

BERKLEY REGIONAL SPECIALTY INSURANCE COMPANY

BRSIC is a national, non-admitted excess and surplus lines insurance company offering coverage for low-to-moderate hazard commercial general liability, including liquor liability, property and inland marine exposures.



A BERKLEY
COMPANY



OUR MISSION

'*Surplus Lines Simplified*' – To be the surplus lines insurance carrier of choice for select W. R. Berkley Regional Company independent agents.

COMPANY DESCRIPTION

Formed in 2005, BRSIC provides access to the low-to-moderate hazard commercial surplus lines market for select agents of W. R. Berkley Corporation member companies, resulting in time and cost savings for its retail producers as well as their customers. Our current product line consists of commercial general liability, including liquor liability, which comprises approximately 80% of premiums written, with commercial property and inland marine representing 20%. BRSIC's unique business model and value proposition result in preferred account placement. In addition to the home office in Scottsdale, Arizona, underwriting offices are located in Arizona, Connecticut; Iowa; Mississippi; Oklahoma; Texas; Virginia; and, Washington.

VALUE PROPOSITION

We distinguish our organization from the competition through a commitment to developing intimate customer relationships and a passion for delivering superior customer service using the following core differentiators:

Direct Non-Admitted Carrier Relationship

Underwriting, claims and home office.

Direct Bill Capabilities

Includes payment plan options.

Superior Customer Service

Focus on customer needs – independent agency representatives and policyholders.

Compensation

We pass along business acquisition savings through a strong commission structure.

Comprehensive Risk Solution

We are housed within other Berkley Regional companies, allowing us to offer total risk solutions.

FINANCIAL HIGHLIGHTS

Berkley Regional Specialty Insurance Company is rated as a member of Berkley Regional Insurance Group by A.M. Best.

BERKLEY REGIONAL SPECIALTY INSURANCE COMPANY

A.M. Best Rating A+ (Superior)

Financial Size Category X

Standard & Poor's Rating A+ (Strong)



PAUL S. MCAULIFFE

President & CEO

Paul joined BRSIC in 2009 from Acadia Insurance Group, a W. R. Berkley member company, where he served as Senior Vice President and Chief Operating Officer. Prior to joining Acadia in 2001, Paul was a Territory Manager and Regional Underwriting Manager for a major insurance company.



DISTRIBUTION

We distribute our products through a limited number of specially selected independent retail agencies currently representing the W. R. Berkley Regional companies. Our national footprint covers 220 producer contracts in 43 states with an average of 5 representatives per state.

ABOUT W. R. BERKLEY CORPORATION

W. R. Berkley Corporation, founded in 1967, is one of the nation’s premier commercial lines property casualty insurance providers. Each of the operating units in the Berkley group participates in a niche market requiring specialized knowledge about a territory or product. Our competitive advantage lies in our long-term strategy of decentralized operations, allowing each of our units to identify and respond quickly and effectively to changing market conditions and local customer needs. This decentralized structure provides financial accountability and incentives to local management and enables us to attract and retain the highest caliber professionals. We have the expertise and resources to utilize our strengths in the present environment, and the flexibility to anticipate, innovate and respond to whatever opportunities and challenges the future may hold.

CONTACT INFORMATION

Berkley Regional Specialty Insurance Company – Home Office

Mailing Address:

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Scottsdale, AZ 85255

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Fax: (480) 607-2991

Website: www.brsic.com

UNDERWRITING OFFICES

Scottsdale, Arizona

Toll free: (866) 412-7742

Hartford, Connecticut

Toll free: (877) 211-5164

Des Moines, Iowa

Toll free: (866) 752-6361

Meridian, Mississippi

Toll free: (866) 696-2140

Oklahoma City, Oklahoma

Toll free: (866) 696-2140

Dallas, Texas

Toll free: (866) 696-2140

Richmond, Virginia

Toll free: (866) 738-1595

Seattle, Washington

Toll free: (877) 316-9038

OFFICERS

PAUL S. MCAULIFFE

President & CEO

DONNA J. LATHAM

Vice President – Human Resources

SHERI L. REINTJES

Assistant Vice President, Claims

PATRICK K. WATLAND,

CPCU

Vice President – Field Operations

GORDON L. KEFFER

Vice President - Chief Financial Officer & Treasurer

VICKIE L. POTTS, CPCU

Vice President – Agency Relations & Business Development

KENNETH L. TRAYLOR,

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Vice President – Underwriting