

WAYNE GOODWIN

*former NC Insurance Commissioner & insurance regulator /
former State Fire Marshal / former state legislator / licensed Attorney-at-Law /
current state insurance regulatory consultant nationally / expert witness in insurance litigation*

EXECUTIVE SUMMARY

CEO / President / Legal, Insurance, and Regulatory Consultant / Small Business Owner (1998-present) / Goodwin Law Offices, P.A. (1998-2005); Seaboard Strategic Consulting, LLC (2017-present)

Also served as a member of an **Advisory Board of Directors for two different licensed insurance entities**: One focused on health insurance, *Insurance Care Direct*, headquartered in Florida; the other on energy sector property insurance, *Energi Insurance Services*, headquartered in Massachusetts (2017-2019). Further, also served on the **Advisory Board of Directors** for *NTG Consultants* (and its predecessors) and as an independent contractor for that insurance regulatory consulting firm based in Florida. Serving as **Independent Director on Board of Directors** for a property insurance group, *American European Insurance Group* and its member companies, *American European Insurance Company* and *Rutgers Casualty Insurance Company* (Sept 2025-present). **Of Counsel** for *Gonzales Taplin dba Strategic Law Partners* (March 2026-present)

Expert Witness in Insurance-related Litigation (2017-present)

NC Insurance Commissioner (2009-2017) / NC Dept. of Insurance / oversaw law enforcement; **State Insurance Regulator** (2005-2017)

Regional Officer and Executive Committee Member, National Association of Insurance Commissioners (2012-2017); including Chairman of the national Anti-Fraud Task Force and Vice-Chair of Market Conduct and Consumer Protection, *et al.*

North Carolina Council of State member (2009-2017) / one of 10 statewide-elected Constitutional Officers (including the Governor) who routinely convened, reviewed, & decided various Executive Branch matters as directed by the State Constitution and NC General Statutes

NC State Representative / NC General Assembly (1997-2004) / chaired and co-chaired various legislative committees and sponsored legislation on matters pertaining to consumer protection, economic development, education, insurance, law/justice/public safety

Elected Official (NC General Assembly/NC House of Representatives, 1996-2004; Statewide, 2009-17; Council of State, 2009-17)

Appointed Official on miscellaneous NC Boards, Commissions, Councils (1992-present)

SKILLS

Analysis	Leadership	Public Policy
Broadcasting	Legal Analysis	Public Speaking
Civil Law	Legislative Drafting	Strategizing
Fundraising	Organizing events,	Teaching
Government	initiatives, programs	Transportation
Government Relations	Politics and Campaigning	U.S. Presidential History
Insurance Regulation	for Public Office	Writing and Composition

RELEVANT WORK HISTORY¹

03/2017 to Present **President and Chief Executive Officer**

Seaboard Strategic Consulting, LLC – Raleigh, NC

Small insurance regulatory consulting business and boutique law firm founded by Goodwin after serving 12 years as a state insurance regulator, 8 years as a legislator, and now 32+ years as an attorney.

- Provided legal, regulatory, compliance consultation services for insurance, finance, government, cybersecurity, & related industries for clients in NC, regionally, and nationally -- including counsel on standards and best practices that insurance companies are expected to follow regarding consumers, claims handling, anti-fraud, reinsurance, transparency, reporting to state and national insurance regulators, etc.
- Provided legal and professional services – including legal research, document drafting, legal opinions
- Attended National Association of Insurance Commissioners (NAIC) meetings and other national, regional, state-based, or business-hosted conferences, seminars for a multitude of professional associations (e.g., accounting, actuarial, insurance agents and brokers, legal, medical) on numerous occasions throughout each year, and produced reports and memoranda for clients
- Moderated seminars, panels, and programs throughout the year for national insurance, legal, and non-profit clients; fellow panelists included government officials, insurance regulatory experts
- Prepared and taught CLE and CE courses on insurance, government, legal, legislative, political, & regulatory topics *mostly outside of NC*
- Served as designated expert witness and in-house expert in active civil litigation on insurance matters in state and federal courts involving businesses entities, consumers, and insurance companies nationally -- Duties included researching and preparing reports, opinions, and testifying on various insurance regulator-related subjects, such as applicable standards and best practices that insurance companies (as well as adjusters, agents, brokers, directors, officers, regulators, reinsurers, et al.) are expected to follow regarding agents and brokers, consumers, claims handling, employees, anti-fraud, policyholders, filings, transparency, reporting to state and national insurance regulators, etc.

¹ Excluding compensated service on or revenue from multiple Boards of Directors referenced on page 1 and non-insurance or contracted services from 1982-present, including serving three years as NC DMV Commissioner

01/2009 to 01/2017 NC Commissioner of Insurance

NC Department of Insurance (NCDOI) – Raleigh, NC

- Served eight (8) years and two terms as the statewide-elected Insurance Commissioner
- Regulated 1500+ insurance companies and other entities, as well as 500,000+ licensees
- Managed, re-organized a state agency with a wide array of responsibilities (inc. lawyers, actuaries, accountants, consumer specialists, experts in property & casualty / life & health insurance, medical experts, govt relations liaisons, law enforcement officers, engineers, firefighters, approx 1000 volunteers)
- Managed annual budget of \$37+ Million for a state agency of generating over \$500 Million annually
- Created, crafted, and co-developed public policy regarding health insurance, property & casualty insurance, workers comp insurance, captive insurance, Medicare Part D/Seniors Health Insurance Information Program (SHIIP) outreach, etc.
- Made decisions, issued orders, and negotiated matters regarding insurance rates, refunds, rebates, restitution that saved NC individuals, families, and businesses at least \$2.4 Billion; issued orders and made decisions affecting Billions of dollars in interstate commerce annually
- Created North Carolina's first captive insurance program – which resulted in hundreds of new businesses and hundreds of millions of dollars in new revenue for the State; under Goodwin's leadership, North Carolina was first recognized as the new leader in captive insurance programs and in providing private, commercial businesses additional insurance coverage options
- Assisted consumers, patients, doctors, hospitals, and others regarding insurance coverage disputes, etc.
- Created the Smart NC program that provided health insurance guidance for new consumers of health insurance up to and after passage of the Affordable Care Act
- Chaired the NAIC Anti-Fraud Task Force for several years, and bolstered the fight against insurance fraud within North Carolina and sought tools to enhance prevention, investigation, and prosecution of fraud cases, & worked with multi-state, federal law enforcement agencies
- Provided guidance to state and federal lawmakers
- Served on the NAIC Executive Committee and NAIC committees, task forces, and working groups, with a focus on transparency, fair ratemaking, best practices, consumer protection, claims, reasonable state-based regulation, competition, and interstate relations, including the role of reinsurance in a stable, competitive market; frequently presented state positions on insurance matters directly to Governors, Members of Congress, U.S. Senators, and POTUS. More specifically, over the course of time with NCDOI regularly attended either as a voting member, an *ex officio* member, Chair, or Vice Chair of the following NAIC entities (partial list):

Anti-Fraud Task Force (TF)
Big Data Working Group (WG)
Capital Adequacy TF
Casualty Actuarial & Statistical TF
Consumer Connections WG

Consumer Liaison Committee
Cybersecurity TF
Examination Oversight TF
Executive Committee
Financial Analysis WG

Government Relations
Group Solvency Issues WG
Health Ins. & Managed Care (B)
Life Ins. and Annuities Comm. (A)
Market Reg. & Cons. Aff. Comm. (D)
Principles-Based Reserving WG
Producer Licensing TF

Producer License WG
Prop. & Casualty Ins. Comm. (C)
Receivership & Insolvency TF
Reinsurance TF
Senior Issues TF (inc. Long-Term Care)
Solvency Modernization Initiatives TF
Speed to Market (D) WG

Goodwin has continued to attend many of these NAIC committees as a former Insurance Commissioner on behalf of his insurance regulatory consulting firm.

- Received special individual recognition from the President of the United States in the White House Oval Office for helping recover \$156 Million for certain North Carolina health insurance consumers, a record amount at the time for the statutory provisions involved
- Served as NAIC-appointed member of the Board of Directors for the *Interstate Insurance Product Regulation Commission*, (approx. 2010-2012) The Interstate Insurance Product Regulation Commission is an organization that promotes standards for life insurance products in the United States. The Commission was created in 2000 by members of the National Association of Insurance Commissioners
- Served as an NAIC-appointed member of the *Utilization Review Accreditation Commission (URAC)*, a nonprofit organization that accredits health care organizations. Its mission is to improve healthcare quality by ensuring that organizations meet national standards.
- Deliberated and helped decide - as one of 10 members of the Council of State - the direction of State property purchases, leases, and sales valued at hundreds of Millions of dollars annually
- Participated in high-level business recruitment & regulatory discussions with companies (not just insurance businesses, but also financial institutions, manufacturers, high-tech enterprises, software designers, etc.) in NYC, Chicago, Atlanta, Austin, Dallas, Miami, Charlotte, Washington DC, etc.
- Achieved among the lowest average auto insurance premiums in the USA and maximized competition among auto insurance carriers; on Goodwin's watch his decisions resulted in North Carolina being recognized as having the lowest average auto insurance premiums in the nation for the very first time
- Presided as a hearing officer or judge that held court on insurance company/industry rate filings – including two hearings on major homeowners' insurance filings. Goodwin presided over *the first homeowners' insurance hearing* in North Carolina in 22 years, resulting in his much-heralded finding and order that stopped homeowners insurance rate hikes, a decision of his that was upheld by the NC courts
- Analyzed the role of reinsurance and reinsurers in the ratemaking process and their impact on insurance companies as policyholders and also the secondary impact on the policyholders of those insurance companies
- Provided input, approvals, research, and opinions on certain legal filings
- Held the dual post of State Fire Marshal, worked with 54,000 firefighters, law enforcement, etc. on matters of public safety, building codes, etc., and chaired *Safe Kids North Carolina*
- Regularly spoke or made presentations to community and civic organizations – including churches, civic clubs, conventions, professional associations, schools, Masonic gatherings, universities, etc.

- Received the NC Justice Center "Defender of Justice Award," the "Jim Long/SHIIP Award", etc.

09/2005 to 12/2008 Assistant Commissioner of Insurance

NC Department of Insurance (NCDOI) – Raleigh, NC

- Directly managed 1/4 and generally managed all DOI employees
- Advised on Council of State and government relations matters to the Insurance Commissioner
- Presented to various legislative committees, gubernatorial task forces, and to stakeholder groups
- Drafted legislation
- Presided over administrative hearings involving insurance regulatory matters and issued rulings
- Served as Assistant State Fire Marshal, interacting with 1200 fire departments and myriad stakeholders

04/2005 to 09/2005 Assistant General Counsel

NC Department of Insurance – Raleigh, NC

- Interpreted laws, rulings and regulations, and reviewed various insurance-related contracts and policies
- Served as a Hearing Officer regarding issues like licensing, rebating
- Answered legal discovery and gathered responses to public records requests, reviewed them, suggested redactions where legally necessary
- Drafted legislation

01/1997 to 12/2004 State Representative, NC House of Representatives

North Carolina General Assembly – Raleigh, NC

- Elected to four terms, serving multiple counties (Richmond, Scotland, Montgomery, Stanly)
- Served as Chairman or Vice Chairman of various committees and study commissions
- Sponsored, drafted legislation regarding economic development, public education, public safety, law enforcement, infrastructure, government reforms, insurance regulatory matters, highway safety, courts
- Received many awards for his work, including the NCAE A+ Legislator Award, and recognition from the NC Bar Association and the NC Academy of Trial Lawyers (now NC Advocates for Justice)

09/1992 to 04/2005 Attorney (private practice)

Goodwin Law Offices, P.A. (and predecessor firms, and, initially, Law Offices of Woodrow W. Gunter, II) – Rockingham and Hamlet, NC

- Interpreted laws, rulings, regulations, and contracts for individuals and businesses re insurance

- Represented individuals, families, businesses and the local domestic violence shelter as plaintiff's counsel on civil legal matters, particularly vis-a-vis insurance companies; primarily focused on claims, causes of action, and litigation involving torts, workers compensation disputes, insurance disputes, contracts, business law, mediation, grant applications, government matters.
- Appeared before District and Superior Courts, NC Court of Appeals, federal district courts, and various administrative law hearings, including the NC Industrial Commission, and also served a (then-)certified mediator and court-appointed arbitrator

PUBLICATIONS AND SCHOLARLY WORKS _____

Since 1989, Goodwin has authored, co-authored, or co-edited many published works of an academic, scholarly, historical, legal, journalistic, political, or public service nature. Further, Goodwin has authored educational materials for CLE courses he taught -- including on insurance, insurance regulation, and torts. Two of his publications are housed within the University of North Carolina Davis Library and the UNC School of Government Library, and another literary work of his appeared in full within the official U.S. *Congressional Record* in 1992. As the former North Carolina Insurance Commissioner, over the last 9 years Goodwin has also generated expert witness reports in multiple civil cases across the country.

Further, drawing upon his experiences in public service, politics, and as then and former North Carolina Insurance Commissioner Goodwin contributed a chapter to a collegiate academic textbook (circa 2022) entitled Introduction to Health Inequalities: A Social Science Approach (Miranda and Abigail Reiter, Kendall Hunt Publishing Company, ISBN: 9781792467073). Among other matters, he referenced the interplay of various forces shaping passage of the federal Affordable Care Act.

EDUCATION (partial) _____

1992 J.D.: Law

UNIVERSITY OF NORTH CAROLINA SCHOOL OF LAW - Chapel Hill, NC

1989 B.A. with Honors: Political Science

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL - Chapel Hill, NC

- *Morehead Scholar* (now called Morehead-Cain Scholars)
- *William Randolph Hearst/U.S. Senate Youth Scholar* (only 2 awarded per state annually)
- Won the *Wiley Mangum Gold Medal for Oratory* (best orator in the UNC-Chapel Hill '89 senior class)
- Received the *Governor Terry Sanford Award for Best Political Science Honors Thesis*

PROFESSIONAL LICENSES _____

North Carolina State Bar, continuously since 1992

MISCELLANEOUS

- North Carolina native
- Attended Governor's School (West) in Mathematics (1984)
- Member, NC Bar Association (1992-present); Member, Tenth Judicial District Bar and Wake County Bar Associations (2010-present); past member of other state and federal district bar associations within North Carolina; active within the *NCBA Insurance Law Section*
- Teacher or adjunct professor at Richmond Community College for courses in American Government, Business Law, & Criminal Procedure (1992-2000); guest lecturer on insurance law & insurance regulation at Appalachian State Univ., Campbell Univ. School of Law, East Carolina Univ., Elon Univ., UNC-Chapel Hill School of Law, UNC-Charlotte, Wake Forest Univ. School of Law (2000-present); semester-long guest professor at UNC-Chapel Hill on politics and public service (2021)
- Recipient of many awards for achievements in academia, business, civic engagement, law, politics, and public service from 1980 to the present

REFERENCES

Provided upon request.

- Current as of 26 June 2026