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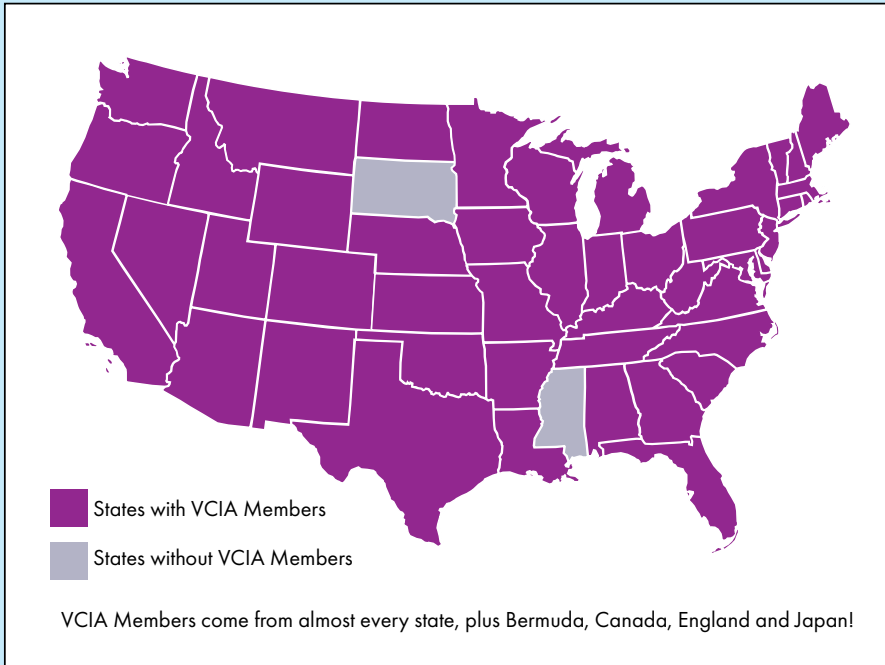
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# 2016 Captive Snapshot

## Vermont is the leader in the U.S. Captive Insurance Industry

48 of the Fortune 100 and 18 of the Dow 30 have captive insurance companies domiciled in Vermont. Nearly 40 states now have laws allowing the formation of captive insurance companies. With nearly 600 of the world's 5000+ active captives, Vermont ranks as the world's third largest domicile in number of licensed captives. Vermont's total number of captive licenses issued is 1088.

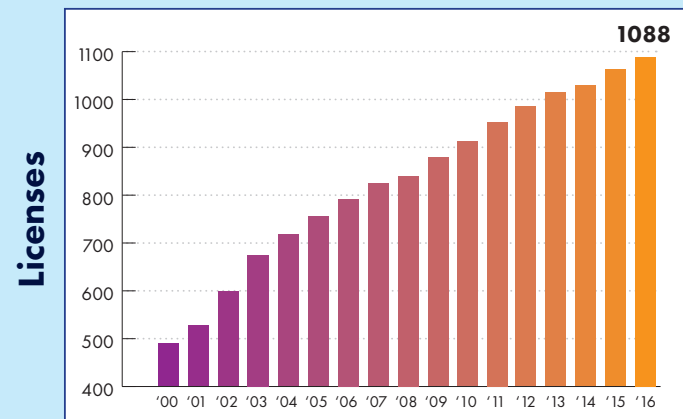
## Why form a captive?

- Control cost
- Reduce or eliminate losses by implementing effective loss control programs and cooperating with claims administration
- Retain investment income
- Provide evidence of insurance and access to reinsurers

## What makes Vermont the best?

- Vermont's infrastructure for captive insurance is one of the most sophisticated and mature in the world
- Experienced & knowledgeable regulatory team
- Responsive legislation and consistent regulatory environment
- Cooperation among Governor, legislators, regulators, VCIA and industry

## Captive Licenses Issued in Vermont



### What is captive insurance?

Captive Insurance is a highly specialized form of self insurance. To insure a variety of risks, companies or groups of companies establish their own licensed, regulated insurance companies. There are currently over 5,000 active captives worldwide. As of this printing, Vermont has licensed 1088 captives. Vermont's captive owners represent a wide range of industries including multi-national corporations, associations, banks, municipalities, transportation and airline companies, power producers, public housing authorities, higher education institutions, healthcare, telecommunications suppliers, shipping companies, insurance companies and manufacturers.

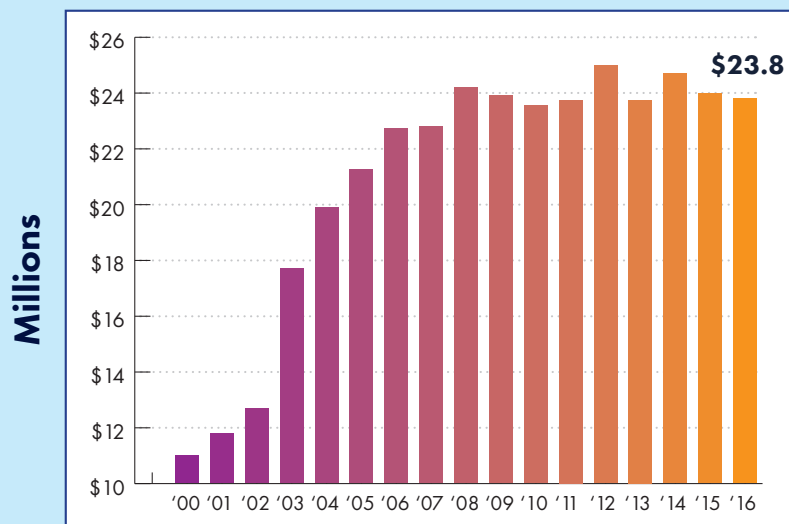
### Captive vs. traditional insurance regulation

Commercial insurance companies sell insurance to the general public and are licensed in all states in which they do business. But captive insurance companies insure only their owners who have the ability to manage and retain their own risk. The degree of regulatory oversight required for captives is different than that required for commercial insurers. The captive is licensed in only one state, and operates under the captive insurance law of that state.

### Economic impact on Vermont

The captive industry is great for Vermont. In 2016, the Vermont captive industry is estimated to have generated \$23.8 million of premium tax benefits and related fees for Vermont. At last count, more than 1400 direct and indirect jobs (full and part-time), were created by the captive industry in Vermont.

**Captive Premium Taxes Collected**



### Vermont Captive Insurance Association

VCIA is the largest trade association for captive insurance in the world. Established in 1985, the Association provides lobbying support on both the state and federal levels for its over 400 member companies. In addition, it hosts professional education opportunities for the industry at large. VCIA has a national reputation of being a highly effective and well-respected trade association. Our office is located in Burlington, Vermont. We have a staff of 7 people and are governed by a Board of Directors composed of industry professionals.

### Our Mission

VCIA will provide members with legislative support, education, opportunities for information-sharing and a network of mutual support with others who share objectives in order to ensure an environment favorable to the continued growth and health of the captive industry and the Vermont Captive community.

### Our Vision

VCIA strives to be the premier captive insurance association in the world.

**1000+** people attended VCIA's 2016 Annual Conference in August

**100** companies exhibit at the VCIA Annual Conference

**1900** captive professionals participate in VCIA events annually per year

VCIA presents **11** industry events every year

**431** organizations are VCIA members

**130** volunteers from **78** companies lend their expertise on VCIA committees

