



**Eighteenth General Meeting
Lisbon
Thursday, 8 June, 2017
Pestana Palace Lisboa
12:30 p.m.**

MINUTES

I. Call to Order

The meeting was called to order at 12:30 p.m. by ISA President, Richard Wulff, QBE and representing ICISA.

The following were in attendance:

Richard Wulff, QBE and representing the Australian Surety Association (ASA)

Jorge Orozco, Fianzas Atlas and representing the Surety Association of Mexico

Jules Quenneville, Guarantee Company of North America and representing the Surety Association of Canada (SAC)

Adrian Kärle, Swiss Re and representing the Surety & Fidelity Association of America (SFAA)

Dekker Buckley, Chubb and representing the Surety & Fidelity Association of America (SFAA)

Robert Nijhout, ICISA

Steve Ness, SAC

Lynn M. Schubert, SFAA

II. Approval of the Minutes of the 11 June, 2015, ISA General Meeting

The minutes of the General Meeting of 2 June 2016 (Tel Aviv) were approved.

III. Election of Officers

Mr. Richard Wulff was re-elected President for 2017-2018. Mr Dekker Buckley was elected Vice President for 2017-2018. Robert Nijhout was elected Executive Director and Secretary for 2017-2018.



IV. Appointment of Executive Committee

The following were appointed to the Executive Committee:

Jules Quenneville will serve the first year of his 2-year term for 2017-2019 representing SAC.

Richard Wulff will serve the second year of his 2-year term for 2016-2018 representing ASA.

Dekker Buckley will serve the second year of his 2-year term for 2016-2018 representing SFAA.

Jos Kroon will serve the second year of his 2-year term for 2016-2018 representing ICISA.

Jorge Orozco Lainé, was elected for a 2-year term for 2017-2019, representing the Surety Association of Mexico.

The following were appointed as Ex Officio Members of the Executive Committee:

Robert Nijhout, ICISA

Steve Ness, SAC

Richard Wulff, ASA

Lynn M. Schubert, SFAA

Adrian Kärle, representing Reinsurance Members

V. Membership issues

The Chair suggested combining this with point VI of the agenda.

VI. PASA membership application

An application for membership from PASA was approved unanimously. Regarding an entrance fee for PASA there was no unanimity. It was concluded that PASA membership is in the interest of ISA and Rob Nijhout was given the authority to negotiate an entrance fee that was mutually acceptable to ISA and PASA.

VII. Determine Entrance Fee for New Members

Reference was made to what was agreed under point VI.



VIII. Report on Member Activity

- Lynn Schubert reported on activities of SFAA. She also referred to her presentation at the COMI meeting of ICISA that same day.
- Steven Ness reported on activities of SAC and also referred to his more extensive presentation that same day at the meeting of the COMI.
- Richard Wulff reported on activities of the ASA. There are 17 companies offering surety bonds. Products are sold as financial guarantees. He considers the Australian surety market “an accident waiting to happen”.
- Jorge Orozco reported on a new law in Mexico governing surety.
- Adrian Kärle reported on surety activity in China and their complex legal system.
- Rob Nijhout reported on the update of the ICC Uniform Guide for Contract Bonds, which was drafted by a working group with representatives from SFAA, PASA and ICISA.

IX. World Bank – Procurement documents in Africa

A report was given on a meeting with the World Bank to address perceived discrimination of surety in certain procurement documents.

The documents had been identified and it was explained that this was a matter of interpretation rather than discrimination. The World Bank will follow up with internal guidelines.

X. Capital requirements/systemic risk developments with the IAIS

No further developments were shared.

XI. Attracting and retaining qualified professionals for the surety industry

All shared their respective initiatives in this regard, which vary from dedicated programmes to training seminars where focus is on retaining rather than attracting. The SFAA does have a specific recruitment effort that includes both outreach and a scholarship and internship program under The Surety Foundation. SFAA and SAC have young professional groups that allow alumni to participate after graduation.

XII. Determine Annual Subscription

Annual subscription fees were waived for the next 12 months.

XIII. Approve the Statement of Accounts

Statements of Accounts were approved.



XIV. Other Business

- Jorge Orozco suggested changing to consider changing the name of the association to International Guarantee Association to better reflect terminology used in the market. The group considered adding under the name and logo of the association, “A global federation of surety associations”.
- India was raised as a concern as surety bonds are not allowed in that market. Surety is not considered an insurance product and is only offered by banks. AIA will be asked to learn if they know more about this.
- It was reported that in Italy you cannot write demand guarantees if you have a surety license.
- It was commented that it is time again to promote surety at the UN and World Bank.

XV. Adjournment

The meeting was adjourned at 14:00 hrs.
