

**With a captive or risk retention group, you stabilize coverage for your specific exposures while participating in the underwriting profit and investment income.** In addition, you control the processing of claims, have flexibility with policy provisions, and gain special cash flow advantages. With expert implementation and management, a captive or risk retention group gives you an excellent tool to help manage risk and control costs. The captive management team at USA Risk Group is uniquely qualified to help you utilize that tool. Working in close consultation with you, we will evaluate existing programs and structure coverages to ensure that you have the most effective risk financing vehicle for your exposures. From initial concept to final implementation, you can rely on us to:

- **Advise you on captive viability, type of captive, retention levels and capitalization.**
- **Make an impartial recommendation on the most advantageous domicile, due to our multi-domicile presence.**
- **Provide recommendations for captive structure, retention levels and capitalization.**
- **Prepare, submit, and monitor application to domiciliary regulators.**
- **Establish investment management guidelines and monitor performance.**
- **Design and implement client-oriented accounting and insurance recordkeeping, control, and reporting procedures.**
- **Assist you in captive formation, incorporation, and licensing.**
- **Identify and act as a liaison to auditors, actuaries, attorneys, bankers, and regulatory authorities.**
- **Negotiate fronting arrangements, excess coverage, and reinsurance placements.**

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USA Risk Group provides captive management services in all major onshore and offshore domiciles. After your captive or risk retention group is established, we ensure its continued success with these ongoing management services:

- **Produce and maintain all financial statements, accounting records, and management reports.**
- **Prepare regulatory financial reports, including annual and quarterly statements.**
- **Provide a home office, local director and officers, if required.**
- **Maintain all required accounting and other supporting records.**
- **Prepare financial statements for company management.**
- **Provide cash management services.**
- **Prepare policy documentation.**
- **Review and submit client business plan changes.**
- **Prepare premium tax returns and other filings required by state insurance departments and the NAIC.**
- **Produce periodic and statutory financial statements and underwriting, statistical, and management reports.**
- **Liaise with reinsurers, auditors, actuaries, and other service providers.**
- **Arrange and coordinate Directors' and Shareholders' meetings, and prepare all meeting materials.**



*What growth means to you.*

## Captive/Risk Retention Group Management

### **Member Company Contacts:**

#### **USA Risk Group of Vermont, Inc.**

Our worldwide captive headquarters was founded in 1980 by H. Lincoln Miller, Jr. Today, USARGVT is the state's largest and most successful independent captive manager, with a diverse range of clients, from Fortune 500 companies to small corporations and policyholder-owned group programs. We operate from two locations in Vermont: our headquarters just outside Montpelier and Burlington, which allows ease of access to the airport.

#### **Andrew Sargeant, President USA Risk Group of Vermont, Inc.**

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#### **Jeffrey S. Kenneson, Senior Vice President of Business Development USA Risk Group, Inc.**

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#### **USA Risk Group of New York, Inc.**

New York joined the growing list of domiciles serviced by USA Risk Group in 2007.

#### **Jeffrey S. Kenneson, Senior Vice President of Business Development USA Risk Group, Inc.**

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## Captive/Risk Retention Group Management

### **Member Company Contacts Continued:**

#### **USA Risk Group (South), Inc.**

We established USARGSC in 2001 and have been at the forefront of developing this domicile for captives and risk retention groups. USARGSC is the leading independent captive manager in South Carolina and can service clients from offices in both Charleston and Greenville.

#### **Paul R. Newton, Senior Vice President**

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#### **USA Risk Group (West) Inc.**

An independent alternative risk manager located in Arizona, and also licensed and providing services to captives and risk retention groups in Nevada, Utah, Montana, Kentucky and Delaware. Arizona's dedicated regulatory staff and low-cost environment make it an attractive option, especially for West Coast companies.

#### **Marc J. Lapointe, Senior Vice President of Business Development**

##### **USA Risk Group, Inc.**

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## Captive/Risk Retention Group Management

### **Member Company Contacts Continued:**

#### **USA Risk Group (Barbados), Ltd.**

Formerly MIMS International (Barbados) Ltd, USA Risk Group (Barbados), Ltd. is a leading independent manager with over 20 captives under management. We were the first manager to be licensed in Barbados and continue to be a leader in this cost effective offshore domicile.

#### **Martin R. Hole, President USA Risk Group (Barbados), Ltd.**

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#### **Cedar Management Limited**

Our Bermuda office is located in the world's leading captive domicile. Long a center of innovation in the insurance industry, Bermuda grants a wide range of operating powers not available onshore. Cedar Management Limited became a part of the USA Risk Group family of companies in 2008. Cedar, a leading independent manager, provides services to numerous single parent, group and rent a captive companies in Bermuda.

#### **Thomas R. McMahon, President Cedar Management Limited**

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## Captive/Risk Retention Group Management

### **Member Company Contacts Continued:**

#### **USA Risk Group (BVI), Inc.**

Our British Virgin Islands office is located in one of the world's fastest developing captive domiciles. BVI is a low cost, effectively regulated domicile that is well suited to agency captives and Section 831 small insurance company rule captives.

#### **Jeffrey S. Kenneson, Senior Vice President Business Development**

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#### **USA Risk Group (Cayman), Ltd.**

Our Cayman office opened in July 2005 and we now manage over 40 captives in this established domicile. The Cayman Islands are an attractive option due to their modern insurance laws and well established infrastructure.

#### **Paul Macey, President**

#### **USA Risk Group (Cayman), Ltd.**

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## Captive/Risk Retention Group Management

### **Member Company Contacts Continued:**

#### **USA Risk Group (Malta) Limited**

USARG Malta was established in April 2010. As Malta is a member of the European Union Maltese domiciled captives are part of a robust regulatory regime that can write direct policies into the EU and European Economic Area. Additionally Malta has advantageous structures to allow cost effective operations. We believe Malta is the European location that will see most expansion in the next few years.

#### **John Tortell, Vice President USA Risk Group (Malta) Limited**

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