdens of legacy and their potential deterioration. The collateral may be a troubling issue or for any number of other reasons a company may wish to forget about its past.

Is exiting these lines a very difficult process? Or could a captive do it on its own?

It isn't a difficult process, and most captives I know are perfectly capable of looking after these liabilities themselves. In fact, some of the entities that own captives are frankly much more capable and knowledgeable about their own book of business than the insurance carriers offering first dollar coverage out there. But at some point, a company may want to restructure, achieve finality, shut the captive down or even re-launch the captive to do something else, and in all of those instances, it's sometimes the objective to get beyond what was done years ago.

What other classes/lines of business can RTU transfer for captives?

We can take anything that has certain a number of years for it to play out, so if the assets supporting a captive are there and available to pay them out over several years' time, then we could help with that.

We can help with general liability, auto liability and workers' compensation. We are also happy to look at hospital, medical and nursing home malpractice, and we've even priced a few companies that deal with builders' risk, including construction defects. Anything that has duration—a longer period of time over which the liabilities are expected to pay out—that would be of interest to us. First party doesn't really suit us.

How does RTU work with a captive insurer to transfer liabilities?

If a captive approaches us, either directly or through its captive management company, we then ask them to send us underwriting information, which would frequently include an actuarial report and current loss runs. We will then offer an indicative quote and if that quote is interesting, if the price that we're offering looks like something at which they would be willing to transact and move on, then we will go into due diligence where we will do a thorough review of the claims that are in the portfolio. Following due diligence, if our price is within a very limited range of our indicative quote, we would expect to transact.

Ultimately, our interests are completely aligned with the buyer. We want to do the transaction, so we understand that it is going to have to be a value add transaction at the right price, offering the right solution. We will be striving for a suitable price that will make the transaction go.

The difference in RTU's product, as opposed to prospective insurance or reinsurance, is that we are looking to cover loss history that already exists.

If a company is looking at prospective insurance, insurance for future exposures, then that's very different from pricing our product. When pricing a prospective product an underwriter could often say that he or she could do it for 10 or 15 percent less if necessary to meet a self-insured's' objectives. Such an approach is possible on prospective business because the prices are within a reasonable range of expected future outcomes.

But with legacy, those losses have already been incurred and we can make projections on a more narrow range based on what's already in the legacy portfolio. We have a pretty good idea of where a portfolio of legacy workers' compensation business is going to end up.

So the only pricing discussion with RTU will revolve around inflation factors, for example, in workers' compensation for medical inflation, as well as a discussion about the amount of time we think we will have these assets to invest and use to pay the claims. Those are the factors that might be negotiable and might be subject to back and forth. But the actual claims are locked in, especially when they are three years old and older.

RTU's services also prevent 'collateral stacking'. How can this affect a captives performance?

Sometimes captives are required to hold collateral for reserves so that they can meet their obligations and this is particularly true with workers' compensation. The regulatory authorities will require collateral whether it's held in a captive or on a self-insured basis without a captive vehicle.

Collateral stacking—especially when we first started coming up with the idea for RTU—was very hard to get in the aftermath of the financial crisis. Collateral is now much easier for companies to acquire. But if captives have collateral that is backed by cash then we can take that pressure away. To the extent that the collateral is greater than the expected reserve position or the expected ultimate reserves needed, then there may be an immediate benefit and an immediate drop of profit to the bottom line if they transact with RTU.

What other services does RTU offer to captive insurers?

RTU offers a strictly financial product. We're a little agnostic about where the claims are managed. We're perfectly happy to have the claims managed with the same third-party administrators as always. Many captives or self-insurance vehicles prefer to have no change in the way claims are handled. We're offering a way to clean up the balance sheet and not seeking to sell claim services.

We have quickly built up a reputation for being very flexible. We initially started out focusing almost entirely on workers' compensation, but because we are flexible and because we are able to take a new look at any number of other liability lines, we've started to see a lot of requests for lines of business other than workers' compensation and have therefore expanded our brief considerably. CIT

Paul Dassenko
President and CEO
Risk Transfer Underwriting

Connect more

CIT takes a look at the island of Malta to find out more about EU passporting its progressive regulatory position, and Europe's ability to attract business

JENNA JONES REPORTS

Following EU accession in 2004, Malta has witnessed a steady— if slow—influx of captive insurance companies and developed a reputation as an up-and-coming European destination.

As of March this year, Malta is home to 11 captive insurance companies—also known as affiliated insurance companies in Maltese law—according to Malta Financial Services Authority (MFSA) statistics.

Matthew Bianchi, partner at GANADO Advocates, says that the Maltese insurance industry in general has been rapidly growing since the early 1990s.

"There has long been political awareness that financial services (including the insurance industry) should be one of the pillars of Malta's economy. The financial services sector now accounts for circa 12 percent of Malta's gross domestic product."

With financial services firmly engrained in the ethos of the economy, Malta is serious about competing in the space. Robert Aquilina, head of the communications unit at the MFSA, thinks that Malta's recent success is also due to a sound regulatory and legal system and an attractive tax scheme.

He adds: "[Malta's] ongoing success is due to adopting innovative and proactive legislation whilst maintaining high regulation standards."

Bianchi also highlights that Malta is the only full EU member state to offer protected cell company (PCC) and incorporate cell company (ICC) legislation, as well as an extensive double taxation treaty network covering more than 60 countries.

"Malta's re-domiciliation regulations also allow captives to seamlessly transfer its seat to or out of Malta, without any break in the company's corporate existence or the need to re-execute any insurance policies or other contracts."

Big hitters

John Tortell, vice president at USA Risk Group in Malta, says that warranty business has proved to be a popular line for the island's insurers.

Malta is also the domicile of choice for the captives of big name companies such as Vodafone, Peugeot and Renault. According to Bianchi, the island is consistently leading as one of the most cost-efficient domiciles for captives.

He says that Malta's proximity to mainland Europe and the GMT timezone are added benefits. "Malta provides captives with top professional services as most of the top international insurance managers have all been established in Malta since EU accession."

Aquilina also stresses the selection of vehicles that captives in Malta can choose from. He explains that a captive can operate as a direct insurance company, whereby it issues policies to subsidiaries in a group, or it may serve as a reinsurance company, where it assumes risks behind commercial insurers. He says: "The captive solution in Malta may be taken as a standalone company form or as a cell in the structure of PCCs or ICCs. PCCs segregate assets and liabilities permitting a greater level of management control and reduced operational costs."

"An advantage to the owner of a PCC is that a cell writing insurance business can use the core non-cellular capital of the PCC to satisfy minimum guarantee fund requirements and capital requirements as envisaged by EU directives. Whereas ICCs have distinct cells each with separate juridical personality, thus reducing legal complexities. They also offer an alternative risk management structure with advantages relating to potential cost savings due to pooling of resources."

Aquilina believes that PCC and ICC vehicles attract captives to Malta, as it is one of the very few EU member states that allow such structures.

You are what you are

Although Europe as a whole is lagging behind the likes of the US and the Caribbean in terms of captive business, Aquilina predicts that its countries will increase their appreciation of the captive vehicle as the world becomes more aware of risk.

He says: "Continental European [domiciles] will increasingly appreciate the use of captives and other risk transfer vehicles in a world which is increasingly becoming conscious about risk prevention and mitigations as well as the increasing costs associated with the management of risk."

At the country level, companies have a lot of choice in Europe and could be forgiven for overlooking Malta in favour of the more established European domiciles such as Luxembourg and Guernsey. But Bianchi feels that companies should reach out to the island as its regulatory regime recognises the particular nature of captives.

"Captives are allowed a fast-track licensing process and as Malta is a full EU member state captives established in Malta may write business directly throughout the EU by passporting its services into all other EU member states."

Taking the lead

With the implementation of the Solvency II Directive looming, the likes of Malta are pushing forward with the regulation.

Explaining the MFSA's dedication to the cause, Bianchi says: "It has set-out the ground-work to best prepare re/insurance undertakings and captives for the full implementation of the Solvency II Directive in due course. The MFSA has issued a number of guidance notes and papers related to the requirements arising under Pillar II of the directive, including papers relating to corporate governance and the risk management function." "Furthermore, the MFSA has been asking insurance undertakings to carry out a calculation and examination of their minimum capital requirement and solvency capital requirement under Pillar I of the directive."

Aquilina also highlights the fact that a section of the MFSA website has been dedicated to Solvency II—where all relevant material and guidance papers are posted for the benefit of licence holders. He adds that individual attention is also being given to captives and their managers.

As well as an efficient regulatory framework, Tortell explains that the MFSA has also been the major influence on captives in Malta.

Bianchi describes the approach of the MFSA as firm but flexible, encouraging informal discussions at all levels with all captive applicants and market participants.

"The regulator is always active in the market and regulates the industry sector in a prudent and sound manner, in order to ensure that Malta upholds its reputation as a reliable domicile for business of insurance, including captives. The MFSA has also been at the forefront of the insurance market, by providing training to the industry and hosting market discussions with the industry," adds Bianchi.

While Aquilina believes that Malta is an attractive option for domiciling captives that operate in the EU, he acknowledges that "on the other hand, captives that are not operating within the EU may prefer offshore domiciles that may have a lighter regulatory regime. This scenario is however changing rapidly following the financial crisis."

Bianchi also states that as an EU member state, Malta applies the own funds rules that are applicable to EU insurance and reinsurance undertakings, aswell as captives.

These requirements, Bianchi adds, are usually higher than those required in offshore centres.

Tortell concludes that it would be arrogant of him to state that there are no drawbacks to domiciling in Malta.

"However I cannot single out any major drawback. This does not mean there are no hitches in the system, however, we have always worked to solve the problems and move ahead." CIT

2013

03 March

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RIMS 2013 Annual Conference & Exhibition

Location: Los Angeles
Date: 21-24 April 2013
www.rims.org/rims13/

You'll take away new strategies from thought-provoking speakers, top-quality sessions and the latest industry innovations. Whether you risk responsibilites include implememnting an enterprise risk management programme, attacking cyber risks or exploring your organisation's risk appetite, RIMS '13 is for you.

Captives and Corporate Insurance Strategies Summit

Location: Toronto
Date: 22-23 May 2013
www.captivesinsurance.com

Tailor your insurance coverage to your corporate needs; minimise the risk and long-term insurance cost to your organisation.

Airmic Conference 2013

Location: Brighton
Date: 10-12 June 2013
www.airmicconference2013.com

From 10-12 June 2013, the Airmic Conference 2013 will open its doors to over 800 UK industry buyers and sellers of the insurance market seeking to keep up-to-date with trends, discover new service providers, learn and network with their peers, and be inspired by our keynote speakers.

Western Region Captive Insurance Conference

Location: Arizona
Date: 10-13 June 2013
www.westerncaptiveconference.org

The next conference for the Western Regional Captive Assocation will be held in Arizona in May of 2013. The exact dates and locations will be determined in the near future. Please mark you calendar in pencil for this event. There will be no conference in 2012 due to scheduling of other captive conferences and the date of the 2011 WRCIC late in the year. Missouri will host the conference in 2014.

Industry appointments

Mark Vaughan has been appointed as the new deputy head of reinsurance at Beazley.

Vaughan joins Beazley from Catlin, where he was senior class underwriter on the reinsurance team. He brings more than 19 years of experience in the insurance industry to his new role.

Patrick Hartigan, head of Beazley's reinsurance division, said: "I am delighted that Vaughan has joined the Beazley team. Vaughan has a deep understanding of the reinsurance market and a strong track record in building new business. He has a great reputation in the broker market and will play a key role in helping us achieve our growth objectives."

The British Insurance Brokers' Association (BIBA) has hired **Steve White**, who is currently head of compliance and training, to the post of chief executive, with effect from 1 May 2013.

White joined BIBA in 2004 and has spent over 35 years in the insurance industry, previously working at the Guardian Royal Exchange Group, the General Insurance Standards Council and the Financial Services Authority.

Graeme Trudgill, who is BIBA's head of corporate affairs, has been promoted to the main board of BIBA. He will take the post of executive director reporting to Steve White, also effective from 1 May 2013.

Richard Nash, a specialist in global property and casualty programme design and placement for UK and European corporates, has joined Miller Insurance Services.

Nash joins Miller from Gibbs Hartley Cooper, where he held the role of senior vice president. He has more than 25 years of experience of working with UK and European multinationals with a specific emphasis on captive reinsurance.

Ken MacDonald, head of corporate risks at Miller, said: "We are continually enhancing our global programme design and placement capabilities and Nash's market leading skills and depth of experience will help us achieve this goal."

Insurance law firm Nelson Levine de Luca & Hamilton has hired **Nicholas Bacon**. He has joined the firm as director of its international markets, to be based primarily in London.

Bacon will work with the firm's leadership and attorneys to advance Nelson Levine's growth and presence in London, Bermuda, Europe and other international markets.

He will also provide insight and direction to insurers and reinsurers that are confronted with emerging industry issues such as the evolving distribution model for insurance product in the international markets.

"As a former senior insurance executive with decades of experience in the international market, Bacon has the ability to help Nelson Levine work with insurers on how best to meet the constantly evolving challenges confronting this industry," said Mike Nelson, chairman of Nelson Levine.

"The international insurance market's evolution is an area of significant focus for Nelson Levine. Bacon will play a vital role in helping the firm position itself and will provide much needed consulting to carriers on these issues."

Bacon spent the majority of his career at Marsh. In his most recent role as CEO of Bowring Marsh, the company's specialist international placement broking division, he established a network of professional brokers in London, Bermuda, Zurich, Singapore, Dubai, Miami, and elsewhere in Europe, Asia and South America.

Thomas Wittbjer was elected chair of the Captive Insurance Companies Association's (CICA's) board of directors during the association's annual international conference in Palm Springs.

In 2002, Wittbjer joined Deutsche Bank to head up its captive operations and served as CEO of its life insurance company. Since 2006, he has been CEO of an insurance joint venture between IKEA and IKANO.

The CICA board of directors also elected **Scott Beckman** as vice chair. He is also vice president of claims at ISMIE Mutual Insurance Company and is based in Chicago.

Ryan Ralston, senior consultant for Spring Consulting Group, was elected as secretary/treasurer, while **Michael Bemi**, president and CEO of the National Catholic Risk Retention Group, and Alice West, director of insurance at Safeway, also joined the CICA board of directors.

Jerry Messick, managing director of Elevate Captives, has been named president of the newly formed Oklahoma Captive Insurance Association (OCIA).

Messick believes the OCIA will further the interests of Oklahoma as a progressive domicile. He has also confirmed that captive legislation has made its way through congress in Oklahoma.

He said: "Oklahoma is desiring to be a preferred captive domicile. The revised legislation has passed the House and Senate and now sits on the floor. We are hopeful the legislation will be sent to the governor and signed."

"The board will consist of service providers and captive owners. We will be launching the OCIA website shortly, so stay tuned for further information." **CIT**

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