South Central Zone Market Update Event
Speakers and Bios
January 14, 2021
Keynote Speaker

Peter S. Zaffino is President & Global Chief Operating Officer and a Director of American International Group, Inc. (AIG). He also serves as a member of AIG’s Executive Leadership Team (ELT) overseeing AIG's business strategy, performance and operations, including the General Insurance and Life & Retirement business units. Mr. Zaffino has more than 30 years of experience in the insurance and reinsurance industry. He joined AIG in July 2017 from Marsh & McLennan Companies (MMC), where he was Chairman of MMC’s Risk & Insurance businesses (Marsh and Guy Carpenter) beginning in 2015, in addition to serving as Chief Executive Officer of Marsh since 2011. Prior to his role at Marsh, Mr. Zaffino was President & Chief Executive Officer of Guy Carpenter from 2008 to 2011, a company he first joined in 2001. Before joining Guy Carpenter, Mr. Zaffino served in executive roles at several market-leading companies, including a portfolio company of GE Capital that specialized in alternative risk insurance and reinsurance. Mr. Zaffino earned a BA in economics from Boston College and an MBA in finance from New York University’s Leonard N. Stern School of Business. He is a member of the Boards of The Michael J. Fox Foundation for Parkinson’s Research and the New York Police and Fire Widows’ and Children’s Benefit Fund.

Peter Zaffino
President & Global COO, AIG
Welcome & Opening Remarks

As President, US and Canada division, Martin South leads the region’s business and operational leaders in driving Marsh’s strategy. He is a member of the Marsh executive committee and oversees Marsh’s US and Canada core brokerage and portfolio of businesses across industries and practices.

Martin believes diversity of thought produces innovative solutions for clients, greater business performance for companies, and more nurturing environments for employees. He is proud to lead Marsh in advancing this critical conversation about increasing diversity and inclusion within the insurance industry.

Martin is a member of the Board of Directors of British American Business, former President of the Chartered Insurance Institute of London and an alumnus of the World Economic Forum’s Young Global Leaders program. He is married and resides in New York.

With more than 30 years in the industry, Martin joined Marsh for the first time in 1985 with Bowring Marsh, a Marsh & McLennan Companies broking unit. His industry experience includes senior leadership roles at Zurich Financial Services, where he was a member of the Group Management Board, responsible for all of Zurich’s operations outside of North America and Europe, and CEO of Zurich’s London operations. Since rejoining Marsh in 2007, Martin has also served as CEO of Marsh’s Asia-Pacific region, CEO of Marsh UK and Ireland, and CEO of Marsh Europe.

Richard Blades became CEO of Marsh Wortham in August of 2018 when Wortham was acquired by Marsh USA Inc. He also serves as Chairman of Marsh JLT Specialty’s Energy & Power Practice in the US.

Richard joined Wortham in 1993 as a Partner in the energy department. He became Vice Chairman of the firm in 2006 and was elected Chairman of Wortham in 2013. Prior to joining Wortham in 1993 Richard was a Senior Vice President with J. H. Blades & Co., Inc., a wholesaler/coverholder specializing in energy insurance. Richard started his insurance career as a casualty underwriter with the Hartford Insurance Group. Richard left the Hartford in 1984 to spend a year working as a Lloyd’s broker. He was named a “Power Broker” by Risk & Insurance magazine in the Energy category in 2006 and 2009 and in the Utility category in 2007. Richard was chairman of the 2001 and 2002 Houston Marine Insurance Seminar.

He is a former board member of the Council of Insurance Agents & Brokers (CIAB) and he received the Insurance Industry Charitable Foundation (IICF) South East Division Philanthropic Leadership Award in 2020.
Strategic Restructuring Group and D&O Outlook

Loyd Esler is the U.S. Practice Leader for Marsh’s Strategic Restructuring Group and a senior client executive in Marsh’s Houston, Texas office. He leads a team of experts in providing solutions to distressed companies for D&O Liability coverage, Executive Compensation planning and Transactional Risk insurance. In his role as a senior client executive, he focuses on the management and development of risk management clients in the energy sector.

Loyd Esler
Managing Director, Strategic Restructuring Group, Marsh

Jack Flug is a veteran of the insurance industry with over 30 years of experience. As head of U.S. FINPRO claims, he advises and negotiates complex claim workouts on a broad range of Financial and Professional Liability lines, consulting with clients and colleagues around settlement strategies as well as coverage considerations attendant to transactional exposures. Jack’s longstanding relationships at the most senior level in the insurance marketplace, both on the underwriting and claims sides, enable him to provide valuable insight as to how disputes around coverage should be resolved. In addition, Jack leads our U.S. professions practice, providing consultation on placement strategy, construction of tailored endorsement language, and negotiations with senior underwriters and coverage counsel on behalf of our clients.

Jack Flug
Managing Director, Head of US FINPRO Claims, Marsh

John Dempsey is a Partner based in Mercer’s Chicago office. He has had extensive experience advising organizations including energy companies on executive compensation issues. John designs annual and multi-year incentive programs, retention programs, change in control arrangements, and employment agreements. John lead’s Mercer’s restructuring advisory team and typically advises highly levered organizations on executive compensation. He frequently designs Key Employee Incentive Plans and Key Employee Retention Plans.

John Dempsey
Partner, Executive Compensation Consulting Leader, Mercer
Strategic Restructuring Group and D&O Outlook

David Garrett is directly responsible for program design, placing and day-to-day support for companies who specialize in energy, retail, EPC, real estate investment, investment advising, private equity, and law firms. David joined Marsh Wortham in 2007. Throughout his entire career, David has worked as an underwriter and broker specializing in directors and officers liability, professional liability (E&O), employment practices liability, fiduciary liability, crime/fidelity, and kidnap/ransom & extortion. David has maintained relationships with more than 30 specialty underwriting companies in the US, Bermuda, and London.

David Garrett
Managing Director, Zone Leader FINPRO, Marsh

Brian Schartz’s practice involves representing debtors (including portfolio, privately-held and public companies), distressed investors in acquisitions, out-of-court restructurings and Chapter 11 cases. He also advises boards of directors and senior management of financially troubled companies regarding fiduciary duties and corporate governance. Most recently, the American Bankruptcy Institute selected Brian as a 2020 “Forty Under Forty–Emerging Leaders in Insolvency Practice.” Brian was also selected as an “Outstanding Young Restructuring Lawyer” by Turnaround & Workouts in 2019. Brian was listed as a “Notable Practitioner” in the 2019 and 2020 editions of IFLR1000 and was named a New York “Rising Star” by Super Lawyers magazine in 2014–2017 for his restructuring practice. He was also recognized in 2015 by The Legal 500 U.S. for his corporate restructuring work. In May 2015, Brian was selected as a member of the 2015 Next Generation Class for the National Conference of Bankruptcy Judges. Education: New York University School of Law, J.D., 2007, Article Editor, N.Y.U. Annual Survey of American Law, Cornell University, B.A., Government, summa cum laude, 2004 Phi Beta Kappa. Memberships & Affiliations: Member of ABI Bankruptcy Commission, Member of Turnaround Management Association, Member of INSOL International.

Brian Schartz
Partner, Restructuring, Kirkland & Ellis
Energy & Power and Renewables

Amy Barnes is the US and Canada Energy & Power Practice Leader, located in Marsh’s Houston office. Amy Barnes joined Marsh in 2002 as an environmental insurance broker. Amy has previously held a number of roles including a secondment as Chief of Staff to a large risk manager client. She joined the Energy Practice in 2008. Prior to moving to Houston in 2019, Amy was the Chief Client Officer for Marsh’s Global Energy & Power business. As Energy & Power’s CCO, Amy was responsible for assisting and enabling colleagues to deliver solutions to clients and ensuring a high and consistent quality of service. When based in London, she worked with a global team of more than 700 colleagues based in 64 offices. She was a member of the UK Energy Executive Committee and chaired the Global Energy and Power Executive Committee.

Amy Barnes
Practice Leader, Energy & Power, US/Canada, Marsh JLT Specialty

Chris Cozzens is Vice President, Risk Management for The Sinclair Companies, a privately held energy company which focuses on refining motor fuels in the Central and Western United States. Sinclair also owns a collection of hospitality assets including two ski resorts and farming/ranching operations. Chris is responsible for Sinclair’s Property, Casualty, Captive and Health Insurance activities and holds a Bachelor’s degree in Finance from the University of Utah. Chris has worked at Sinclair for more than 3 decades in IT, Treasury, Human Resources and Risk Management. Chris enjoys spending his personal time with his family playing golf, skiing, & pickleball.

Christian Cozzens
Vice President – Risk Management, The Sinclair Companies

Julian started in Lloyd’s in 1989 at the CWJ Tankard syndicate assisting on the Energy and Hull books. He moved to the DE Hope syndicate in 1994 being promoted to senior Energy underwriter in 2001 under the new management of the Markel Corporation, with the remit of re-establishing the Energy portfolio post 9/11. Julian was subsequently appointed Managing Director of Energy in 2016. In 2020 Julian joined MS Amlin as Head of Natural Resources to draw together, identify synergies and grow all aspects of the energy and energy related products both on and offshore to provide relevant solutions to a worldwide Industry that is in various stages of transition.

Julian Samuel
Head of Natural Resources, MS Amlin Ltd
Energy & Power and Renewables

Carmella C. Capitano
Senior Vice President, Primary and Excess Energy Casualty, Starr Insurance Companies

Carmella Capitano is senior vice president of Primary General Casualty-Risk Management, Excess Casualty, Energy and Energy Excess responsible for the underwriting strategy. Carmella initially joined Starr in October 2009 as assistant vice president and was promoted to senior vice president in April 2018. When she joined, she headed the Primary and Excess Energy Casualty division. Prior to joining Starr in 2009, Carmella served as assistant vice president of Global Energy Casualty, serving as zonal underwriting manager for the Los Angeles and San Francisco regions and national accounts manager. Carmella has over 10 years of experience in the insurance industry, having held underwriting positions of increasing importance in construction and energy, primary workers’ compensation, general liability, and auto liability. Carmella is a member of the New York City-Association of Insurance Women and has served on the board since 2017. She earned her Bachelor of Business Administration with a dual major in finance and risk management and insurance from Temple University.

Kyle LaBarre
Senior Analyst and Partner, Dowling & Partners Securities, LLC

Kyle LaBarre is a Senior Analyst and Partner at Dowling & Partners Securities, LLC. He has been a member of the Property and Casualty Insurance Research team since 2006, holding various roles of increasing responsibility over the period. Currently he has publishing analyst responsibilities for a number of (re)insurers, predominately U.S. specialty insurance carriers and U.S. / Bermuda reinsurers.
Tools for Risk Managers in a Challenging Market

Christian Ryan is the office head and risk management segment leader for Marsh. He is also an executive committee member for both Marsh’s US Real Estate, Hospitality, Practice and the south central zone. Christian is responsible for growth, retention, innovation, client service, and market delivery for Marsh’s clients. Christian joined our firm in January of 2003 and has more than 17 years of insurance and risk management consulting experience. Most recently, Christian was Marsh’s Hospitality, Sports and Gaming practice. Christian is recognized as one of the country’s leading real estate, hospitality and gaming insurance brokers. Christian has extensive of knowledge and experience of managing clients’ risk, which include international gaming companies, multi-billion dollar hospitality companies, and global real estate conglomerates. Christian is a frequent speaker at Americas Lodging Investment Summit (ALIS), NYU Hospitality Conference, Georgetown Hospitality Law Conference, IMN Winter Forum, National Multi Housing Council (NMHC), and Meet the Money Hospitality Conference.

Christian Ryan
Risk Management Segment Leader, South Central Zone, Marsh

Julie Patel has responsibility for the captive sales and advisory efforts for the southcentral region for Marsh Captive Solutions. Based in Marsh’s Houston office, her responsibilities include providing consulting services in the captive and alternative risk area with respects to assessing captive opportunities, program design and feasibility studies, providing strategic advice on the implementation and working with captive management on ongoing captive efforts.

Julie Patel
SVP, Marsh Captive Solutions, Marsh
Tools for Risk Managers in a Challenging Market

Mike Giacobbe is the global head of data, analytics, and consulting for Marsh, which includes analytics that support insurance program limit and retention decisions, casualty risk consulting, property risk consulting, valuations and forensic accounting (property/BI complex claim preparation), ERM, business continuity, and supply chain consulting.

**Mike Giacobbe**  
PhD, Global Specialty Leader, Marsh Advisory, Marsh JLT Specialty

Peter Lacovara is a senior vice president with the Marsh Alternative Risk Transfer Group, focusing on Parametric insurance and other forms of alternative risk transfer. He is based in the San Francisco office. He is responsible for coordinating the delivery of all of Marsh’s ART resources to clients, supervising client teams, developing marketplace strategies, and crafting solutions for unusual business and insurance risks.

**Peter Lacovara**  
SVP, Alternative Risk Transfer Leader, Marsh
Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

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