

VCIA
LEGISLATIVE
DAY
JANUARY 22, 2025



Alberici



Built for the challenge.

VCIA

Melinda Young
CIC, CRM
Vice President of
Risk Management



- 28 years of insurance brokerage experience prior to joining Alberici
- Vice President of Risk Management for Alberici Corporation since 2018
- President of Alberici's captive companies
- Chairperson for the Associated General Contractor's Surety Bonding and Construction Risk Management Forum Group
- Board Member of VCIA



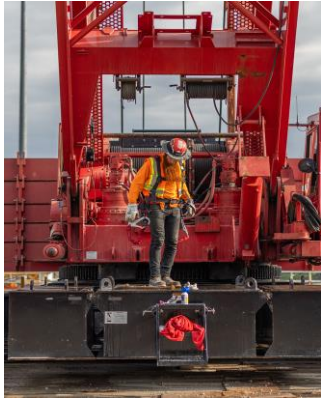
Alberici



- Diversified construction co. with operations throughout N. America with 3,500 craft and salaried employees
- General Contractor, Design/Build, Construction Manager
- Headquartered in St. Louis, Missouri
- Founded in 1918 by John Alberici, grandfather to Alberici's Chairman Emeritus, John Alberici
- Steel fabrication since 1958
- \$4B revenue in 2023
- Markets served: Automotive, Buildings, Civil & Marine, Energy & Renewables, Food & Beverage, Healthcare, Heavy Industrial, Industrial Process, Water, Educational, Aviation, Hospitality
- Ranked by Engineering News Record as 39th largest contractor in the U.S. in 2023
- First safety professional hired in 1962; 35% decrease in accidents, beginning Alberici's full commitment to safety



Alberici



- Alberici has two active captives:
 - **NC3** (New Century Casualty Corporation), domiciled in VT and subsidiary of Alberici Corp., est. DEC 2000
 - **MC3** (Mound City Casualty Company), domiciled in MO and subsidiary of NC3, est. DEC 2011 (*established to avoid doubt created by Dodd-Frank legislation as to where premium taxes should be paid*)
- NC3 provides 100% reinsurance to MC3
- Together, the two captives provide coverage to Alberici's operating companies including:
 - General Liability, Automobile Liability, Workers' Compensation and Employer's Liability, Contractor's Professional and Pollution Liability, Subcontractor Default Insurance, Asbestos Liability, Contractor Controlled Insurance Program (GL, WC/EL), and Medical Stop Loss*
- NC3 also participates in a Workers' Compensation Reinsurance Pool



How It All Started

- Alberici was invited to join a group captive.
- After consideration, Alberici decided to form its own captive with the interest of coverages beyond those offered in a group captive.
- Ultimately, the coverage and financial flexibility offered by a single parent captive was more attractive than the initial cost savings, training, and professional oversight offered by a group captive.
- Cost savings was not Alberici's primary focus.
- Alberici's motivation was an increased commitment to safety and quality.
- Cost savings would be used for safety training, protective gear, fall protection, etc. to support the safety culture.





Alberici



- Alberici wanted a well-regulated, on-shore domicile that would convey absolute **professionalism, credibility, and transparency** for the parent organization – internally and externally. It was also important to Alberici that the domicile be adequately staffed and supported by its state legislature.
- After consideration of various domiciles, Alberici recognized VERMONT as the “**gold standard.**”
- Alberici chose its captive team:
 - Captive Manager** – Aon, Vermont
 - Legal Advisor** – Paul Frank + Collins, P.C., Vermont
 - Auditor** – Crowe, LLP, Vermont
 - Actuary** – Aon, Vermont
 - Third Party Claims Administrator** – CCMSI, St. Louis



Why Vermont?

- Vermont's captive resources and education are second to none.
- Vermont's captive community is extremely collaborative and works in sync to support and strengthen the captive industry.
- Vermont's Captive Insurance Division of the DFR is responsive, professional, and supportive.
- The synergy between Vermont's DFR and DED is impressive and effective.
- The support provided by Vermont's government is a critical component of its strong captive infrastructure.
- Vermont is home to the world's largest captive insurance trade association – VCIA.

Vermont is clearly committed to the success of the captive industry.





Alberici



NC3 / Vermont Beneficial Partnership

- Alberici's captive, NC3, wrote premiums of \$25.3M in 2023 and approximately \$23.7M in 2024.
- NC3 pays professional and management fees of approximately \$600k annually to its Vermont service providers.
- NC3's annual board meeting / retreat contributes \$25k to \$30k annually to Vermont's economy.

From its formation in 2000 as a Cost Center, NC3 has evolved into a mature, financially beneficial segment of the organization. It is a critical component of Alberici's operations, providing essential risk management services and a financial security and stability to manage the organization's cost of risk.