



Montana Captive  
Insurance Association, Inc.

**Fifth Annual Conference**  
Grouse Mountain Lodge · Whitefish, MT  
July 19-21, 2010

***Discover All of the Captive Opportunities  
Under Montana's Big Sky***

**Early Conference Sponsors**

**GALUSHA  
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A PROFESSIONAL CORPORATION OF  
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**PRESIDIO**

**Maple  
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*...building technology solutions to grow your business...*

**Morgan Stanley  
Smith Barney**

## CONFERENCE OVERVIEW

*Since the passage of captive legislation in 2001, Montana has positioned itself as one of the country's top captive domiciles. This conference features faculty consisting of key state captive insurance regulators, national industry leaders, and expert service providers to bring you the most up-to-date and valuable information on industry trends and niche opportunities.*

## WHO SHOULD ATTEND

- Captive/RRG Owners  
(both in Montana and those considering re-domestication)
- Corporate Risk Managers, CFOs and CEOs
- Captive Managers
- Brokers/Consultants
- Accountants/Actuaries
- Attorneys
- Other Professional Service Providers

## WHITE WATER RAFTING TOUR

Explore Glacier National Park via a whitewater rafting trip down the Flathead River, offering tranquility amidst spectacular scenery. The class two and three rapids are fun and splashy but are not dangerous and do not require prior rafting experience. This is an optional event and a separate fee applies.

## ADDITIONAL INFORMATION

### Getting to Whitefish

It's easy! Grouse Mountain Lodge is located one mile west of Whitefish on Hwy 93. Glacier Park International Airport (FCA) offers frequent flights daily and is conveniently located 15 minutes from Whitefish and Grouse Mountain Lodge. Glacier Park International Airport is serviced by Delta/Sky West, Horizon/Alaska Air, United Airlines and Allegiant Air.

### Special Needs

If you require special accommodations and/or food preparation to fully participate in the conference, please notify MCIA headquarters prior to your arrival and we'll make sure your stay is as enjoyable as possible.

### Conference Dress

The dress for this conference is business casual.

### Still Have Questions?

Contact MCIA Headquarters at 866.388.6242

### Not an MCIA Member?

You should be! Montana is serious about captives and MCIA is dedicated to promoting a vibrant captive insurance industry within the domicile. Join now and receive substantial discounts on conference registration fees and sponsorship opportunities!

For membership information call 866.388.6242 or visit [www.mtcaptives.org](http://www.mtcaptives.org)!

## HOTEL ACCOMMODATIONS

Grouse Mountain Lodge  
2 Fairway Drive  
Whitefish, MT 59937  
800-321-3490  
[www.grousemountainlodge.com](http://www.grousemountainlodge.com)

Montana's most elegant resort, Grouse Mountain Lodge, located at the doorway of the majestic Glacier National Park, will host MCIA's Fifth Annual Conference.

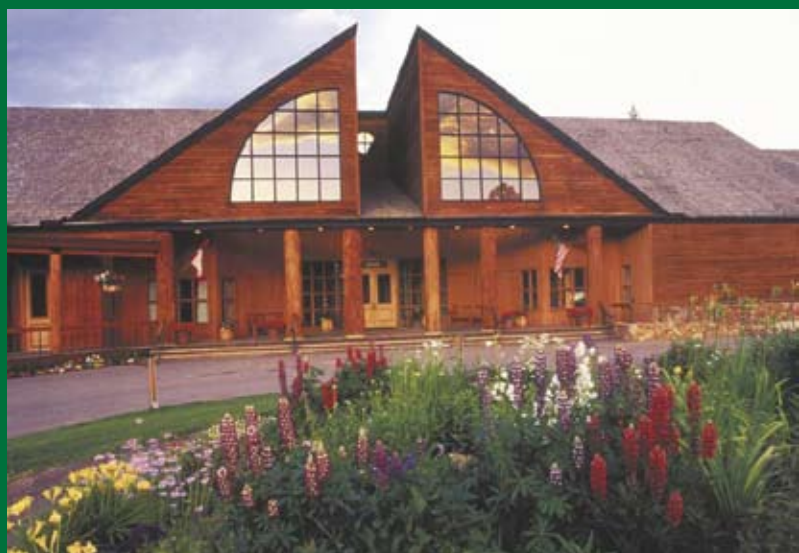
MCIA has negotiated a special rate of \$199 + tax per night.

Attendees will make their reservations directly with the hotel by calling 800.321.8822. One night's deposit is required when making a reservation and is refundable up to 14 days prior to arrival. Cancellations or changes in length of stay received less than 14 days prior to arrival will result in your credit card being charged the entire stay and is non-refundable.

Make your reservations EARLY! MCIA's specially discounted room rate at this hotel will end on June 21, 2010. After this date we can no longer guarantee a room at the host hotel or the discounted rate.

Check-in time is 4:00 pm and check-out time is 11:00 am. If you require early check-in or late check-out, please notify hotel by calling 800.321.8822.

You can learn more about this fantastic hotel at [www.grousemountainlodge.com](http://www.grousemountainlodge.com).



# SCHEDULE OF EVENTS

*Specific program schedule is subject to change. The current program schedule can be accessed on-line at [www.mtcaptives.org](http://www.mtcaptives.org)*

## Monday, July 19, 2010

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8:00 a.m. to 4:00 p.m.      **White Water Rafting Tour**

5:00 p.m. to 6:30 p.m.      **Welcome Reception**

## Tuesday, July 20, 2010

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8:00 a.m. to 9:00 a.m.      **Networking Breakfast**

9:00 a.m. to 9:10 a.m.      **Welcome Remarks**

SPEAKER: Brenda Olson, Chairwoman  
Montana Captive Insurance Association  
President, ORG Captive Management

9:10 a.m. to 9:30 a.m.      **A View From the Commissioner's Chair**

The state's insurance commissioner will share some highlights from her first 18 months on the job and discuss how she views the evolution of Montana's captive insurance industry.

SPEAKER: Monica Lindeen  
State Auditor/Insurance Commissioner  
State of Montana

9:30 a.m. to 10:00 a.m.      **MCIA Legislative Initiative Preview**

This session will provide a preview on improvements to Montana's captive statute that MCIA intends to promote during next year's legislative session. Feedback from attendees will be invited.

SPEAKER: Dick Goff, Director  
Montana Captive Insurance Association  
Managing Member, The Taft Companies

10:00 a.m. to 10:45 a.m.      **Managing Legacy Liabilities – Effective Portfolio Run-Off Strategies in the Current Economic Climate**

With the current credit crunch, CAT losses, and possible market consolidations, the consensus is that captive managers will be looking carefully at their books of business and some less profitable lines will be placed in run-off. This presentation will provide an overview of the run-off industry, various run-off strategies and the commutation process.

SPEAKER: Greg Lang  
Senior Vice President  
Munich Reinsurance America, Inc.

# SCHEDULE OF EVENTS

10:45 a.m. to 11:00 a.m.

## **Networking Break**

11:00 a.m. to 12:00 p.m.

## **Captive Governance: The Model Audit Rules and Other Corporate Regulatory Hurdles for Captives and Risk Retention Groups**

The Model Audit Rules have been in effect since January 1, 2010, and the economic climate and recent scandals (AIG, credit default swaps, bailouts, etc.) have resulted in significantly increased regulatory oversight of all insurance companies, including captives and risk retention groups. This affects not only the companies themselves, but also their owners, directors and officers. This panel will explore the full scope of current governance issues and challenges, and present common pitfalls and strategies for compliance.

**PANELISTS:** Kevin Doherty, Partner  
Burr Forman, LLP  
Cori Cook, VP & General Counsel  
EBMS  
Don Rousso, President  
Alta Holdings, LLC  
Tony Vanorny, CPA  
Junkermier, Clark, Campanella, Stevens, P.C.

12:00 p.m. to 1:15 p.m.

## **Networking Luncheon**

1:30 p.m. to 2:30 p.m.

## **Bringing Your Protected Cell Captive to Montana**

A top legal expert teams up with the state's top captive regulator to discuss what you need to know to successfully set up protected cell captives (PCCs) in Montana.

**SPEAKERS:** Michele Braukmann  
Attorney/Shareholder  
Moulton Bellingham PC  
Steve Matthews  
Captive Insurance Coordinator  
Montana State Auditor's Office

2:30 p.m. to 3:30 p.m.

## **SAPpy GAAP and IFRS on the Horizon: Implications for Insurance Company Financial Statements**

The basis for insurance company financial statement presentation is in a state of flux. Learn about the key differences between Statutory Accounting Principles, Generally Accepted Accounting Principles, and the emerging International Financial Reporting Standards as they relate to captive and RRG financial reporting. Find out what you should be doing now to prepare for the changes in store.

**SPEAKERS:** Brenda Olson  
President  
ORG Captive Management  
David Roberts  
Audit Partner  
Saslow Lufkin & Buggy, LLP

3:30 p.m. to 3:45 p.m.

## **Networking Break**

# SCHEDULE OF EVENTS

3:45 p.m. to 4:30 p.m.

## **You Have Been Named an Independent Captive Insurance Company Director— Now What?**

Two experienced independent captive company directors offer their insight on what other independent directors should know and their unique role in corporate governance and what qualifications captive insurance companies should be looking for when considering independent director candidates. The speakers for this session both have experience as insurance regulators so they bring this unique perspective as well.

**SPEAKERS:** Bob Durand  
Durand Consulting, LLC  
John Huth  
Independent Captive Director

4:30 p.m. to 6:00 p.m.

## **Networking Reception**

## **Wednesday, July 21, 2010**

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8:00 a.m. to 8:30 a.m.

## **Networking Breakfast**

8:30 a.m. to 9:15 a.m.

## **Federal Legislative Update**

The self-insurance/ART industry lobbyist provides an update on federal legislative/regulatory developments affecting captive insurance companies/RRGs.

**SPEAKER:** Cliff Roberti  
Director of Government Relations  
Self-Insurance Institute of America, Inc.

9:15 a.m. to 10:00 a.m.

## **New Risk Based Capital Requirements for Montana Captives/RRGs**

Last year the Montana Legislature made changes to its captive statute addressing risk based capital (RBC) requirements among other provisions. This session will highlight these RBC changes with specific reference to waivers for qualified RRGs and recent developments with NAIC's Risk Retention Group (E) Task Force.

**SPEAKER:** Christina Kindstedt  
Vice President  
Willis Captive Practice

10:00 a.m. to 10:15 a.m.

## **Networking Break**

10:15 a.m. to 11:30 a.m.

## **The Montana Domicile — 2010 and Beyond**

Montana's principal captive regulators detail activity in the domicile during 2010 and discuss how they see Montana positioned for the future with regard to new captives coming to the state.

**SPEAKERS:** Steve Matthews  
Captive Insurance Coordinator  
Montana State Auditor's Office  
Tal Redpath  
Captive Insurance Examiner  
Montana State Auditor's Office

11:30 a.m.

## **Conference Concludes**

***Only Montana offers the best business  
climate for captive programs  
AND the most spectacular scenery.***

***Join us for the  
MCIA Networking Adventure!***



# 5<sup>TH</sup> ANNUAL CONFERENCE REGISTRATION FORM

July 19-21, 2010 · Grouse Mountain Lodge · Whitefish, MT

Please type or print all information requested below, as this information will be used to produce your conference name badge and update our records. For multiple registrations, please photocopy this form and submit a separate form for each registrant.

Conference Registration Fees	Early Bird (Received by 4/30/10)	Regular (Received 5/1/10-7/16/10)	Onsite (Received after 7/16/10)
MCIA Member (Primary registrant)	\$595	\$725	\$795
MCIA Member (each Add'l Registrant) Same Firm	\$525	\$625	\$650
Non-Member	\$895	\$1,055	\$1,195
Spouse/Guest	\$150	\$150	\$150
White Water Rafting Trip	\$125	\$125	\$125

FULL NAME: \_\_\_\_\_  
 NAME FOR BADGE: \_\_\_\_\_ JOB TITLE: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_  
 CITY, STATE, ZIP: \_\_\_\_\_  
 PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_  
 EMAIL: \_\_\_\_\_ WEBSITE: \_\_\_\_\_  
 SPOUSE/GUEST NAME: \_\_\_\_\_

### TOTAL YOUR CONFERENCE REGISTRATION FEES FROM ABOVE HERE:

Registration \$ \_\_\_\_\_  
 Spouse/Guest (defined as attendee's spouse/significant other) \$ \_\_\_\_\_  
 White Water Rafting (8:00 a.m. – 4:30 p.m. on 7/19/10) \$ \_\_\_\_\_  
**Total** \$ \_\_\_\_\_

### PLEASE GUARANTEE MY CONFERENCE REGISTRATION BY:

Enclosed is my check made payable to MCIA in US funds \$ \_\_\_\_\_

Please charge the following:  Visa  MasterCard  AMEX  Discover

CREDIT CARD NUMBER: \_\_\_\_\_

EXPIRATION DATE: \_\_\_\_\_ VAL CODE (last 3 digits on card back: AmEx - 4 digits on card front): \_\_\_\_\_

CARDHOLDER'S NAME: \_\_\_\_\_

BILLING ADDRESS: \_\_\_\_\_

CITY, STATE, ZIP: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

**CANCELLATION POLICY:** Written cancellations received on or before June 11, 2010 will receive a 50% refund. Due to hotel & staffing commitments all cancellations received after June 11, 2010, and all no-shows are not eligible for a refund.

## GROUSE MOUNTAIN LODGE

2 Fairway Drive  
 Whitefish, MT 59937  
 Phone: 406.862.3000  
 Fax: 406.862.0326

[www.grousemountainlodge.com](http://www.grousemountainlodge.com)

MCIA has negotiated a special rate of \$199 + tax per night.

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Montana Captive Insurance Association, Inc.

### FOUR EASY WAYS TO REGISTER!

**1. Mail:**  
 MCIA  
 1302 24<sup>th</sup> St. West #303  
 Billings, MT 59102-3861

**2. Phone:**  
 Call Toll Free  
 866.388.6242

**3. Online:**  
 Visit  
[www.mtcaptives.org](http://www.mtcaptives.org)

**4. Fax:**  
 864.962.2483



# MCIA Annual Conference SPONSORSHIP OPPORTUNITIES

*If you're looking for a way to gain exposure with conference registrants and position your company as an industry leader, then add a sponsorship to your marketing plan. Becoming a sponsor is a cost-effective and targeted tool that can help your company accomplish its marketing and sales goals.*

## **GRIZZLY SPONSOR** (exclusive).....Member \$5,000..... Non-Member \$7,500

- 3 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo listed as Grizzly Sponsor on all printed marketing materials
- Company logo with link listed as Grizzly Sponsor on all email marketing communications
- Company logo with link listed as Grizzly Sponsor on the homepage of MCIA website and conference home page
- Company logo with listing as Grizzly Sponsor in the official conference program
- Company logo on the cover of the official conference program
- Company logo listed as Grizzly Sponsor at receptions, breakfasts, lunches, and breaks
- One full page, full color advertisement on the back cover of the official conference program
- One pre AND post conference mailing (all fees and postage costs waived, max 1 oz. mailing)
- Complimentary 6' table for display during evening networking reception on days 1 & 2 (table top displays only — all materials must fit on table)

## **BIG HORN SPONSOR**.....Member \$3,500..... Non-Member \$6,000

- 2 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo listed as Big Horn Sponsor on all printed marketing materials
- Company logo with link listed as Big Horn Sponsor on the homepage of MCIA website and conference home page
- Company logo with link listed as Grizzly Sponsor on all email marketing communications
- Company logo with listing as Big Horn Sponsor in the official conference program
- One full page, full color advertisement on the inside front cover of the official conference program (based on availability)
- Company logo listed as Big Horn Sponsor at receptions, breakfasts, lunches, and breaks
- One pre or post conference mailing (all fees and postage costs waived, max 1 oz. mailing)
- Complimentary 6' table for display during continental breakfast on day 2 & 3 (table top displays only — all materials must fit on table)



# MCIA Annual Conference SPONSORSHIP OPPORTUNITIES



## **FRONTIER SPONSOR**..... Member \$2,000..... Non-Member \$4,500

- 1 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo listed as Frontier Sponsor on all printed marketing materials
- Company logo with link listed as Frontier Sponsor on the homepage of MCIA Annual Conference home page
- Company logo with listing as Frontier Sponsor in the official conference program
- Company logo listed as Frontier Sponsor at receptions, breakfasts, lunches, and breaks
- One full page, black & white ad to run in the official conference program
- One pre or post conference mailing (processing fee waived, sponsor responsible for postage)

## **LANYARDS**..... Member \$1,500..... Non-Member \$2,500

- Company name and logo prominently displayed on official conference lanyard worn by conference registrants (sponsor is responsible for all lanyard production costs in addition to the sponsorship fee)
- Registrations at reduced rate

## **HOTEL KEY CARDS**..... Member \$1,500..... Non-Member \$2,500

- Company name and logo prominently displayed on hotel key cards given to each attendee upon check-in (sponsor is responsible for all production costs in addition to the sponsorship fee)



# MCIA Annual Conference ADVERTISING OPPORTUNITIES

## ADVERTISING OPPORTUNITIES:

Inside Back Cover (full color).....	Member-\$750.....	Non-Member-\$1,000
Full Page Ad (black & white).....	Member-\$500.....	Non-Member-\$750
Half Page Ad (black & white).....	Member-\$350.....	Non-Member-\$600

### Ad Specs:

Full Page, 7.5”(w) x 10.5”(h)

Half Page 7.5”(w) x 5”(h)

Artwork is due no later than June 10, 2010 and should be emailed to [jmiller@mtcaptives.org](mailto:jmiller@mtcaptives.org) in high resolution PDF format.

***To check availability or to reserve a sponsorship or advertising opportunity, please call 866.388.6242 or visit [mtcaptives.org](http://mtcaptives.org).***



**Discover exposure and networking opportunities  
as exceptional as the Montana landscape.  
Get involved today!**

# 2010 MCIA Annual Conference SPONSORSHIP & ADVERTISING RESERVATION FORM

Company Name \_\_\_\_\_  
 Contact \_\_\_\_\_  
 Title \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_ Website \_\_\_\_\_

## PLEASE RESERVE THE FOLLOWING:

SPONSORSHIP OPPORTUNITIES		
Please Reserve:	Member	Non-Member
Grizzly Sponsor	<input type="checkbox"/> \$5,000	<input type="checkbox"/> \$7,500
Big Horn Sponsor	<input type="checkbox"/> \$3,500	<input type="checkbox"/> \$6,000
Frontier Sponsor	<input type="checkbox"/> \$2,000	<input type="checkbox"/> \$4,500
Lanyards	<input type="checkbox"/> \$1,500	<input type="checkbox"/> \$2,500
Hotel Key Cards	<input type="checkbox"/> \$1,500	<input type="checkbox"/> \$2,500

ADVERTISING OPPORTUNITIES		
Please Reserve:	Member	Non-Member
Inside Back Cover	<input type="checkbox"/> \$750	<input type="checkbox"/> \$1,000
Full-page Ad	<input type="checkbox"/> \$500	<input type="checkbox"/> \$750
Half-page Ad	<input type="checkbox"/> \$350	<input type="checkbox"/> \$600

## PAYMENT INFORMATION

Total Amount Due: \$ \_\_\_\_\_  
 Enclosed is my check made payable to MCIA in US Funds.  
 Please charge the following:  VISA  MasterCard  AMEX  Discover  
 Card# \_\_\_\_\_  
 VAL Code (Visa/MC/Discover - last 3 digits on card back; Amex — 4 digits on card front ) \_\_\_\_\_  
 Card in the Name of \_\_\_\_\_  
 Billing Address \_\_\_\_\_  
 Exp Date \_\_\_\_\_  
 Signature \_\_\_\_\_

## NOTE

Sponsorship and Advertising Reservations are made on a first-come, first-serve basis based on the date your Reservation Form is received. Reservation Forms will not be processed unless accompanied by payment in full.

## CANCELLATIONS

All Sponsorship and Advertising Fees are non-refundable.



**QUESTIONS?** Please call MCIA at 866.388.6242 or visit [www.mtcaptives.org](http://www.mtcaptives.org).

**Please return completed form with payment to:  
 MCIA • 1302 24<sup>th</sup> St. West #303 • Billings, MT 59102-3861 • Fax: 864.962.2483**



**Don't let this extraordinary educational  
and networking event fly by.**

***Register TODAY at [www.mtcaptives.org](http://www.mtcaptives.org)!***



Montana Captive  
Insurance Association, Inc.  
1302 24<sup>th</sup> St. West #303  
Billings, MT 59102-3861

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