



**ARIAS•U.S. 2018 Fall Conference**

**November 7–9, 2018**

**New York Marriott at the Brooklyn Bridge**

**333 Adams St, Brooklyn, NY 11201**



**Pre-Conference Brochure**

## ARIAS•U.S. Heads to Brooklyn!

— Read more on page 12 —

### ONLY A BRISK WALK TO THE...

BROOKLYN BRIDGE ENTRANCE, TRANSIT MUSEUM, BROOKLYN HISTORICAL SOCIETY, BROOKLYN SUPREME COURT, BROOKLYN PROMENADE, BARCLAYS CENTER, BROOKLYN ACADEMY OF MUSIC, JANE'S CAROUSEL, AND MORE!

...OR ENJOY A GREAT MEAL AT A NUMBER OF RESTAURANTS, INCLUDING QUEEN RESTAURANT, DEKALB MARKET, BROOKLYN ROASTING COMPANY, BAR TABAC WATERFRONT ALE HOUSE, LA DEFENSE, HENRY'S INN, CIRCA BREWING COMPANY, ARMANDO'S ITALIAN RESTAURANT, AND MORE!

...OR DO SOME SHOPPING AT DUMBO FLEA MARKET, MONTAGUE STREET, SMITH STREET, EMPIRE STORES, AND MORE!

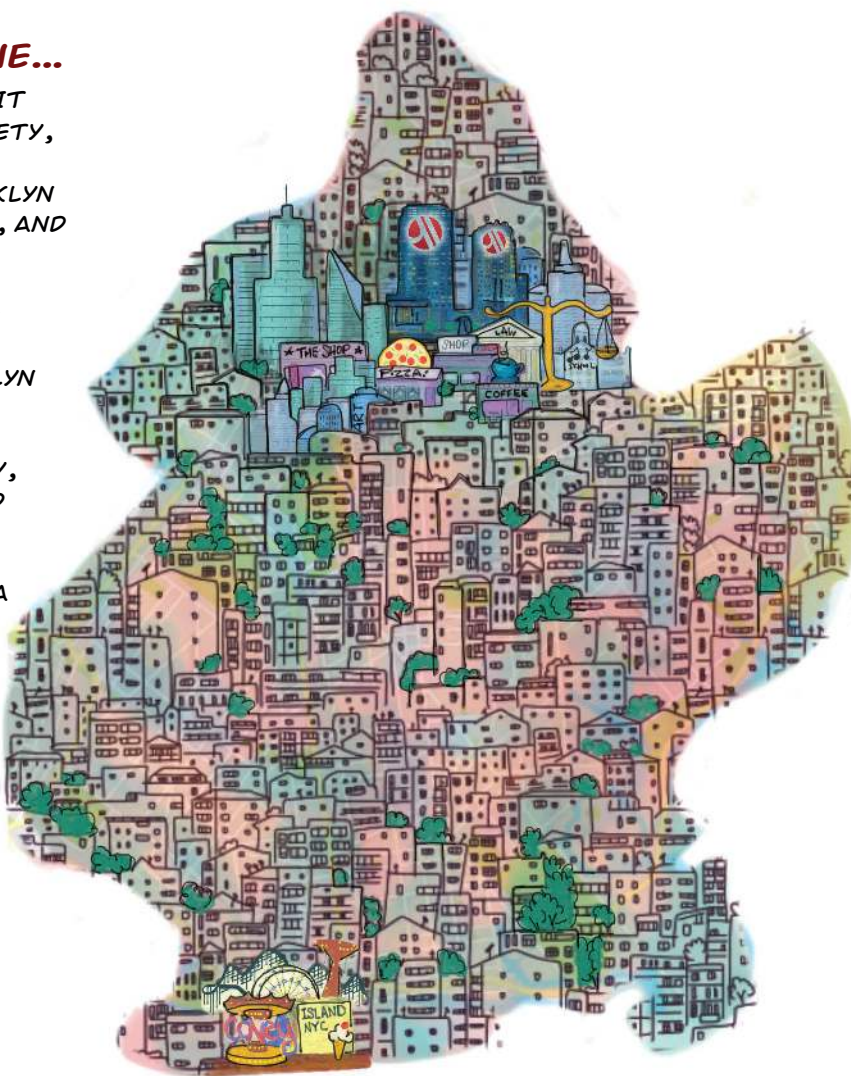
### SUBWAY LINE INFORMATION:

**N R** Court Street, Jay Street Metrotech

**4 5** Borough Hall

**A C F** Jay Street Metrotech

**2 3** Hoy T Street



### BECOME A SPONSOR!

Learn about opportunities to showcase your company at the conference — details begin on page 14.

### BOOK YOUR ROOM TODAY!

#### HOTEL ACCOMMODATIONS:

The New York Marriott at the Brooklyn Bridge. The room block rate ends on Monday, October 15, 2018. To make your room reservation, visit [bit.ly/ARIAS2018Fall](http://bit.ly/ARIAS2018Fall) or call 1-877-303-0104. Be sure to mention you are attending the 2018 ARIAS•U.S. Fall Conference to receive the reduced rate.

All accommodations are available on a first-come, first-served basis. Local taxes are not included. Check-in time is 4:00 p.m.



## Welcome from the Conference Program Co-Chairs

Dear Colleagues,

The next ARIAS·U.S. Fall Conference and Annual Meeting will take place on Wednesday, November 7 through Friday, November 9, 2018. This year we are excited to welcome you to a new venue—the New York Marriott at the Brooklyn Bridge in downtown Brooklyn, New York. ARIAS·U.S. has secured a block of rooms at a reduced rate starting at \$264—on a first-come, first-served basis, ending on Monday, October 15, 2018. Be sure to reference the ARIAS·U.S. Fall Conference to receive the reduced rate.

For further information on the location and the surrounding environs, we refer you to an excellent and much-appreciated article in the most recent Quarterly authored by Suman Chakraborty.

The Fall Conference will include a wide variety of substantive topics derived, as in years past, from proposals solicited directly from the ARIAS membership. The response was gratifying. By a wide margin we received far more proposals—twenty-two in all—for general session or break-out group presentations than could possibly be accommodated. The proposals were uniformly thoughtful, relevant and well-conceived, making the selection process both difficult and highly productive. After much debate, and with the invaluable assistance of our MCI partners Sara Meier and Lauren Harley, we settled upon a member-driven agenda which will cover an array of subjects ranging from a broad overview of legal and arbitral trends, market and legislative/regulatory developments to the always-welcome “Nuts and Bolts” practice seminars. As always, we will include an ethics session. We hope that you will find this year’s agenda to be stimulating, informative and, of course, enjoyable.

The Co-Chairs wish to extend a heartfelt “Thank You” to all who participated in this process and to all who continue to work very diligently in preparation for the Conference. The engagement, commitment and collaboration of our ARIAS friends and colleagues not only make our conferences possible but also underscore the breadth, depth and talent of our wonderfully accomplished ARIAS·U.S. community.

All program materials will be provided electronically in advance of the conference, and hard copies will be provided onsite when attendees check into the conference at the registration desk. No conference materials will be mailed out in advance.

This conference will be conducted in accordance with the ARIAS·U.S. Antitrust Policy, which is available in the About ARIAS section of the website at [www.ARIAS·U.S..org](http://www.ARIAS·U.S..org).

We look forward to seeing you—Brooklyn, Ho!

Sincerely,

Program Co-Chairs:

Scott Birrell  
ARIAS·U.S. President  
The Travelers Companies, Inc.

Michael Carolan  
Partner, Troutman Sanders, LLP

Cynthia Koehler  
ARIAS·U.S. Board Member  
XL-Catlin

Joseph Scully  
Partner, Day Pitney, LLP

## Wednesday, November 7

12:00 p.m. – 1:00 p.m.

**Lunch**

1:00 p.m. – 5:00 p.m.

### **ARBITRATOR & UMPIRE SEMINAR**

Participants must register separately for the educational seminar. The half-day session counts towards the ARIAS•U.S. Certification renewal requirements. Lunch will be provided from 12:00 p.m. – 1:00 p.m.

### **Making Hard Decisions on the Road to a Fair and Efficient Arbitration**

Arbitrators and umpires play different roles in the typical U.S. reinsurance arbitration. This year's seminar will focus on the difference in those roles as they impact key decision points on the road to a hearing. The faculty for this program are arbitrators who have extensive experience both in the role of a party-arbitrator and in the "middle chair" and will feature a lively discussion of how their role in a particular case impacts their approach to the hard decisions.

## Thursday, November 8

7:00 a.m. – 9:00 a.m.

**Registration**

*Promenade*

7:30 a.m. – 8:30 a.m.

**Breakfast**

*Salon FGH*

8:30 a.m. – 8:40 a.m.

**GENERAL SESSION:  
Welcome from the Conference Co-chairs**

*Salon DE*

*Scott Birrell, Travelers Companies, Inc.  
Michael Carolan, Troutman Sanders LLP  
Cynthia R. Koehler, XL Catlin  
Joseph K. Scully, Day Pitney LLP*

8:40 a.m. – 9:20 a.m.

**ARIAS•U.S. Organizational Update**

*Salon DE*

9:20 a.m. – 10:10 a.m.

**GENERAL SESSION: Opening Keynote**

*Salon DE*

*Honorable Shira A. Scheindlin, Former United States District Judge*

10:10 a.m. – 10:40 a.m.

**Morning Refreshment Break**

*Salon E&D Foyer*

# ARIAS•U.S. 2018 Fall Conference

**10:40 a.m. – 11:30 a.m.**

## **GENERAL SESSION: Expanding ARIAS•U.S. to Policyholder and Direct Insurer Disputes: Delivering the Best Arbitrators and Mediators for ALL Insurance Disputes**

*Salon DE*

Leading policyholder and insurer litigators as well as ARIAS•U.S.-certified arbitrators with backgrounds from both the policyholder and insurer sides will present (1) a report on the status of ongoing ARIAS•U.S. / Policyholder counsel efforts to bring policyholder-insurer disputes to ARIAS•U.S., (2) meeting the challenge to ARIAS•U.S. in expanding, training and promoting its pool of certified arbitrators and mediators for policyholder-insurer disputes that both sides can confidently accept, and (3) exploring the expansion of ARIAS•U.S. to direct insurer disputes. Envisioning an expanded ARIAS•U.S. that resolves all insurance disputes.

*Moderator: David W. Ichel, X-Dispute LLC*

*Panel: Steven Gilford, JAMS*

*Kim D. Hogrefe, Kim Dean Hogrefe, LLC*

*Peter Halprin, Anderson Kill LLP*

*Deirdre Johnson, Squire Patton Boggs LLP*

*Lawrence Pollack, JAMS*

*Carlos Romero, Jr., Post & Romero LLP*

*Peter K. Rosen, Latham & Watkins LLP*

**11:30 a.m. – 12:20 p.m.**

## **GENERAL SESSION: New Options for Legacy Run-off Business**

*Salon DE*

A number of states have enacted (or are considering) legislation similar to that found in the UK/Europe: a Part VII Transfer permitting a company with discontinued legacy business to transfer (by way of a novation) that business to a new entity, enabling the transferring company to remove the liabilities from its balance sheet.

*Moderator: Jonathan F. Bank, Locke Lord LLP*

*Panel:*

*Marvin Mohn, Pro Insurance Solutions & CX Reinsurance Company Limited*

*Robert Romano, Locke Lord LLP*

*David Scasbrook, Swiss Re*

*Jim Wrynn, FTI Consulting*

**12:20 p.m. – 12:25 p.m.**

## **Announcements from the Executive Director**

*Salon DE*

**12:30 p.m. – 2:00 p.m.**

## **Luncheon**

*Salon FGHI*

**1:30 p.m. – 2:00 p.m.**

## **Networking Lounge Open**

*Salon D&E Foyer*



2:00 p.m. – 2:50 p.m.

## BREAKOUT SESSIONS — ROUND 1

*Salon A, Salon B, Salon C, Williamsburg & Greenpoint*

### **Breakout Session 1: Efficient Data Security – The Use of "Deal Rooms" in Arbitration**

This program explores the why, when and how of using "deal rooms" in arbitration. It will include a live demonstration of deal rooms and tips on how they can be used efficiently to maintain data security.

*Panel: Michael Menapace, Wiggan and Dana LLP*

*Barry L. Weissman, Carlton Fields Jordan Burt LLP*

*Sarah Arad, Intralinks*

### **Breakout Session 2: Issuance & Enforcement of Arbitral Subpoenas**

This session will explore the potential minefield of issues that face an arbitration panel in the issuance of third party subpoenas, including: status of the law, subpoena issuance contrasted with enforcement, and the role of the panel – merely administrative or more?

*Panel: Debra J. Hall, Hall Arbitrations*

*Daryn Rush, White and Williams LLP*

### **Breakout Session 3: Emergency First Aid: How to Quickly Resolve Hearing "Burns"**

While counsel maintains the ability to later vacate an arbitration award in the event of bias or other grounds, all stakeholders need quick, pragmatic remedies should an event occur which threatens the integrity or effectiveness of the proceeding. Experienced arbitrators, lead counsel, and a party representative will describe extreme situational difficulties and how to cure them.

*Panel: David Loper, Protective Life Insurance Company*

*Susan E. Mack, Adams and Reese LLP*

*Neal J. Moglin, Foley & Lardner LLP*

### **Breakout Session 4: Cheaper? Faster? Really? Getting Arbitration Back on Track**

Arbitration is frustratingly expensive – while budget pressures are ever increasing. And...ARIAS wants to expand its market. We must deliver value to our user community. This interactive session focuses on specific issues and strategies to improve the cost-benefit equation. Attendees will play an active role in discussing and evaluating ideas.

*Panel: Leslie A. Davis, Troutman Sanders LLP*

*Charles Ehrlich, ARIAS•U.S. Certified Arbitrator*

*David Thirkill, The Thirkill Group*

# ARIAS•U.S. 2018 Fall Conference

**3:00 p.m. – 3:50 p.m.**

## **BREAKOUT SESSIONS — ROUND 2**

*Salon A, Salon B, Salon C, Williamsburg & Greenpoint*

### **Breakout Session 1: Efficient Data Security – The Use of "Deal Rooms" in Arbitration**

Repeated session – see description and panel presenters on page 6.

### **Breakout Session 2: Issuance & Enforcement of Arbitral Subpoenas**

Repeated session – see description and panel presenters on page 6.

### **Breakout Session 3: Third Party Litigation Funding and Its Impact on Insurers**

Third party litigation funding is a \$5 billion industry. Hear how it is changing the risk profile for insurers and the legal, ethical, and financial issues it presents.

*Panel: Thomas D. Cunningham, Sidley Austin LLP*

*William E. Lohnes, Reinsurance Law - The Hartford*

### **Breakout Session 4: When Preclusion Is in Play**

Don't wait to learn the rules until after the game has begun! Participants will learn the "how" and "when" of ruling on preclusion motions through interactive play, and leave with solid understanding of arbitration panel authority to issue preclusion rulings and clear guidance on assessing preclusion motions.

*Panel: Catherine Isely, Butler, Rubin, Saltarelli & Boyd LLP*

**3:50 p.m. – 4:15 p.m.**

## **Afternoon Refreshment Break**

*Salon D&E Foyer*

**4:15 p.m. – 5:05 p.m.**

## **BREAKOUT SESSIONS — ROUND 3**

*Salon A, Salon B, Salon C, Williamsburg & Greenpoint*

### **Breakout Session 1: Third Party Litigation Funding and Its Impact on Insurers**

Repeated session – see description and panel presenters listed above.

### **Breakout Session 2: Emergency First Aid: How to Quickly Resolve Hearing "Burns"**

Repeated session – see description and panel presenters on page 6.

### **Breakout Session 3: Cheaper? Faster? Really? Getting Arbitration Back on Track**

Repeated session – see description and panel presenters on page 6.

### **Breakout Session 4: When Preclusion Is in Play**

Repeated session – see description and panel presenters listed above.

**5:10 p.m. – 6:00 p.m.**

## **Annual Meeting and Elections**

*Salon C*

**6:00 p.m. – 7:30 p.m.**

## **Evening Reception**

*Salon FGH*

## **Friday, November 9**

**7:30 a.m. – 8:30 a.m.**

### **Breakfast**

*Salon FGH*

**7:30 a.m. – 8:30 a.m.**

### **Committee Meetings**

**8:30 a.m. – 9:20 a.m.**

### **GENERAL SESSION: Emerging Risks/ Issues**

*Salons DE*

At the Spring Conference, last May we talked about “emerging risks” and their potential impact on the (re)insurance and arbitrator community. The things that were keeping our Underwriters awake at night last Spring have certainly not gone away, in fact, some have progressed at an alarming rate, while altogether new risks have moved on to the horizon. Whether “emerging” or “emerged” we have identified several topics worthy of your continued attention, and will provide a “quick hit” update on them in a modified “rapid-fire” format honed over our last few gatherings. Topics include: Opioids, Concussions, Talc, Climate Change/ Extreme weather and #MeToo/ Sexual Harassment.

*Moderator: Cynthia R. Koehler, XL Catlin*

*Opioids: Robert A. Kole, Choate Hall & Stewart LLP*

*Concussions: Richard J. Pratt, Troutman Sanders LLP*

*Talc: Heather Simpson, Kennedys CMK LLP*

*Climate Change/Extreme Weather: Laura Foggan, Crowell & Moring LLP*

*#MeToo: Joe Farrell, Latham & Watkins LLP*

**9:20 a.m. – 10:10 a.m.**

### **GENERAL SESSION: A Tale of Three Jurisdictions: Disclosures in The U.S., England & Bermuda**

*Salons DE*

Recent cases in the U.S., England and the Cayman Islands take varying approaches to arbitrator disclosure requirements, and the consequences of non-disclosure. A panel of experts will discuss the trends, and debate the merits of the varying approaches.

*Moderator: Jan Woloniecki, ASW Law Limited*

*Panel: Steven C. Schwartz, Chaffetz Lindsey LLP*

*Ian R.C. Kawaley, Judge of the Cayman Islands Grand Court*

*(formerly Chief Justice of Bermuda)*

**10:10 a.m. – 10:35 a.m.**

### **Morning Refreshment Break**

*Salon D&E Foyer*



# ARIAS•U.S. 2018 Fall Conference

**10:35 a.m. – 11:25 a.m.**

## **GENERAL SESSION: How the Political Wars are Affecting the Insurance Industry and What to Expect in the Years to Come**

*Salons DE*

The daily Twitter Wars, whether disturbing or amusing to you, are changing the dynamics of both the federal and state governments. The Insurance/ Reinsurance Industry is not a bystander, and is being affected in both small and large ways. This session will outline the current political environment, hypothesize on the likely future environment, and discuss the impact these events will have on insurance issues such as: NAIC, Marijuana, TRIA, National Flood Program, State Bad Faith Laws, State Budgetary Crises, Credit for Reinsurance & Capital Standards.

*Moderator: Deana Lykins, Selective Insurance Company of America*

*Panel: Jeff Beck, Selective Insurance Company of America*

*Deirdre Manna, Zurich North America*

*John K. Tiene, Agency Network Exchange*

**11:25 a.m. – 12:15 p.m.**

## **ETHICS SESSION: Vacating an Award: Lessons from the ICA v. Underwriters Decision**

*Salons DE*

In ICA v. Underwriters, the Second Circuit issued a major decision on whether an arbitral award could be voided for evident partiality on the basis of improper arbitrator disclosure. Besides summarizing this important decision, we will provide "takeaways" for arbitrators, counsel, and clients. This segment is designed for ethics credit.

*Moderator: Marc L. Abrams, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C. LLP*

*Panel: Sarah Kutner, General Reinsurance Corporation*

*Larry Schiffer, Squire Patton Boggs (US) LLP*

*Zhanna Plotkin, Esq., Allstate Insurance Company*

*Andrea Giannetta, Enstar Group*

**12:15 p.m. – 12:20 p.m.**

## **Acknowledgements / Closing Remarks**

*Salons DE*

**NY CLE CREDIT:** Nine hours of Continuing Legal Education credits are available to those who attend this conference, which break s down as follows: 1.0 CLE credits for Ethics and 8.0 CLE credits for Areas of Professional Practice. This program is structured for both newly admitted attorneys and experienced attorneys. Sign-in and sign-out sheets will verify attendance at all sessions and will be the basis upon which certificates of attendance will be prepared and sent, but certification of completed credit hours to CLE Boards is the responsibility of each attorney.

# 2018 ARIAS•U.S. PROGRAMS

DETAILS FOR ALL EVENTS ARE ON THE ARIAS•U.S. WEBSITE  
ARIAS-US.ORG

## 2018 WEBINAR PROGRAM

SEPTEMBER 26 —

*Putting the Brakes on Arbitration Cost: The Arbitrators' Perspective*

OCTOBER 18 —

*'Til Death Do Us Part: Issues Troubling the Long-Term Partnerships Between Life Insurers and Their Reinsurers*

## 2018 WORKSHOPS & SEMINARS

OCTOBER 11 — **INTENSIVE ARBITRATOR TRAINING WORKSHOP**

Full-day program, with lectures and mock arbitrations. Counts towards ARIAS•U.S. Initial educational seminar credit. (Does not count toward renewal credits.)

8:30 am – 4:30 pm EST, Troutman Sanders LLP, 875 Third Avenue, New York, NY 10022

NOVEMBER 7 — **ARBITRATOR & UMPIRE SEMINAR**

Making Hard Decisions on the Road to a Fair and Efficient Arbitration  
Half-day session (1:00- 5:00p.m.); including lunch starting at 12:00p.m.  
Counts towards ARIAS•U.S. Certification educational seminar credit.  
New York Marriott at the Brooklyn Bridge, NY

*Arbitrators and umpires play different roles in the typical U.S. reinsurance arbitration. This year's seminar will focus on the difference in those roles as they impact key decision points on the road to a hearing. The faculty for this program are arbitrators who have extensive experience both in the role of a party-arbitrator and in the "middle chair" and will feature a lively discussion of how their role in a particular case impacts their approach to the hard decisions.*

ARIAS-US.ORG





# 2018 Fall Conference Registration Form

(a separate form is required for each attendee)

Prefix: Mr. / Mrs. / Ms. First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Badge First Name (ie, Bob for Robert): \_\_\_\_\_ ☐ I am a First-Time Attendee

Which best describes your participation at the conference? Check all that apply: ☐ Law Firm ☐ Company ☐ Arbitrator

Title: \_\_\_\_\_ Company Name: \_\_\_\_\_

Street Address: \_\_\_\_\_ Suite/Floor: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

I would like to earn CLE credits for the following state (mark all that apply): ☐ IL ☐ NY ☐ PA ☐ Other: \_\_\_\_\_

ADA or Special Needs: \_\_\_\_\_

Dietary Restrictions: ☐ Vegetarian ☐ Vegan ☐ Kosher ☐ Gluten-Free

Food Allergies: \_\_\_\_\_

Emergency Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

ARIAS-U.S. posts on the conference page of the website the list of registrants including attendee name, organization, city, and state. Please indicate your preference to be included on this list. ☐ Yes, include me. ☐ No, do not include me on this list.

## ARIAS-U.S. 2018 Fall Conference Registration Fees

(please circle your fee):

Registrant Type	Early (due September 12)	Regular (due October 29)	Late (Onsite)
Member*	\$1,025.00	\$1,075.00	\$1,175.00
Non-member**	\$1,375.00	\$1,425.00	\$1,525.00

\*Members include designated corporate representatives and individual members.

\*\*Non-members may apply for membership and receive member rates. Application is available online through the Membership section of the website.

**Member/Non-member registration fee includes:** Meeting costs, program materials, coat check, two breakfasts, one luncheon, and one cocktail reception.

Only conference attendees and guests registered in advance may attend the meals and reception. All registrants will be provided a name badge to wear during the conference. For security purposes, you will be required to wear your name badge at all times during conference activities. **Not included in registration fee:** Travel and lodging.

## BREAKOUT SESSION SELECTION – THURSDAY, NOVEMBER 8, 2018:

Please rank your top three (3) breakout topics in order of preference with "1" being your first choice of interest.

(Visit the ARIAS-U.S. Fall Conference website for topic descriptions.)

	Efficient Data Security - The Use of "Deal Rooms" in Arbitration
	Response: Issuance & Enforcement of Arbitral Subpoenas
	Third Party Litigation Funding and Its Impact on Insurers
	Emergency First Aid: How to Quickly Resolve Hearing "Burns"
	Cheaper? Faster? Really? Getting Arbitration Back on Track
	When Preclusion is in Play

## PAYMENT INFORMATION

You may register for the 2018 ARIAS-U.S. Fall Conference online at [www.arias-us.org](http://www.arias-us.org).

arias-us.org or complete the following credit card information and submit

the form to: ARIAS-U.S., 7918 Jones Branch Drive, Suite 300, McLean, VA 22102 or via fax 703-506-3266 or via email [info@arias-us.org](mailto:info@arias-us.org). For payment by check, please make the check payable to ARIAS-U.S. (Fed ID #13-3804860) and send to: *By First Class mail:* ARIAS-U.S., 6599 Solutions Center, Chicago, IL 60677-6005; *By Overnight mail:* ARIAS-U.S., Lockbox #776599, 350 E. Devon Ave., Itasca, IL 60143

Credit Card #: \_\_\_\_\_

Exp Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ Billing Zip Code: \_\_\_\_\_ Sec Code: \_\_\_\_\_

Name as it appears on card: \_\_\_\_\_

## CALCULATE YOUR TOTAL DUE:

CONFERENCE REGISTRATION FEE: \$ \_\_\_\_\_

### GUEST RATES\*

Please select below if you are inviting a guest to attend meals and reception only

\$200 Guest – All Meals: \$ \_\_\_\_\_

\$45 Guest Breakfast Ticket – Thursday, 11/8: \$ \_\_\_\_\_

\$55 Guest Lunch Ticket – Thursday, 11/8: \$ \_\_\_\_\_

\$65 Guest Reception Ticket – Thursday, 11/8: \$ \_\_\_\_\_

\$45 Guest Breakfast Ticket – Friday, 11/9: \$ \_\_\_\_\_

Guest Name: \_\_\_\_\_

Please list any dietary restrictions of Guest: \_\_\_\_\_

**TOTAL DUE: \$ \_\_\_\_\_**

**Cancellation Policy:** The cutoff date for a full refund of the Conference Registration fee is September 12. Anyone who cancels between that date and October 29 will receive a refund, less a \$100 administrative fee. Notification must be received in writing by email, fax, or postal mail. Refund will be issued by check. Failure to cancel by October 29 will result in forfeiture of the entire registration fee.

**Financial Hardship Policy Statement:** As required by the New York and Illinois CLE Boards, if a member of the state's bar would like to attend an ARIAS-U.S. conference, but finds that he or she would incur a financial hardship by doing so, an application for waiver of the attendance fee may be made to the Board of Directors of ARIAS-U.S. Such application would be held in strict confidence. By registering for this ARIAS-U.S. event you consent to the ARIAS-U.S. Data Privacy Policy, which can be found online at <https://www.arias-us.org/about-arias-us/arias-us-s-data-privacy-statement/>.

# ARIAS Goes to Brooklyn!

The Brooklyn Bridge. Prospect Park. The original Dodgers. Hipsters. Jay-Z.

To this list of Brooklyn icons, we now add (drum roll) ARIAS•U.S. This fall, ARIAS will leave behind the tourist traps and gaudy lights of Midtown Manhattan to make the short trip across the East River to Brooklyn. It is a journey I make every day, having moved to New York's better borough several years ago.

As Brooklyn gets ready to welcome ARIAS for the first time, I thought a brief introduction to my part of the city would be helpful to you all. In this issue, I'll start with the basics. More information will be shared as the conference gets closer.

A caveat before I start: Brooklyn is huge. While Manhattanites usually lump Brooklyn into one amorphous, distant land accessible only by a treacherous journey worthy of a "Lord of the Rings" movie, Brooklyn is in fact a colorful collection of neighborhoods, each with its own distinct flavor and history. We Brooklynites keep one fact handy at all times: if you broke up New York City into its five boroughs, Brooklyn would rank as the third largest city in American by population, behind only Los Angeles and Chicago. There is much to experience in Brooklyn, and much to do.

**Where we'll be.** Our fall conference will be held at the New York Marriott at the Brooklyn Bridge. Full disclosure: you cannot actually see the



Brooklyn Bridge from the hotel. The hotel is located in downtown Brooklyn, not too far from the on-ramp to the Brooklyn Bridge. The hotel is also near Borough Hall, the administrative center of Brooklyn, and near the state and federal courthouses.

Downtown Brooklyn is a rapidly changing part of the borough. While Brooklyn is rarely associated with tall buildings or a striking skyline, that is starting to change. Downtown Brooklyn has seen a spike in luxury high rises, which have transformed the downtown area. They are all visible from the hotel, a few blocks away. These buildings have been attracting renters tired of the high prices and cramped spaces of Manhattan apartments. They have also given rise to bars and restaurants that cater to the new arrivals.

**How to get there.** The hotel is located near numerous subway lines. Less than a block from the Marriott is the Jay Street-Metrotech Station. The A/C (Blue), F (Orange), and R (Yellow) lines all take

you right there.; the A/C will take you directly to and from Penn Station if you are coming in by train (the ride is about 20 minutes). For those who want to get into Midtown, the F line travels along the 6th Avenue corridor in Manhattan.

Two more blocks away are the subway lines at Borough Hall Station. Those include the 2/3 line (Red) and the 4/5 line (Green). The 2/3 will take you right to Times Square in less than 20 minutes, while the 4/5 gives you access to the east side of Manhattan. For those who want to travel into Manhattan by car, a taxi or Uber ride will cost about \$25 and take about 30 minutes.

If you are traveling by plane, LaGuardia Airport is the closest in terms of time—20 minutes without traffic, 30 with. Getting to and from JFK can take, on average, about 40 minutes.

**The surroundings.** The hotel is within a few minutes of some of Brooklyn's most upscale and recognizable neighborhoods. None of these neighborhoods will strike you as remotely



**Suman Chakraborty** assists clients in resolving domestic and international commercial disputes, with an emphasis on reinsurance and complex insurance litigation. He has a nationwide litigation practice in state and federal courts, where he defends insurers, reinsurers, and third-party administrators in coverage and bad faith cases and in a range of tort claims. Having practiced in both London and Tokyo, he brings an awareness of the needs of transnational companies as well as an understanding of his clients' commercial and industry challenges.



“hipster-y.” Brooklyn Heights, known as “America’s first suburb,” is just across Cadman Plaza from the hotel. Few neighborhoods in New York can match the beauty of Brooklyn Heights’ elegant brownstones, tree-lined streets, and impressive scenery.

Also within a few minutes are Cobble Hill and Boerum Hill, two family-friendly neighborhoods full of restaurants, bars, and coffee shops. Court Street (which divides the two neighborhoods) and Smith Street (which runs parallel to Court in Boerum Hill) are the main thoroughfares.

DUMBO (an acronym for Down Under the Manhattan Bridge Overpass) is also just a 10-minute walk from the hotel. Once a haven for artists, it is now the most expensive Brooklyn neighborhood in which to live.

**Top things to do.** In the next issue of the *Quarterly*, I’ll share recommendations for restaurants and other things to do in the area. In this issue, I’ll tell you the top three places to visit while you are here.

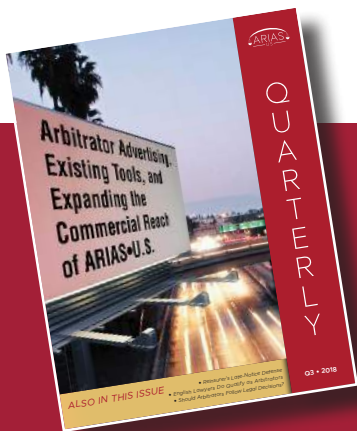
The first is the Brooklyn Heights Promenade. The view of the lower Manhattan skyline, framed on one side by the Brooklyn Bridge and on the other side by the Statue of Liberty, is jaw-dropping. It is a must-visit on your trip.

Just below the Promenade is Brooklyn Bridge Park. Accessible from Atlantic Avenue, DUMBO, and the Squibb Bridge in Brooklyn Heights, this waterfront park has been completely transformed in the last few years. It is a perfect place for those seeking to take a morning walk or run. The views from the park are spectacular—I particularly

recommend the view from Jane’s Carousel on the far DUMBO end of the park.

Finally, you should walk the Brooklyn Bridge. It can get awfully crowded with both pedestrians and cyclists, so early morning or evening is better than mid-day. Most people who walk the bridge start on the Brooklyn side and walk into Manhattan. If you don’t want to walk back into Brooklyn after that, you can take the 2/3 at Fulton Street or the 4/5 at Brooklyn Bridge/City Hall Station to make the return trip.

I am excited you will all have a chance to experience Brooklyn. And I’m particularly excited that a Fall Conference in Brooklyn means I actually might wake up in time to attend the first morning session.



### ARIAS•U.S. Quarterly — Call for Article Submissions —

Interested in submitting an article for the next *Quarterly*? ARIAS•U.S. welcomes articles written by its members addressing issues in the field of insurance and reinsurance arbitration and dispute resolution. The page limit for submissions is 5 single-spaced or 10 double-spaced pages.

#### ***Want to earn MCLE Credits for your article submissions?***

MCLE credit may be earned for legal-based writing directed to an attorney audience upon application to the New York CLE Board. Guidelines for obtaining MCLE credit for writing, as well as a Publication Credit Application, are available at [www.nycourts.gov/attorneys/cle/apppubcredit.pdf](http://www.nycourts.gov/attorneys/cle/apppubcredit.pdf).

If you’re interested in writing an article or have suggestions for topics you’d like to see addressed, please contact ARIAS at [director@arias-us.org](mailto:director@arias-us.org).



## 2018 ARIAS•U.S. Fall Conference Sponsorship Opportunities

ARIAS•U.S. (AIDA Reinsurance & Insurance Arbitration Society) is the leading not-for-profit trade association for the insurance and reinsurance industry. ARIAS•U.S. promotes excellence, advancement, and education around insurance and reinsurance alternative dispute resolutions as well as provides a pool of certified arbitrators. Membership is open to law firms, corporations, and individuals interested in helping to achieve the goals of the Society.

The ARIAS•U.S. Fall Conference will take place on Thursday, November 8 and Friday, November 9, 2018 at the Marriott New York Brooklyn Bridge hotel in Brooklyn, NY. This two day conference will include general sessions, breakout sessions, breakfast, lunch and networking events. Expected attendance is 360 - 400.

### Why You Should Be Involved

Involvement with ARIAS•U.S. provides your company with:

- Brand Exposure to this lucrative target market before, during, and after the event;
- The opportunity for your company to interact with ARIAS•US leadership and core supporters; and
- A win-win scenario for your company, your target audience and ARIAS•US.

**Sponsorship opportunities are customizable**, so if you don't find the opportunity that's perfect for your company, please contact us!





## **Networking, Meals, & Reception Sponsorship Opportunities** *Available to Non-Member Individuals and Companies.*

### ***Networking Breakfasts – Thursday, November 8 and Friday, November 9, 2018*** ***(\$2000 per sponsor, 2 opportunities available)***

The Thursday Networking Breakfast starts the day off with an array of fresh fruit, baked goods, and piping hot beverages while attendees have the opportunity to leisurely catch up with colleagues. The Friday Networking Breakfast is also a great chance to raise brand awareness for your company as attendees continue to network before the final sessions. Take this opportunity for your company to have signage right by each food and beverage station as guests linger over coffee and a hearty breakfast before they head back home.



### ***Networking Breaks – Thursday, November 8 and Friday, November 9, 2018*** ***(\$1500 per sponsor, 3 individual opportunities available)***

If ever there was a group that takes their networking breaks seriously, it would be the ARIAS Conference attendees. Take this opportunity for your company to have signage right by each food and beverage station as guests linger over coffee and talk shop.





***Brooklyn Bridge Luncheon – Thursday, November 8, 2018***

***(\$3500, exclusive sponsorship)***

There's no better way to grab the attention of each attendee than to sponsor the main meal of the conference—the opening day luncheon. Your sponsorship will have signage around the room acknowledging your company as the luncheon sponsor.



***Evening Reception – Thursday, November 8, 2018***

***(\$3500, exclusive sponsorship)***

Attendees enjoy drinks and light fare as they mingle with business associates. In addition to signage welcoming the attendees and located around the event space, the sponsor of this reception can take advantage of offering a customized drink incorporating their company brand.







## **Additional 2018 Fall Conference Sponsorship Opportunities**

*Available to Members, Non-Member Individuals and Companies.*



### ***Charging Stations***

***(\$2500, 2 sponsorships available)***

People rely heavily on mobile technology to stay connected. Whether at trade shows, conferences, or events, mobile devices are often the key to networking opportunities—and the moment the battery runs out, business stops. Take the opportunity to sponsor several mobile charging stations that will provide attendees with a convenient way to get the back-up power they need to stay connected and give your company the chance to raise brand awareness.

### ***Wifi Sponsorship***

***(\$5000, exclusive sponsorship available)***

### ***Conference Lanyards***

***(\$2000, exclusive sponsorship)***

### ***Accessory Sponsor***

***(\$2000, exclusive sponsorship)***

### ***Conference Program Advertisements***

***(\$850 – full-page ad, \$500 – half-page ad)***

### ***Women's Networking Event***

***(\$2500, two sponsorships available)***

### ***Branded Networking Lounge Area***

***(\$1000, two sponsorships available)***





**All ARIAS•U.S. Fall Conference Sponsors Receive:**

- Logo placement and recognition in marketing collateral, event signage, and onsite materials as a conference sponsor.
- Logo placement and recognition on ARIAS•U.S. Fall Conference webpage with link to your corporate website.
- Logo placement and recognition as a sponsor in ARIAS•U.S. Quarterly Issue – Fall Conference Recap Section.
- Opportunity to include an insert in the Fall Conference registration materials.
- Recognition as a sponsor from the podium at the Opening & Closing General session.
- Opportunity to send an e-mail to attendees pre- or post-conference \* (Sponsor will provide the content and it will be approved by the ARIAS•U.S. Board. Staff will send out on behalf of your company.)

*\*Available to sponsors at the \$3000 or above level.*

**For more information on the ARIAS•U.S. Sponsorship Opportunities, please contact Sara Meier, Executive Director, ARIAS•U.S., at 703-506-3282 or [smeier@arias-us.org](mailto:smeier@arias-us.org).**

**ARIAS•US is a 501(c)6 organization. Tax Identification Number: 13-3804860.**





## Sponsorship Commitment Form

### **EVENT SPONSORSHIP**

- |  |  |
|--|--|
| <input type="checkbox"/> <i>Networking Breakfasts – \$2000 per sponsor<br/>(2 opportunities available)</i> | <input type="checkbox"/> <i>Conference Lanyards – \$2000<br/>(Exclusive sponsorship)</i>                           |
| <input type="checkbox"/> <i>Brooklyn Bridge Luncheon – \$3500<br/>(Exclusive sponsorship)</i>              | <input type="checkbox"/> <i>Women's Networking Event<br/>(\$2500, two sponsorships available)</i>                  |
| <input type="checkbox"/> <i>Networking Breaks – \$1500 per sponsor<br/>(3 opportunities available)</i>     | <input type="checkbox"/> <i>Branded Networking Lounge Area<br/>(\$1000, two sponsorships available)</i>            |
| <input type="checkbox"/> <i>Thursday Evening Reception – \$3500<br/>(Exclusive sponsorship)</i>            | <input type="checkbox"/> <i>Accessory Sponsor – \$2000<br/>(Exclusive sponsorship)</i>                             |
| <input type="checkbox"/> <i>Wifi Sponsorship – \$5000<br/>(Exclusive sponsorship)</i>                      | <input type="checkbox"/> <i>Conference Program Advertisements<br/>(\$850 – full page ad, \$500 – half page ad)</i> |
| <input type="checkbox"/> <i>Charging Stations – \$2500 per sponsor<br/>(2 sponsorships available)</i>      |  |

Contact Person: \_\_\_\_\_

Company or Agency Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone/Fax/E-mail: \_\_\_\_\_

### **Payment Information:**

Cancellation Policy: All sponsorship fees are non-refundable.

☐ Invoice **or** ☐ VISA ☐ AMEX ☐ MasterCard      Grand Total Due: \$ \_\_\_\_\_

CC# & Exp. Date \_\_\_\_\_ / \_\_\_\_\_ CVV: \_\_\_\_\_

Print Name \_\_\_\_\_ Signature \_\_\_\_\_

Billing Address: \_\_\_\_\_

*(if different from above)*

*This document serves as a contract. All sponsorship requests are final. Execution of this sponsorship commitment form signifies assumption of legal responsibility to pay for all sponsorship as stipulated on the form. Sponsorship is not confirmed until full payment is received. Payment must be made in U.S. dollars drawn on a U.S. bank prior to the event date.*

**Please fax or e-mail your completed form to 703.506.3266 or [smeier@arias-us.org](mailto:smeier@arias-us.org).**



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