

ACADIA REGIONAL SPECIALTY
CWG REGIONAL SPECIALTY

BMAG REGIONAL SPECIALTY
USIG REGIONAL SPECIALTY

DIVISIONS OF BERKLEY REGIONAL SPECIALTY, LLC.



A BERKLEY
COMPANY

“Surplus Lines Simplified!” – Berkley’s Regional Specialty Companies simplify the Surplus Lines transaction for commercial property and casualty risk placements by providing direct access with unparalleled service and technology to selected independent agencies.

OUR MISSION

Our vision is to hire the right people, and locate them close to the customer in each W. R. Berkley Regional company. Based on the recommendations of our sister admitted Regional companies, we appoint a select number of their independent agents in each state. We provide superior customer service and products; support and promote the independent agency system; provide a challenging and rewarding environment for our employees; and participate in our communities. We take advantage of opportunities in every market cycle to become one of the highest performing W. R. Berkley Corporation member companies.

COMPANY DESCRIPTION

Berkley Regional Specialty Insurance Company, which is a policy issuing carrier, was formed in 2005 to provide direct access to a commercial property and casualty surplus lines non-admitted market. Agencies are recommended by one of our admitted sister W. R. Berkley Regional companies – Acadia Insurance Company, Berkley Mid-Atlantic Group, Continental Western Group or Union Standard Insurance Group. Our approach results in time and cost savings for retail producers and their ultimate customer, the policyholder. In addition to our home office in Scottsdale, Arizona, we have established regional service offices which are located within our admitted sister Regional companies to better service our mutual customers. We seek energy, enthusiasm and customer-focused traits when hiring employees. Expertise is a given. Our insurance professionals have varied backgrounds in multiple disciplines: surplus lines, reinsurance, admitted and agency. Current products consist

of commercial general liability and liquor liability, which comprises approximately 80% of the premiums written, with commercial property and inland marine exposures representing 20%. Product lines offered and risk appetite will expand as we grow. Ultimately, we will be authorized in all 50 states.

Guiding Principles

- **Do the right thing.** We are fair, honest, professional and always act with high integrity
- **Superior customer service.** Focus on their needs, even if it makes our jobs more challenging. Everything counts.
- **Value employees.** Encourage each to develop to their fullest potential, support them in their career and personal growth, and treat everyone with respect. Everyone matters.
- **Achieve profitable growth.** This is the only way to fuel our vision.
- **Who cares wins.** Encourage everyone to contribute and to challenge the status quo. It’s what is right, not who’s right that is important.
- **Foster teamwork and build trust,** while promoting individual accountability and rewarding achievement
- **Open honest communications.** Our environment is inclusive, so employees, agents and their insureds are encouraged to present their ideas.
- **Commitment with a sense of urgency,** in pursuit of our opportunities

FINANCIAL HIGHLIGHTS

Policy Issuing Carrier - Berkley Regional Specialty Insurance Company is rated as a member of Berkley Regional Insurance Group.

Berkley Regional Insurance Group

A.M. Best Rating	Financial Size Category	Standard & Poor’s Rating
A+ (Superior)	X	A+ (Strong)



BILL THORNTON, CPCU, CLU
Chairman/President

Bill Thornton joins Berkley Regional Specialty from Acadia Insurance Company, where he served as President from 2000-2008. He was previously President of Union Standard Insurance Company, another W. R. Berkley member company.

DISTRIBUTION

We distribute our products through a limited number of specially selected independent retail agencies currently representing the W. R. Berkley Regional companies. The agency must hold a surplus lines license in each state where they transact business with us. We complement the business these agencies place on an admitted basis. Producer relationships are based on recommendation from and success with our sister W. R. Berkley Regional companies. Our contract and relationship is exclusive and valuable.

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

For additional information on Berkley Regional Specialty Insurance Company, please contact us at our home office:

Acadia Regional Specialty

Toll free: (877) 211-5164

BMAG Regional Specialty

Toll free: (866) 738-1595

CWG Regional Specialty – Arizona

Toll free: (866) 412-7742

CWG Regional Specialty – Iowa

Toll free: (866) 752-6361

USIG Regional Specialty

Toll free: (866) 696-2140

Berkley Regional Specialty Companies Home Office

Mailing Address:

P.O. Box 28333

Scottsdale, AZ 85255

Toll free: (866) 412-7742

Tel: (480) 444-5950

Fax: (480) 607-2991

Contracted producer website: www.brsic.com

OFFICERS

Bill Thornton, CPCU, CLU
Chairman/President

Rodney B. Frantz, CPA
Chief Financial Officer
& Treasurer

Vickie L. Potts, CPCU
Vice President –
Agency Relations &
Business Development

Patrick K. Watland, CPCU
Vice President –
Underwriting

Walter E. Stradley
Senior Vice President