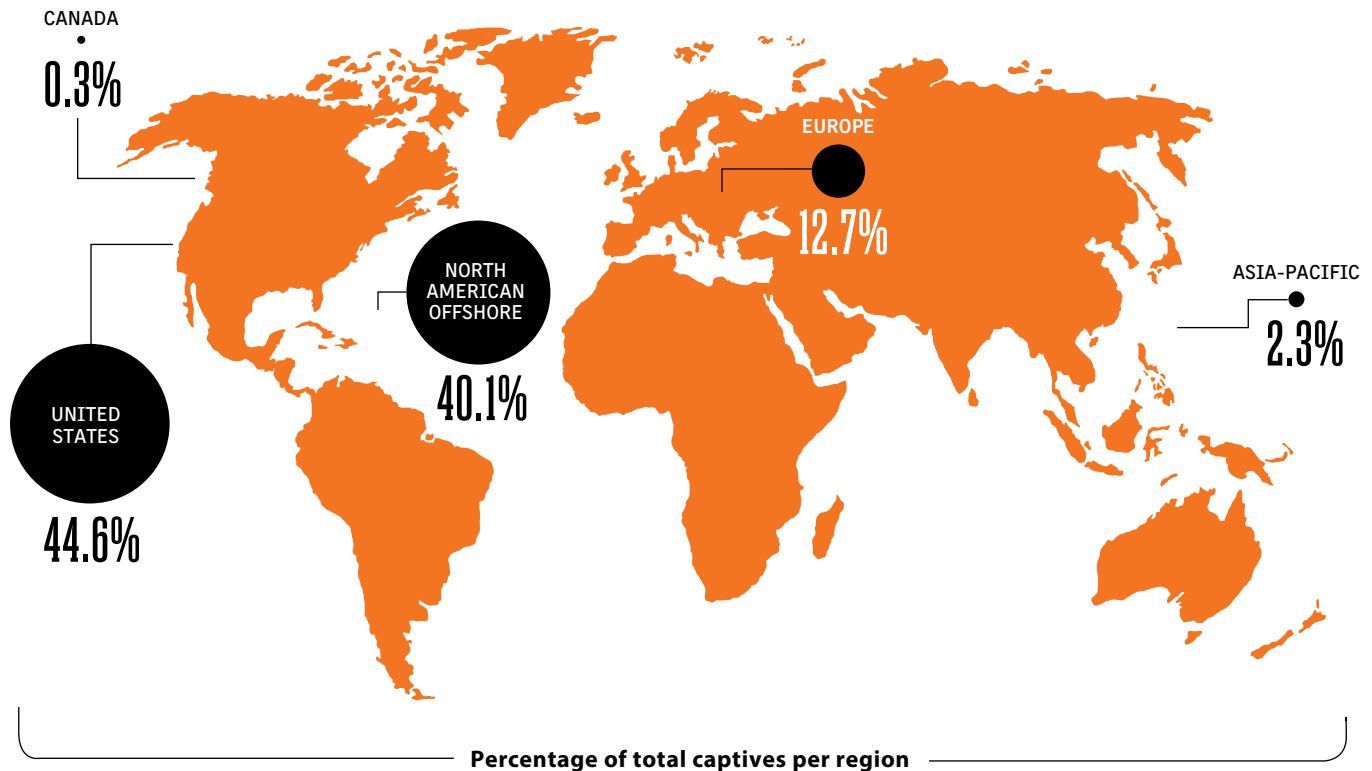


ONSHORE/OFFSHORE

BY THE NUMBERS

There were 6,939 captives worldwide in 2015, a 1.5% increase over 2014. For the first time, the United States surpassed North American offshore domiciles to become the No. 1 region in number of captive domiciles.



Source: BI survey

More captives coming to Main Street

Smaller businesses warm to concept, large firms diversify risks

BY DONNA MAHONEY

Captive insurers, which large companies have long used to cover traditional risks such as commercial general liability and workers compensation, are being used more often by smaller companies as well as organizations looking to cover nontraditional risks.

One reason behind the increase in smaller businesses using captives is they have become more aware of the risk transfer option, said David Snowball, Utah's Salt Lake City-based captive insurance director.

"Smaller businesses are getting to the point where they know about the benefits of captives, and they are taking advantage of that. This education has taken a little longer to get to the West, but it appears to be catching up," he said.



MINIMUM ANNUAL FEE: \$50,000

OFFICERS: Jason Flaxbeard, senior managing director; jflaxbeard@beechercarlson.com.

CONTACT: jflaxbeard@beechercarlson.com.

C

Charles Taylor Insurance Management

Swan Building, Second Floor
26 Victoria St.
Hamilton HM 12, Bermuda
441-295-8495
www.ctplc.com

FOUNDED: 1840

PARENT: Charles Taylor P.L.C.

CAPTIVE DOMICILES: Bermuda, Delaware, Dublin, Isle of Man, Singapore, Texas.

SUBCONTRACTED SERVICES: Texas

CAPTIVE TYPES OFFERED: Association captives, group captives, protected cell/segregated portfolio companies, single-parent captives, special-purpose captives.

SERVICES: Accounting, actuarial studies, association captive management, captive feasibility studies, captive formation, claims processing, claims reserves analysis, government reporting, investment management, loss control services, loss forecasting, managing underwriting facilities, rent-a-captive management.

STAFF

Total16
Professional9

CLIENTS

Total captives30
Single parent/group captives21
Protected cell companies9
Individual cells117
Directly managed captives30

COMPENSATION: Annual fee, per hour.

MINIMUM ANNUAL FEE: \$25,000

OFFICERS: Andrew McComb, president; William Wood, CEO; Roxeen White, senior vice president; Jeffrey De Silva, vice president.

CONTACT: william.wood@ctplc.com; andy.mccomb@ctplc.com.

Commonwealth Risk Management Inc.

P.O. Box 1206
Exton, PA 19341-1206
610-429-1389

FOUNDED: 1987

CAPTIVE DOMICILES: Vermont

CAPTIVE TYPES OFFERED: Association captives, group captives, protected cell/segregated portfolio companies, risk retention groups, single-parent captives, special-purpose captives.

SERVICES: Accounting, actuarial studies, association captive management, captive feasibility studies, captive formation, claims processing, claims reserves analysis, government reporting, investment management, loss control services, loss forecasting, managing underwriting facilities, online access to claims data, reinsurance brokered for captives,

reinsurance brokered to captives.

STAFF

Total5
Professional3

COMPENSATION: Annual fee, commission, per hour.

MINIMUM ANNUAL FEE: \$50,000

OFFICERS: Peter D. Sanger, president; Jennifer E. Barbeau, vice president/secretary; Meredith A. Sanger, vice president/treasurer.

CONTACT: Peter D. Sanger

E

Equiom Insurance Management Ltd.

Jubilee Buildings
Victoria Street
Douglas, IM1 2SH, Isle of Man
44-162-4699000
www.equiomgroup.com

FOUNDED: 1986

PARENT: Equiom Holdings Ltd.

CAPTIVE DOMICILES: Isle of Man

CAPTIVE TYPES OFFERED: Association captives, group captives, protected cell/segregated portfolio companies, single-parent captives, special-purpose captives.

SERVICES: Accounting, association captive management, captive feasibility studies, captive formation, claims reserves analysis, government reporting, rent-a-captive management.

STAFF

Total2
Professional2

CLIENTS

Total captives1
Single parent/group captives1
Directly managed captives1

2015 REVENUES

Gross revenue\$78,000

FEES CHARGED FOR CAPTIVE MANAGEMENT: 100%

COMPENSATION: Annual fee, per hour.

MINIMUM ANNUAL FEE: \$15,000

OFFICERS: Isobel Foster, managing director.

CONTACT: Isobel Foster; isobelfoster@equiomgroup.com.

G

Global Captive Management Ltd.

Governors Square, Second Floor
Lime Tree Bay Avenue, P.O. Box 1363
Grand Cayman, KY1 1108, Cayman Islands
345-949-7966
www.global.ky

FOUNDED: 1982

CAPTIVE DOMICILES: Cayman Islands, New Jersey; also licensed as an insurance manager in New Jersey

and South Carolina.

CAPTIVE TYPES OFFERED: Association captives, group captives, microcaptive setup using 831(b) regulations, protected cell/segregated portfolio companies, single-parent captives, special-purpose captives.

SERVICES: Accounting, association captive management, captive feasibility studies, captive formation, government reporting, rent-a-captive management.

STAFF

Total17
Professional14

CLIENTS

Total captives77
Single parent/group captives58
Protected cell companies15
Individual cells34
Microcaptives set up using 831(b) regulation4
Directly managed captives77
Captives formed in 20152
Captives closed in 20152
Captive premium volume\$541,992,692

COMPENSATION: Annual fee

OFFICERS: Peter Mackay, chairman/CEO; Monique MacDonald, senior vice president; Ian Bridges vice president; Jennifer Reid, vice president.

CONTACT: Peter Mackay, pmackay@global.ky; Monique MacDonald, mmacdonald@global.ky.

J

JLT Insurance Management

Cedar House
41 Cedar Ave.
Hamilton, HM HX, Bermuda
441-292-4364
www.jltcaptive.com

FOUNDED: 2000

PARENT: Jardine Lloyd Thompson Group P.L.C.

CAPTIVE DOMICILES: Anguilla, Barbados, Bermuda, Connecticut, District of Columbia, Guernsey, Malta, Nevada, Singapore, South Carolina, Vermont.

CAPTIVE TYPES OFFERED: Association captives, group captives, microcaptive setup using 831(b) regulations, protected cell/segregated portfolio companies, risk retention groups, single-parent captives, special-purpose captives, special-purpose financial captives.

SERVICES: Accounting, actuarial studies, association captive management, captive feasibility studies, captive formation, claims processing, claims reserves analysis, government reporting, loss forecasting, managing underwriting facilities, online access to claims data, reinsurance brokered for captives, reinsurance brokered to captives, rent-a-captive management.

STAFF

Total25
Professional22

CLIENTS

Total captives155
Single parent/group captives125
Protected cell companies23