

About TALHI

Texas Association of Life and Health Insurers

TALHI is the trade association for life and health insurers doing business in Texas. TALHI exists to support a vibrant life and health insurance market in the State of Texas, believing that by so doing we contribute to the financial security and well-being of the citizens of Texas. We serve our members while also serving all who are touched by our industry.

TALHI serves as the voice of our members and the industry, advocating for an economic, legislative, and regulatory environment that supports a vibrant life and health insurance market in order to effectively serve the citizens of Texas.

Now representing the majority of insurers in the state, TALHI has emerged as a leading voice for life and health insurers on legislative and regulatory matters.

TALHI is an open-door trade association boasting some of the most progressive life and health insurance company officials in Texas. Our members are united for the mutual benefit and development of a healthy and competitive insurance market.

The work that TALHI does in the public policy arena is intended to strengthen the insurance market by enhancing insurers' ability to provide Texans financial security for their future.

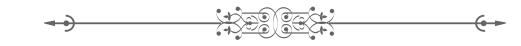
TALHI advocates for key insurance issues before legislative and administrative bodies including life, annuity, health, privacy, long-term care, community reinvestment, litigation, solvency, taxation, risk classification, regulation, and insurance organization and regulation.

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Message from the Chairman



Welcome to the Greenbrier and the 2014 Round Up!

We are excited that you are here and are grateful for your support for TALHI. I think you will find the meeting both memorable and informative.

We've assembled another impressive panel of presenters who will share their insight on topics important to our industry. You will hear from the experts on key legislative, regulatory and technology developments that are transforming our operations.

As we prepare for another legislative session, we will be joined by leaders in the Texas House and Senate who will share their forecasts for the 2015 session and the changing political dynamics in Austin.

As always, we included time in this year's program for networking with your colleagues as well as the opportunity to enjoy this beautiful and historic setting.



As we begin this year's event, I'm pleased to reflect upon another great year for our organization. We moved forward with the execution of our formal business plan with the development of a strategic path for the organization's future. The organization's finances continue to be strong and well-managed. Our membership remains stable and TALHI's value as a resource and advocate for our industry may be more apparent than ever.

Your attendance at the 2014 Round Up reinforces your commitment to TALHI's success. Your support makes possible the leadership, unity and resourcefulness that this organization provides on behalf of all of us.

Our commitment to the mission that unites us remains strong: Let's continue our work to build and maintain a vibrant insurance market for Texas.

Thank you for being here and for your continued support to make TALHI a respected and effective voice for our industry.

Have a great time!

Sincerely, Tom Mays TALHI Chair, 2013-2014

TALHI Officers and Board of Directors



2013-2014 Officers

Tom Mays, Chairman Pacific Life Insurance Company

Catherine Bresler, Vice Chairman Trustmark Insurance

> Skip Braziel, Secretary MetLife

Susan Jennings, Treasurer National Life Group[®]

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> Gary Allen Aflac

John Camillo Kemper Life and Health Group

Mark France Funeral Directors Life Insurance Company

> Bo Gilbert USAA Life Insurance Company

Peter Hennessey, III GPM Life Insurance Company David Hill Assurant

Ric Jernigan National Farm Life Insurance Company

> Ted Kennedy AIG

Charles Stuart Blue Cross & Blue Shield of Texas

John Stuckemeyer State Farm Insurance Company

Gil Valdes New York Life Insurance Company

Schedule of Events



Sunday, August 10, 2014

4:00 p.m.	Registration and Information Desk Opens	Registration Lobby
4:00–5:30 p.m.	Board Meeting	Fillmore/Van Buren Rooms
5:30-6:30 p.m.	Welcome Reception T <u>HOMPSON</u> COE	Garden Room, Main Lobby

Monday, August 11, 2014

7:00 a.m.	Golfers Breakfast and Check In	Golf Club Front Porch
7:40 a.m.	LIPAC Golf Tournament	The Greenbrier Course
9:30 a.m.	Registration and Information Desk Opens	Registration Lobby
3:30–5:30 p.m.	Wine and Chocolate Tasting LIPAC Fundraiser	Colonial Lounge
6:00–7:00 p.m.	Chairman's Reception	Chesapeake Bay Room and Terrace (indoor/outdoor)
6:45–9:00 p.m.	LIPAC Incentive Dinner (by invitation) Meet at Colonial Lounge no later than 6:45 p.m.	Spring Room

Tuesday, August 12, 2014

7:00 a.m.	Registration and Information Desk Opens	Taft Room Foyer
7:30–8:15 a.m.	Breakfast Buffet	Taft Room
8:15 a.m.	Welcome and Opening Remarks	Taft Room
8:25 a.m.	The Executive Director's Report	Taft Room
8:45 a.m.	Important Issues at the NAIC Bruce Ferguson, ACLI Cindy Goff, AHIP	Taft Room
9:30 a.m.	Enterprise Mobility Solutions for the Insurance Industry Charles Jones, SevenTablets	Taft Room
10:15 a.m.		
10:30 a.m.	National Health Care Reform: Expanding Impact Cindy Goff, AHIP Bruce McCandless, Mitchell Williams Pati McCandless, Blue Cross and Blue Shield of Texas	Taft Room
11:05 a.m.	A Texas Perspective: Legislative Panel Texas State Senator Larry Taylor Texas State Representative Kenneth Sheets	Taft Room

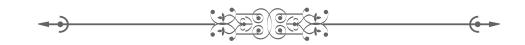
Schedule of Events



Wednesday, August 13, 2014

8:00–9:00 a.m.	Breakfast Buffet	Taft Room
8:00 a.m.	Registration and Information Desk Opens	Taft Room Foyer
9:15 a.m.	Insurance Operations and the Texas Economy Theron Holladay, Parkway Advisors	Taft Room
10:00 a.m.	Unclaimed Property Developments Michael Goldman, Sidley Austin LLP Harold Kim, US Chamber of Commerce	Taft Room
10:45 a.m.	Break	
11:00 a.m.	Texas Legislative Report Jennifer Cawley, TALHI Executive Director Jay Thompson, Thompson Coe	Taft Room
11:45 a.m.	Closing Remarks	Taft Room

Membership Meeting Information



(Meeting will occur immediately following lunch on Tuesday, August 12, 2014)

- I. Welcome
- II. Approval of 2013 Minutes

III. Officer and Board of Directors Election

NOMINEES

Board of Directors:

John Stuckemeyer, *State Farm* Gary Allen, *Aflac* Suzanne Loomis, *Primerica* Joan Cleveland, SWBC Life Jerry Hall, Croy-Hall

Treasurer:

Ric Jernigan, National Farm Life Insurance Company

IV. Bylaws Revisions

1. Clean Up:

a. Removal of reference to specific chapters of the Texas Insurance Code in Section 3.01 so that bylaws do not need to be amended simply due to changes in the Texas Insurance Code.b. Updated references to Texas Business Organizations Code in Article 8

2. New Language:

a.7.11. Rules of Order and Procedures. The rules contained in the current edition of Roberts Rules of Order Newly Revised shall govern meetings of the Board and Members in all cases in which they are applicable and in which they are not inconsistent with these bylaws and any special rules of order the Board may adopt.

A full copy of the bylaws with proposed amendments is available to view at the registration table.

V. Financial Update

TALHI's financial position continues to be positive. A copy of TALHI's most recent financial statement is available to members at the registration desk.

VI. New Members

TALHI is pleased to have Primerica back as a member, and also welcomes our newest associate member, Morgan Stanley.

VII. Adjourn

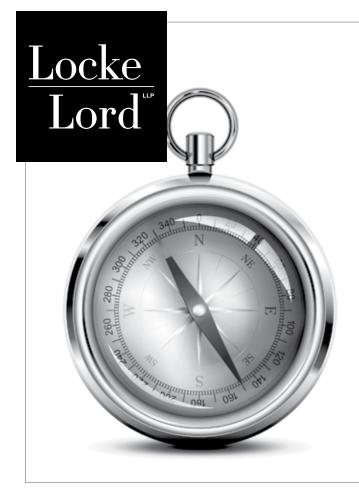




2015 Round Up

Sept. 27-30, 2015 Hotel Galvez Galveston, TX





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Jay Thompson (512) 703-5060 Jack Cleaveland, Jr. (214) 871-8280 Michael Jones (512) 703-5055

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Proud Sponsor of the 2014 TALHI Round Up

Mitchell Williams provides national counsel to our clients across the United States in virtually every aspect of insurance-related corporate governance, regulatory, transactional and legislative matters. With decades of diverse professional experience and extensive relationships in a variety of sophisticated legal matters, we deliver customized solutions that businesses need today – all in a timely and affordable manner.



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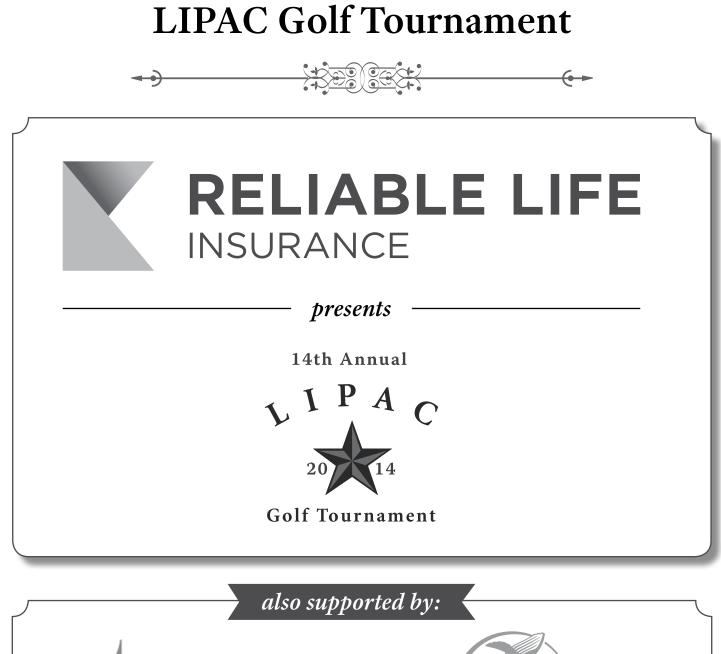
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PACIFIC LIFE

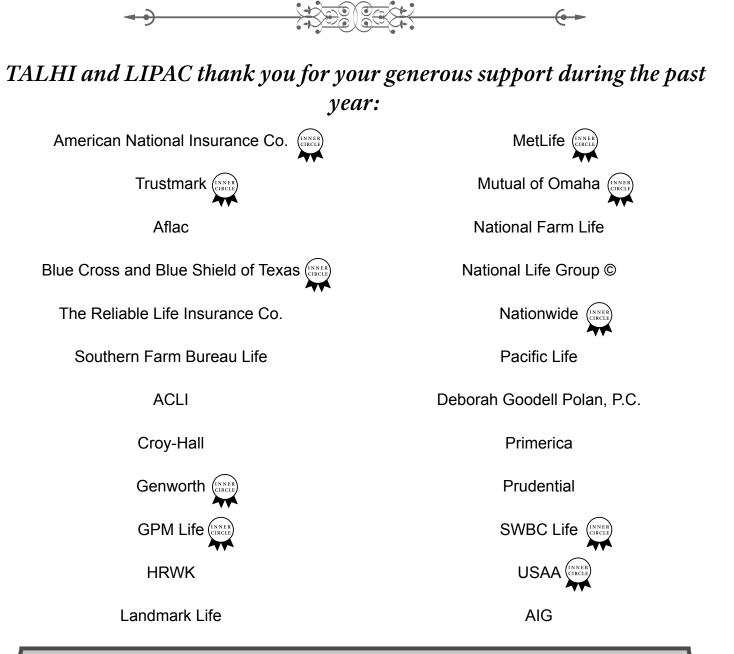
Monday, August 11, 2014

7:00 a.m.	Golfers Breakfast and Check In	Golf Club Front Porch
7:40 a.m.	LIPAC Golf Tournament	The Greenbrier Course

Tournament Awards to be presented at Chairman's Reception



2013-2014 LIPAC Contributors





ONE VOICE

LIPAC enhances TALHI's ability to effectively represent your company in the legislative and regulatory arenas and ensures that the voice of our industry is heard in the state's election process.



The Inner Circle Badge denotes those companies who have donated at least \$1000 in PAC contributions to the TALHI LIPAC since the last Round Up annual meeting.

Jennifer Cawley

Jennifer Ahrens Cawley is the Executive Director of the Texas Association of Life and Health Insurers (TALHI). TALHI is a trade association whose members write a majority of the life and health insurance premiums in the state of Texas. As Executive Director, Ms. Cawley is responsible for member relations, education programming and advocating on behalf of the industry to the Texas Legislature and relevant state agencies. She is also Treasurer of the Life Insurance Political Action Committee. Jennifer joined TALHI in 2008.

From 2005 to 2008, Ms. Cawley was the Senior Associate Commissioner for the Life, Health & Licensing Program at the Texas Department of Insurance. Ms. Cawley oversaw the regulation of a wide range of life, annuity, accident and health insurance, and related coverages offered by insurance companies, in addition to the licensure of insurance agents and adjusters, and other health insurance administrators. Ms. Cawley also oversaw the development and approval of the first workers' compensation health care networks in the state. Ms. Cawley and her staff implemented state and federal legislation and monitored the extensive federal activities related to life insurance, health coverage and licensing. As Senior Associate Commissioner she placed a high priority on educating regulated entities and other interested parties.

From 2003 until 2005, Ms. Cawley acted as General Counsel and Adviser for Gov. Rick Perry's Office of Budget, Planning and Policy. In that capacity, Ms. Cawley advised Gov. Perry on policy and budget issues related to various regulatory and general government executive agencies. Ms. Cawley served as General Counsel to Sen. Jane Nelson of Grapevine from 2001 until 2003 and was Legislative Aide to Sen. Jeff Wentworth of San Antonio from 1997 until 2000. She was briefly Government Relations Liaison for the Texas Department of Family and Protective Services. Ms. Cawley graduated from Texas Tech University with a Baccalaureate in Agriculture and Applied Economics and University of Texas School of Law. She is licensed to practice law in Texas.

Dr. Robert Conte

Dr. Robert S. Conte is the Resident Historian at The Greenbrier Resort in White Sulphur Springs, West Virginia. He has served on the West Virginia Humanities Council, the West Virginia Archives and History Commission and serves on the board of the Monroe County Historical Society. Dr. Conte is the author of the book *The History of the Greenbrier: America's Resort*, and is frequently interviewed on the resort's history for documentaries such as The Secret Bunker, produced by The History Channel.

Claudia Duck Tucker

Claudia Duck Tucker is the Regional Director for America's Health Insurance Plans (AHIP) covering the Southern part of the country. She joined AHIP in March 2012. Prior to joining AHIP she was the Senior Director of State Government Affairs and Policy for Medco Health Solutions with a 16-state territory. In that capacity she has included work with RGA, DGA, DAGA, RAGA, ALEC and CSG in her portfolio. She brings her knowledge of pharmacy issues and extensive legislative lobbying experience to her position at AHIP. Ms. Tucker started her career in Government Affairs after serving as Chief of Staff to the Virginia Speaker of the House. Prior to that she was Manager of Domestic and International Distribution for Philip Morris, Inc.

She has been the voice of AHIP throughout the Southeast, sharing the latest developments on the Affordable Care Act, and has worked with numerous legislators and business groups to promote AHIP's affordability message and at every opportunity works to educate legislators and staff on the impact of the Health Insurance Tax.

Ms. Tucker is a graduate of Virginia Commonwealth University and lives in Amherst County, Virginia, where she is entering her second term as a local elected official. When not traveling, she enjoys life with her husband at Forest Hill, a seventh-generation family farm.

Bruce Ferguson

Bruce Ferguson serves as ACLI's Senior Vice President, State Relations Department. Mr. Ferguson oversees the ACLI's legislative and regulatory advocacy efforts in the United States and before such organizations as the National Association of Insurance Commissioners, National Conference of Insurance Legislators, National Conference of State Legislatures and the National Governors Association. Mr. Ferguson also leads the ACLI's efforts to modernize the state-based system of insurance regulation, working with both industry and government stakeholders to enhance the uniformity and efficiency of our nation's insurance regulatory system. Over his career, Mr. Ferguson has covered legislative and regulatory affairs in almost half the states in this country. A native Michigander, Mr. Ferguson, his wife Patty and their sons currently reside in Silver Spring, Maryland.

Cindy Goff

Cindy Goff has worked in health policy for over 30 years. She is currently Vice President of Product Policy at America's Health Insurance Plans (AHIP) in Washington, D.C., where she directs public policy development and collaborates with industry lobbyists to advocate for the positions of member plans participating in the Individual, Small Group and Supplemental Insurance markets. Prior to moving into this position, she served as an AHIP Regional Legislative Director in the Southeastern states, and spent 16 years as Director of Public Policy at Blue Cross Blue Shield of Minnesota, where she was responsible for developing policy and legislative positions and advocacy strategies for the Minnesota Blues. She has served on a variety of boards and legislative and health policy committees, including the Minnesota Council of Health Plans, the Minnesota Chamber of Commerce, The Healthier Minnesota Community Clinic Fund and LifeScience Alley, a Minnesota medical technology trade organization. Ms. Goff is a graduate of the University of Minnesota, a former Peace Corps volunteer and a baseball fanatic.

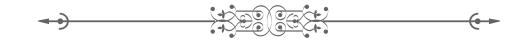
Michael Goldman

Michael P. Goldman is co-chair of Sidley Austin LLP's global Insurance and Financial Services practice group and a member of Sidley's Executive Committee. For more than 25 years, he has represented insurance organizations and related segments of the financial services industry in complex transactional, operational/governance and regulatory matters.

Mr. Goldman advises insurance industry clients in connection with acquisitions, divestitures and corporate reorganizations (including demutualization and mutual holding company conversions); the formation, capitalization and corporate financing of insurance companies and related ventures; the regulation of insurance holding company systems; the regulation of insurance company investment practices, including the use of derivative instruments and strategies; the structure and regulation of alternative risk financing mechanisms and complex reinsurance arrangements, including insurance securitization and derivatives, loss portfolio transfers and commutations, and the placement of insurance-linked securities; the structure of unique marketing and insurance distribution systems; and captive insurance companies, risk retention groups and other alternative market mechanisms.

Mr. Goldman was named a BTI "Client Service All-Star" for 2014, and he has been recognized as a "Leading Lawyer" in the field of insurance nationally by Chambers US, Who's Who Legal: Insurance & Reinsurance, The Legal 500 U.S. (2012-2014) and The Best Lawyers in America.





Bill Hammond

Bill Hammond is President and Chief Executive Officer of Texas Association of Business & Chambers of Commerce (TAB/TABCC) and has led the state's most influential business and chamber organization since April 1998.

At the helm of TAB, Mr. Hammond has worked aggressively and successfully to ensure a strong pro-business tax and regulatory climate in Texas. His proven track record of leadership in support of Texas business includes the aggressive pursuit of workers' compensation reform and building broad-based coalitions to successfully advocate for quality pre-kindergarten education, greater transparency and accountability in K-12 public education, and for much-needed reforms to the state's higher education system.

Texas Monthly named Mr. Hammond one of the top 25 most powerful people in Texas politics in 2011. *Campaign & Politics* magazine recognized Mr. Hammond in 2010 as one of the state's Top 10 Most Influential Figures in Politics and Government.

Prior to leading TAB, Mr. Hammond served for three years as Chairman of the Texas Workforce Commission (TWC), appointed by then-Gov. George W. Bush. He also served as Employer Representative on the three-member commission.

Mr. Hammond served four terms in the Texas House of Representatives during the 1980s, where he successfully authored the Texas Education Agency Sunset Bill, and was named one of the state's top 10 legislators by *Texas Monthly* and *Dallas Morning News*.

A former employer, Mr. Hammond was owner and President of Dallas Tent and Awning Company prior to his public service in state government and leadership of TAB.

He and his wife, Deborah, reside in Austin. She is a Licensed Clinical Social Worker. The couple has three children, John, Phil and Caroline.



Theron Holladay

Mr. Holladay has been with Parkway Advisors since its inception and has over 20 years of insurance investment and accounting experience. His background includes extensive insurance portfolio modeling experience aimed at reducing risk by lowering future surplus volatility. With an in-depth understanding of statutory accounting, he is focused on how each investment transaction enhances the net investment income and adds to the surplus of the client. Of equal importance is his vision that each portfolio is unique and designed to provide for the specific insurance products that are sold by that client.

Prior to joining Parkway, Mr. Holladay was the Portfolio Manager for an insurance company. He has served on a national committee for insurance accounting software development and as a beta tester for new industry statutory accounting software. The core of his experience is centered on understanding insurance liabilities and how they relate to the assets of the insurer. He has worked closely with top actuaries in the industry and is experienced with some of the industry's top actuarial software programs. Mr. Holladay has specific experience in structured finance, cash-flow sensitivity testing and credit analysis. His passion and focus is incorporating all aspects of an insurance company's specific needs, products and objectives in order to optimize the investment portfolio. Mr. Holladay holds the CFA (Chartered Financial Analyst) designation and has a degree in Finance/ Psychology. His extensive knowledge is well-respected within the industry and he is dedicated to staying informed of the changing regulations within the insurance industry. His focus for Parkway is centered on service to the insurance industry by integrating biblical principles throughout the organization.

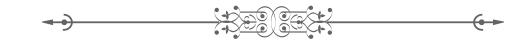
Charles Jones

Charles Jones serves as Senior Vice President of Business Operations and Development for SevenTablets. As a Business Operations subject matter expert, Mr. Jones is responsible for developing working strategies/tactics and best practices that help drive top-line revenue and bottom-line profitability for SevenTablets.

Partnering with the CEO, Mr. Jones is responsible for developing and implementing both the strategic and tactical go-to-market models for SevenTablets in the enterprise mobility space. Mr. Jones' experience covers a variety of operating environments, from a start-up operation with OGR and growing the company organically to over \$200 million, to an already established organization (Yoh) looking to reposition itself in the market in order to get back to profitability, to an ERP consulting firm looking to get to the next level of sales and profitability.

Mr. Jones is a graduate of Wilkes University. He is on the Information Technology Advisory Board for ITT Technical and in his spare time enjoys golf and TCU football.





Harold Kim

Harold H. Kim serves as the Executive Vice President of the U.S. Chamber Institute for Legal Reform. He is responsible for providing strategy, policy guidance, programmatic management and leadership support for ILR's comprehensive program aimed at improving the nation's litigation climate.

Before joining ILR, Mr. Kim was Special Assistant to the President in the White House Office of Legislative Affairs. In that position, he served as former Pres. George W. Bush's liaison to the Senate on matters involving national security, the judiciary, civil justice reform, intellectual property and criminal law enforcement. During his tenure, he helped win confirmation for several of Pres. Bush's judicial and executive nominees and worked closely with Congress to advance the administration's policy priorities.

From 2003 to 2007, Mr. Kim served as Counsel to the Senate Judiciary Committee, as Deputy Chief Counsel to ranking member Arlen Specter and as Senior Committee Counsel for then-Chairman Orrin Hatch. During the passage of the 2005 Class Action Fairness Act, Mr. Kim was the committee's Chief Civil Counsel and advised Republican members during the bill's committee markup and Senate floor action. He also advised the committee members in the areas of asbestos, class action, medical malpractice and bankruptcy litigation reform. Prior to government service, Mr. Kim was a Senior Litigation Associate at the Washington, D.C.-based law firm of Patton Boggs, LLP. Mr. Kim is a graduate of the University of California, Irvine. He earned a J.D. from the Catholic University of America.

Bruce McCandless

Bruce McCandless III of Mitchell Williams is a former Assistant Attorney General for the State of Texas and a staff attorney for the Texas Department of Insurance. With the Attorney General's Office, Mr. McCandless prosecuted cases, including licensing and dram shop liability cases, for the Texas Alcoholic Beverage Commission. Drawing on his experience with the Attorney General's Office and TDI, he now specializes in representing individuals and corporate entities before agencies of the State of Texas and in the state's district and appellate courts, with special emphasis on insurance regulatory matters. Mr. McCandless has practiced before TDI, the TABC, the Texas Comptroller of Public Accounts, the State Fire Marshal's Office, TDI's Division of Workers' Compensation, the State Department of Health Services, and the Texas Department of Licensing and Regulation. On the corporate side, Mr. McCandless has handled insurer acquisitions, withdrawals, dissolutions and agency licensing matters, and has represented a number of insurers in Open Records Act matters before TDI and the Attorney General's Office.



Pati McCandless

Pati McCandless is the Executive Director of Government Relations for Blue Cross Blue Shield of Texas. Ms. McCandless was previously Of Counsel at Greenberg Traurig, where she represented numerous health insurance industry clients, including a major state trade association, before the Texas legislature and state agencies. Capitol Crowd included Ms. McCandless in the top 25 corporate lobbyist list in 2013 and the top law firm lobbyist list in 2011. She is a board member of the Texas Health Insurance Pool and is an Executive Committee member and board member of the Texas Association of Business. She previously served as a board member and President of the Texas Association of Health Plans and has served on a variety of appointed boards and advisory committees associated with insurance regulatory issues.

Ms. McCandless has over 20 years of insurance and managed care-related legal experience, starting with her first legal job as an enforcement attorney with the Texas Department of Insurance from 1992 to 1994. She is a graduate of Texas A&M University and New York Law School.

Representative Kenneth Sheets

Rep. Kenneth Sheets is a member of the Texas House of Representatives. Shortly after graduating from Mansfield High School, he enlisted in the Marine Corps, where he rose to achieve the rank of Major. While serving in the Marine Corps Reserves, he earned his undergraduate degree in political science from The University of Texas at Arlington. In 2004, he earned a Juris Doctor from the Dedman School of Law at Southern Methodist University.

As part of the surge of troops ordered by Pres. George W. Bush, Rep. Sheets was deployed to Iraq and operated out of Fallujah with 2nd Reconnaissance Battalion, II Marine Expeditionary Force (FWD) from September 2007 until May 2008. His decorations for service include the Navy/Marine Corps Achievement Medal with two gold stars in lieu of second and third award; Selected Marine Corps Reserve Medal with one bronze star in lieu of second award; and the Iraq Campaign Medal. Rep. Sheets has been a Marine for 14 years.

Rep. Sheets and his wife, Michelle, were married in 2000. They and their two young children are active parishioners of the St. Thomas Aquinas community.





Senator Larry Taylor

Sen. Larry Taylor represents Senate District 11, comprised of parts of Brazoria, Galveston and Harris Counties. A native Texan, Sen. Taylor attended Baylor University, where he received his BBA in 1982. He and his wife, Kerri, are the proud parents of three adult children. Sen. Taylor owns Truman Taylor Insurance Agency in Friendswood, an independent agency started by his father more than 50 years ago.

Sen. Taylor is Vice Chairman of the Senate Business and Commerce Committee and a member of the Senate Education, Government Organization, Health and Human Services, and Intergovernmental Relations Committees. Lt. Gov. Dewhurst also chose him to represent Texas on The Energy Council, an honor he previously held as a state representative.

Before his election to the Texas Senate in 2012, Sen. Taylor served five terms in the Texas House of Representatives. During his tenure there, he served as the Chairman of the House Elections Committee, Co-Chairman of the Windstorm Insurance Legislative Oversight Board, as a member of the House Insurance Committee, the House Select Committee on Voter Identification and Voter Fraud, the Energy Council, and two terms as Chairman of the House Republican Caucus.

Sen. Taylor is proud to have been named a "Taxpayer Advocate" by Texans for Fiscal Responsibility, a "Champion of Free Enterprise" by the Texas Association of Business and a "Courageous Conservative" by the Texas Conservative Coalition. Locally, he was recognized as Galveston Daily News' "2011 Citizen of the Year" and named "Texas Legislative Champion" by the Sealy and Smith Foundation for his efforts to repair The University of Texas Medical Branch after Hurricane Ike.

Jay Thompson

Jay A. Thompson is a Partner with the firm of Thompson, Coe, Cousins & Irons LLP. He practices primarily in insurance regulatory and legislative areas, as well as litigation matters that affect both life/ health and property/casualty insurance companies.

In addition to representing other insurance associations, he has served as General Counsel for TALHI since its inception in 1997. Prior to that, he was General Counsel for one of its predecessors, the TLIA, for a number of years. Mr. Thompson also served with distinction in the U.S. Air Force Reserves as a Judge Advocate from 1972 to 1999.

Mr. Thompson earned his Bachelor of Business Administration in Accounting from Texas Tech University and his Juris Doctor from The University of Texas at Austin.

TALHI Members



Regular Members

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Parkway Advisors Rudd & Wisdom, Inc. Texas Life & Health Insurance Guaranty Association The Ewbank Group, P.C. Thompson, Coe, Cousins & Irons, LLP Winstead PC

Chronology of Greenbrier History



1778 First recorded use of the White Sulphur Spring, people come to "take the waters," that is, to drink and/or bathe in the water to restore their health.

1830s Stagecoaches bring guests in ever increasing numbers once a mountain road is built. By the Civil War White Sulphur Springs is the most fashionable southern summer resort. Five U.S. presidents visit between 1838 and 1860.

1835 The Springhouse is built and used as the resort's symbol for generations.

1858 The first hotel is added to the existing collection of cottages: The Old White Hotel was a summer-only hotel that was eventually torn down in 1922.

1869 The tracks of the Chesapeake and Ohio (C&O) Railroad reach the resort. For one hundred years virtually all guests arrive and depart by rail.

1910 The C&O Railway purchases the resort property paying \$150,000 for almost 7,000 acres on their mainline.

1913 The Greenbrier Hotel opens on October 1; the resort becomes a year-round property. The indoor swimming pool also opens.

1914 The Old White Golf Course opens for play. Life is never the same again.

1929-1931 The Greenbrier Hotel undergoes a major expansion, the number of guest rooms doubles. Philip Small of Cleveland designed the neo-colonial "Southern manor house" architectural style of the building.

1936 Sam Snead hired as The Greenbrier's Golf Pro.

1941 The U.S. State Department leases The Greenbrier following Pearl Harbor to house German and Japanese diplomats later exchanged for American diplomats.

1942 The U.S. Army buys The Greenbrier for \$3 million and converts it into a 2,000-bed hospital. 24,148 soldiers recuperate at the facility in four years.

1946 The C&O repurchases The Greenbrier (for \$3 million) and it is completely redecorated by famed interior decorator Dorothy Draper.

1958 The C&O signs an agreement with federal government to allow construction of a secret underground bunker for Congress at The Greenbrier. The agreement allows the government to take over The Greenbrier in case of war.

1962 Construction of the underground bunker and above ground West Virginia Wing complete. New wing is the cover story to keep bunker construction secret.

1978 Jack Nicklaus redesigns The Greenbrier Course (which had opened in 1924) in preparation for the Ryder Cup Matches, played there in September 1979.

1992 An article in the Washington Post reveals existence of the bunker, which leads to the closing down of the project. Bunker tours begin in 1996.

2000 Creation of The Greenbrier Sporting Club is announced; first private homes occupied in October 2001. The Tom Fazio-designed Snead Course opens in 2004.

2002-2006 The Old White Course redesigned and restored by Lester George; Golf Pro Emeritus Tom Watson hits the ceremonial first shot from #1 tee box.

2007 The Greenbrier closes for three months to embark on \$50 million upgrade of guest rooms and dining facilities.

2009 Mr. Jim Justice purchases The Greenbrier from the CSX Corporation.

2010 Greenbrier Casino Club opens to celebrity-filled gala; The Greenbrier Classic, a PGA Tour FedExCup event, is played on the Old White Course.



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