As near as I can tell, there is only one constant in this world . . . change, and our chapter is no exception. Already this year, our chapter has grown to over three hundred members. What an accomplishment! Unfortunately, we have also had another board member ask to resign. In addition to Michael Shor’s resignation earlier this year, we are also sad to announce that Joe Hayes has resigned from the Board. Joe is a long time board member and an active member of the programming committee. He is a good friend and I will miss his humor and insight at our board meetings. I am sure I speak for all of our members in wishing him the best of luck in his future endeavors.

I am also very pleased to announce the Board has appointed three new board members to fill the vacancies: Colleen Jones, Executive Vice President, Global General Counsel for ACN, Jane Lewis-Raymond, Senior Vice President, General Counsel for Piedmont Natural Gas, and Catherine Stempien, Senior Vice President, Legal for Duke Energy.

One of the board initiatives this year was to put together a strategic plan for our chapter. In the course of discussing the strategic plan, the Board began to examine just who is the Charlotte Chapter of the Association of Corporate Counsel? What is it about our chapter that makes it such a success? Are we about CLE? Education? Career Development? Is it networking and relationships? All of the foregoing are important and defining aspects of our chapter. However, I believe that the future growth of our chapter lies in facilitating and strengthening the relationships between our members by providing opportunities for members with shared interests to get together and do something together that they could not do by themselves. Whether before or after a CLE program or during a social event, it is great to see our members interact and get to know one another and watch our chapter build a legal community.

The other thing that I have learned in my career is what you get out of something is proportionate to what you put into it. Nothing ventured — nothing gained. The projects that I have worked the hardest
Extend Your Network Through Networking
By Veta T. Richardson, ACC President & CEO

We all know it’s important. It’s a part of our professional (and sometimes personal) lives. Meeting people who do what we do, what we hope to do, and even what we’ve done is necessary for our continued growth. You know what “it” is: networking.

While networking is a good idea when looking for a job or an opportunity to advance your career, this activity is more than just a good idea for in-house counsel — it’s essential.

Many of the jobs that you would be interested in never make it to newspaper ads or online job posts. Word of these positions often come from other in-house counsel either working within the company’s legal department, or who have had conversations with colleagues connected to the department. How will you get in on the conversation if you’re not at the event mingling with the people doing the talking?

Here, I will offer a few tips for successful networking — in the real and virtual worlds — while further exploring how this activity can benefit not only your career, but your social circle as well.

A few networking tips
If you happen to be between in-house positions, looking for a full-time position can often feel like a job itself. If you are also working in-house you’re, well, busy working. However, you should never be too busy to grow your connections and opportunities. To get it all done, you need to network smartly. Here’s how:

Choose carefully
There is no shortage of networking happy hours, socials, dinners, outings — whatever the invite says next to “networking.” You don’t need to attend every one of them. Take a little time to research the event: Who else is on the invite list? Where is it being held? Who is the event host, company or sponsor? Asking yourself these few questions can help you weed out those events that may not be the best use your time. Of course, any networking event held by the professional organizations of which you are a member should be at the top of your list: Your local ACC chapter hosts networking events almost monthly. Find a listing of upcoming events on your ACC chapter page (www.acc.com/chapters) and view the “All Chapters Events” calendar at www.acc.com/chapterevents.

Remember, networking doesn’t only occur during happy hours
Some of your most valued connections can come from the most unlikely sources. Do you volunteer with a not-for-profit or coach your son’s baseball team? You never know who is volunteering or carpooling beside you: Strike up a conversation and keep your business cards close at all times. For example, at one time in my professional life, I was looking to perhaps use my law degree and background in art history to run a museum. At a cocktail party at the home of a friend of a friend, I shared out loud my interest in museum management. The person I was speaking with told me about a then-newly-under-construction Museum of African American History in the Midwest, and said he heard they were looking for a deputy director. Through that initial lead, I tracked down the museum’s head of HR, threw my hat in the ring, interviewed and was offered the position. I ended up not accepting the job for complicated reasons that really don’t matter for purposes of this article. The point is that opportunities arise in unlikely ways.

What’s your motivation?
Before attending any networking function, figure out what you want to gain from it. Are you going to find a new in-house position or do you feel like your in-house Rolodex needs a little updating and tendering? Are you a new corporate counsel and looking to raise your profile among your in-house peers, or are you looking for a possible mentor to help you navigate the unpredictable world of an in-house legal department? What you wish to accomplish over cocktails and business card exchanges affects the way you network, as well as what events you should attend. Some meetings are more social than others, focused on fostering connections, while others are more formal, focused on helping attendees secure a professional opportunity.

Be genuine and confident
Walking into a room of your successful peers, many already engaged in conversations, can be a bit intimidating. Don’t worry about butting in on a conversation or talking too much; just be yourself and remember why you are there. I always remind myself that everyone is here for the same reason and that’s to network and meet new people. Sometimes I look for the people who are standing alone and choose them as a starting point for joining the group and establishing that first essential new contact.

Ask a lot of questions
You’ve likely done a lot in your career. You sit on this board; you’re licensed to practice in five states; and your local chapter named you “GC of the Year.” These are all great accomplishments, but good networking is about getting and sharing information. So ask your new in-house friend what she is currently working on in her department. Perhaps, bring up an issue in your own department and ask if her department has dealt with a similar issue, and if she has any solutions to offer. These types of exchanges open up the door to continued conversations and connections.

Follow up
This is a given. However, in our busy lives we can forget to follow up with the new connections we’ve made, losing the cards collected in the dark abyss of our suitcases. Set goals for yourself both before and after the event. Leaving a networking event with 20 cards can be a bit overwhelming, so go into it thinking, “I want to connect with 10 people at this event.” Make your next goal to send a “Nice connecting with you!” email to all 10 connects within a week of the event. Your next goal may be to follow up with all connects from events attended, like ACC chapter meetings, the ACC Annual Meeting (www.acc.com/education/am11) etc., monthly or bi-monthly. It may seem like a lot, but you can’t grow relationships without communicating, and networking is, fundamentally, about building relationships.

Join and volunteer with organizations in your field
A great way to enhance your networking is to become active in groups that expand professional connections. You’re already a member of an association dedicated to your professional needs. Take advantage of all of the networking opportunities ACC presents through your chapters, our educational meetings and committees — perhaps volunteering where you can. Also, join other professional associations and organizations targeted at your individual interests and needs. For example, attorneys of diverse backgrounds or even majority males with an interest in advancing diversity might enjoy an organization like the Minority Corporate Counsel Association (www.mcca.com), and whether you are a straight ally or gay, the LBGT Bar Association (www.lgbtbar.org), offers great programs and opportunities to connect professionally. Alternatively, you can choose to network

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Social media and online networking
You likely have several (or at least one or two) online profiles in communities that are frequented or made up by your in-house peers. Hopefully, you’ve checked out ACC’s Member-to-Member benefit and built your online profile.

At [http://community.acc.com/home](http://community.acc.com/home), you can find many solutions to challenges you may be facing in your legal department, all from your in-house peers. This peer-to-peer network puts your favorite ACC resources in one place, including: ACC announcements, eGroup forums, a member directory, mentoring opportunities and a shared file directory — allowing you to connect with people and resources particular to your in-house career.

There are also sites like LinkedIn, Twitter, and Facebook where you can grow your professional and social networks right from your computer. Be sure to first check out the ACC presence on each. On these sites the same rules of in-person networking apply. Also, make sure you have an updated picture of yourself in your profile. Nothing screams: “I don’t understand this or have time for it” like not having your own picture associated with your profile. Your online profile should be as updated as your resume. For example, make sure you join online communities that make sense based on your objectives. If you want to connect with old friends, Facebook may be for you, but if you want to further your professional reach and network, LinkedIn may be where you choose to spend your time. Remember the idea of goal setting? Online networking shouldn’t just be about how many connections, followers or friends you have. Make the connections count — target the leaders in your field and follow, friend and connect to them. Once the connection is made, start the conversation, perhaps suggest an in-person networking event to meet up at, and follow up. Further, make sure that you are adding to the community that you join by posting useful resources and posing questions that start conversations. Join groups that focus on your area of practice and interest. Like I said, it’s no different than networking in the “real” world.

Benefits
You know the benefits of networking: connecting and reconnecting with people who may aide you, and vice versa, in getting a new position down the road; fostering a network that will be useful not only to you, but to a future employer or client; building relationships with people who can act as a mentors, advisors, supporters and professional cheerleaders for you (and to whom you could return the favor) and more.

Keeping current
So you may be in a great in-house position, and your network is pretty big and growing. Networking with those peers, both new and not so new, is still very important to your in-house career. You need to know what everyone is talking about. Perhaps you’re leading the company’s major acquisition (or maybe you’re a legal team of one), logging long hours in the office and haven’t had the time to keep up on the latest developments related to Dodd-Frank. Attending networking events and taking a few minutes out of your day to skim your twitter feed can help keep you current.

Building your career
Whether you’re currently in your dream in-house position or looking for it, networking with your peers is an excellent way to build your career. You never know where that next opportunity will come from, or how a new contact can add value to your current position.

Opening up relationships with people who can be mentors, advisors, supporters and cheerleaders
No matter where you are in your career, having a support system is key. Having a mentor or advisor who you can approach with concerns and questions often gives you that needed push and confidence to tackle whatever the issue is. A way to meet these people, and to perhaps become one yourself, is through networking. Further, I have connected with many young attorneys through events held by MCCa and ACC, becoming that mentor and advisor, and giving back to the in-house community that has offered me so much.

Online social networks make staying in touch easier than ever
There is nothing like face-to-face contact. You get to look into your peer’s eyes, shake her hand and take her card. However, as we already discussed, keeping in touch after the initial meeting can prove challenging. As suggested, following up with your connections is crucial to worthwhile networking. Now, you can do that with more than an email. Sending a tweet or re-tweeting something they’ve said online can keep you connected easily, allowing you to continue and start conversations.

There’s an old saying that people make time for what’s important to them. I know that your in-house career is important to you, as is connecting with old and new friends. Being an active participant in networking opportunities is an excellent way to make business and personal connections. I think it is worth your time and effort to engage in some form of networking — be it an ACC Chapter meeting or through your LinkedIn profile. Start the conversation, continue it, and pass it on.

Resources to Consider
In-house Jobline**
With more than 1,000 corporate counsel positions listed every month, In-house Jobline is the one place to find your next position, post your resume, or hire legal staff. Find your next employment opportunity at [http://jobline.acc.com](http://jobline.acc.com).

The ACC Community
This one link directs you to “My ACC” where you can build your online profile, Member-to-Member, eGroups, Pro Bono and Diversity opportunities, Law department leaders, CLOs, The ACC Blog and more. [www.acc.com/community](http://www.acc.com/community)

ACC Top 10
- ACC Presentations
- ACC Docket
- ACC Article
- Forbes.com
Recent Chapter Events

On May 26, 2011, at The Liberty, the Membership Committee hosted a New Member Luncheon.

On Wednesday, July 20, 2011 Nelson Mullins Riley & Scarborough hosted the Charlotte Chapter at its Charlotte office to present the topic of “Arbitration — Myths and Realities: A Practical Guide for In-House Counsel.” The panel was moderated by Tracy Tomlin, Partner, Nelson Mullins Riley & Scarborough and our outstanding panel speakers included: Spencer Alridge, VP & Deputy GC at Transamerica Reinsurance, Andrew Walsh, Associate GC, Piedmont Behavioral Healthcare, Taylor Daly, Partner, Nelson Mullins Riley & Scarborough and Tom Hooper, Partner, Nelson Mullins Riley & Scarborough. This event was followed with cocktails and hors d’oeuvres.

On Friday, July 29, 2011, Special Counsel Inc. sponsored a lunch event for the Charlotte Chapter at the Charlotte School of Law for a General Counsel Panel Discussion on “How To Be An Effective Generalist.” Our distinguished panel of general counsels included: John Orgain with Alex Lee, Inc., Jeffrey Wheeler with Tricenturion, Richard Thigen with The Carolina Panthers, and Palmer Brown with Compass Group USA, Inc.

On Wednesday, Aug. 3, 2011 at Byron’s South End, the Charlotte Chapter hosted Al Robinson, who presented on the topic of “The United States Department Of Labor: Coming To Your Business.” Mr. Robinson is with Ogletree, Deakins, Nash, Smoak & Stewart, P.C.’s Washington, D.C. office and is a former acting Administrator of the Wage and Hour Division of the U.S. Department of Labor. This program focused on the Department of Labor’s new initiatives and move to focus on enforcement by aggressive regulatory actions.

On Friday, Aug. 19, 2011, approximately one hundred ACC Charlotte members, spouses, significant others and sponsors ventured to The Duke Mansion for a Fun Night of Casino Games. This was the first-ever fundraising event sponsored by the Charlotte Chapter and the proceeds benefited Legal Aid of North Carolina. All that attended enjoyed a great evening of casino games, food and cocktails. This fundraising event continued on page 5.
Upcoming Events –
Save the Date!

On Sept. 19, 2011, Womble Carlyle Sandridge & Rice, PLLC will sponsor a panel diversity discussion at The Mint Museum of Art entitled “The Business Imperative for the Retention and Succession of Diverse Lawyers.” The panel will include: Carranza Pryor, Associate General Counsel, TIAA-CREF, Ken Wittenauer, General Counsel, Britax Child Safety, Inc., Blake Morant, Dean of the Wake Forest University School of Law, Deborah Israel of Womble Carlyle Sandridge & Rice, PLLC and Brent Clinkscale of Womble Carlyle Sandridge & Rice, PLLC.

On Oct. 5, 2011 the Charlotte Chapter will host a Three Hour Ethics & Substance Abuse CLE: Digging For Buried Treasure: How a Search Through The Ethics Rules Reveals The Seven Secrets To Attorney Success. We know how much you enjoyed Sean Carter, Humorist at Law, last year. So this year, we are bringing in Stuart Teicher, “The CLE Performer” from New Jersey, who is an outstanding and entertaining speaker to provide two hours of Ethics and one hour of Substance Abuse CLE.

On Nov. 17, 2011, the Charlotte Chapter will host a General Counsel/Chief Legal Officer’s dinner at Dresslers Restaurant. We will have a special guest speaker, Dan Murrey, Executive Director of the Charlotte In 2012 Host Committee. Special thanks to our generous sponsors, SEA Limited and Thomson Reuters for making this evening possible.

2011 CLE Calendar — Please mark your calendars with the chapter meeting and in-house firm events dates for the remaining year. We will provide further details as soon as they are available for Nov. 2, Nov. 16 and Dec. 7 (annual meeting). Also, please visit our chapter website for updates.

Welcome New Members!

We welcome the following fourteen new members who have joined our chapter from May–July 2011:

- **Pamela J. Bickford Sak** with Bank of America Corporation
- **Jeanette Hait Blanco** with Bank of America Corporation
- **Diane Burke** with Electrolux North America, Inc.
- **Amanda Cascio** with CommScope, Inc. of North Carolina
- **Reginald B. Henderson** with Lowes Companies, Inc.
- **Jill Jacobson** with Husqvarna
- **Pat Kennedy** with TriPath Imaging, Inc.
- **Christopher McAvoy** with Husqvarna
- **Caroline Prescott** with SPX Corporation
- **Thomas A. Price** with EnPro Industries, Inc.
- **Maggie Sallah** with SERC Reliability Corporation
- **Jeremy Smuckler** with ACN, Inc.
- **Alyson Spurlock** with Bank of America, N.A.
- **Wendy Watts** with Roush Fenway Racing

continued from page 1

at have always been the ones that have caused me to grow the most. The more I stretched myself the more I found out about myself. The Board is looking to find new leadership that can carry us to the next level. Please let me, or any Board member, know if you would like to become more involved in our chapter or if you would like to nominate someone. Leadership in our chapter isn’t always easy, change happens, but I am sure you will find as I did, plenty of support to achieve your objectives.
2011 Strategic Sponsor Firm Profile

K&L Gates, LLP

K&L Gates is a global law firm with lawyers in 33 offices located in North America, Europe, Asia, and the Middle East, and represents capital markets participants, entrepreneurs, growth and middle market companies, leading FORTUNE 100 and FTSE 100 global corporations and public sector entities. Founded in 1957, the Charlotte office of K&L Gates is one of the city’s largest law offices. It has a long history of serving industries such as banking and finance, real estate, health care, technology, manufacturing and the services sector.

Our corporate lawyers provide comprehensive legal services to clients of all sizes at all stages of development and in many industry sectors. We have been identified by Corporate Counsel magazine as a “go-to” law firm for America’s largest companies. Over the last three years we have closed more than 700 M&A transactions ranging in size from a few million dollars to more than $15 billion. Our private equity and mezzanine finance practice in Charlotte is one of the most active in the Southeast. Our clients include leading firms in the Carolinas, as well as firms and funds based throughout the United States and foreign investors. Our securities lawyers have a wide range of experience in securities and capital market transactions. Other key corporate strengths include mergers and acquisitions and fund formations.

The Charlotte office has established one of the premier real estate groups in the Southeast. Experienced in all phases of real estate development, our attorneys represent national, regional and local clients in all areas of real estate, including development, finance, leasing, joint ventures, public/private developments, environmental, land use and zoning, as well as acquisitions, mixed-use/planned development matters and real estate-related litigation.

Lawyers in our Charlotte office assist clients with matters related to employee benefits, intellectual property, and tax and estates. The litigators in the Charlotte office handle complex litigation, including class actions, in state and federal courts throughout the country, as well as arbitration, mediation and other alternative dispute resolution. Charlotte's financial restructuring practice is predominantly a creditor-oriented practice, involving consensual loan restructuring and workout transactions, non-judicial and judicial enforcement actions, and representation of creditor entities and committees in business bankruptcy cases, both in local and in national jurisdictions. For more information, visit www.klgates.com.

Smith Moore Leatherwood LLP

With six offices in North Carolina, South Carolina and Georgia, Smith Moore Leatherwood LLP has been serving clients throughout the Southeast, the nation, and abroad since 1919. Smith Moore Leatherwood boasts more than 180 experienced attorneys with excellent reputations for quality, and responsive client service in five core areas: business, litigation, commercial real estate, labor and employment, and healthcare.

Our Charlotte office is home to some of the firm's most experienced and well-recognized commercial litigators. Our team is comprised of trial lawyers who have handled cases in forums throughout the Southeast and the United States including state and federal trial and appellate courts, as well as arbitrations, both domestic and international. Our clients' businesses are diverse, covering a wide range of industries, such as technology, consumer products, chemical, manufacturing, health care, banking, insurance, and real estate. We pride ourselves on listening, and understanding our clients' businesses; working with them to achieve their unique goals. We also routinely advise clients on preventative measures, and regularly work in the less formal environment of alternative dispute resolutions.

Our experience in commercial litigation matters, includes:

- Antitrust
- Commercial and Consumer Fraud
- Consumer Finance
- Contract
- Corporate Control
- Fiduciary Duty
- Franchises
- Intellectual Property
- Professional Liability
- Securities
- Trade Secrets
- Toxic Torts
- Unfair Trade Practices

Additionally, our Charlotte office boasts a prestigious tax and wealth transfer planning group that works not only with individuals and families, but also with corporations. We regularly work in tax and business transactions that include structuring purchases and sales of closely-held business interests and real estate, partnership agreements, operating agreements for limited liability companies, corporate bylaws, and shareholders’ agreements for corporations.
**Strategic Sponsors Announcements**

**Join International Roundtable with K&L Gates**
Calling all counsel facing international issues! Since 2004, a group of local in-house counsel have participated in an International Roundtable. The purpose of the International Roundtable is to connect attorneys with an international practice in order to share practice pointers and best practices and discuss international legal topics. New members are welcome, and, if you would like to learn more about the International Roundtable from a participant’s perspective, feel free to email Doug DeMoss (jDemoss@gdatp.com), or Bev Timm (beverly.timm@globalcompliance.com). Of course, if you are interested in joining or have other questions concerning the International Roundtable, please email John Allison at K&L Gates (john.allison@klgates.com).

**Robinson Bradshaw & Hinson, P.A**
Robert E. Harrington, an attorney with Robinson Bradshaw & Hinson, P.A., has been installed as president-elect of the Mecklenburg County Bar for the organization’s 2011–2012 term that began July 1. Harrington will serve as president in 2012–2013.

Dianne Chipps Bailey, an attorney with Robinson Bradshaw & Hinson, P.A., has been named one of the Charlotte Business Journal’s 2011 Women in Business Achievement Award winners.

Jennifer Csk Hutchens, an attorney with Robinson Bradshaw & Hinson, P.A., is the recipient of the Mecklenburg County Bar’s Young Lawyer of the Year Award for 2010–2011. Hutchens practices in the area of corporate and commercial law, and she is also a member of Robinson Bradshaw’s health care group.

John H. Carmichael has joined Robinson Bradshaw & Hinson as a partner where he will focus on land use and zoning matters. His practice also includes commercial real estate and land use litigation.

J. Dickson Phillips, III, has joined Robinson Bradshaw & Hinson, P.A. in the firm’s Research Triangle office. Phillips practices primarily in civil and commercial litigation, contract law, intellectual property, land use and dispute resolution. He returns to Robinson Bradshaw after having been a partner at the firm’s Charlotte office from 1979 to 1991.

**Chapter News**

**ACC’s Member-to-Member**
Looking for important ACC updates? Want to connect with peers in your practice area? Have a sample contract you’d like to share?

Log in to ACC’s newly launched Member-to-Member online community and join the conversation with thousands of your in-house peers. Discuss challenges, get important ACC updates, and share files — everything you need is right here!

Member-to-Member offers

- eGroups discussion forums for sharing ideas and addressing challenges with practice-area peers, fellow chapter members, or open groups.
- ACC Announcements that keep you informed about the latest resources, upcoming events, hot topics, blog posts, and more.
- A shared file directory for immediate access to sample forms, policies, contracts and other resources uploaded by in-house peers.
- Networking options and a member directory that let you connect with other in-house counsel by location, law school, specialties, personal interests and many other choices.

Log in to Member-to-Member at www.acc.com/m2m. Complete or update your profile, and start enjoying the benefits of the world’s largest community of in-house counsel.

**Member Announcements!**
We want to hear about your latest professional and personal accomplishments or exciting events in your life. Please email these to Jane Nohr, Chapter Administrator at charlotteacc@gmail.com.

**Chapter Website Update**
Please check out the Charlotte Chapter website, which now includes a Membership Directory, which will be more convenient when trying to find Charlotte ACC members. This feature is only accessible to ACC members and it is automatically updated when we have new members or other changes occur. In addition, there is a new calendar feature on our webpage with information on all our events. By clicking on a particular event you can add the date to your own Outlook or Google calendar. Log in and check it out at http://charlotte.acc.com.

**Call for Articles**
If you would like to publish an article in the newsletter, or know an in-house lawyer who has made a difference in the community, please consider publishing the information in our newsletter. If you are interested, please email us at charlotteacc@gmail.com.
This year the world has seen devastating natural disasters, from the earthquakes and tsunami in Japan to the wave of violent tornadoes that pummeled the Southern and Midwestern regions of the United States. These disasters caused widespread damage and destruction where they struck. They also caused substantial revenue losses and increased operating costs to those that do business with companies located in the affected areas. Just as property and business interruption insurance cover property damage and ensuing profit loss that a company suffers because a disaster strikes its property, Contingent Business Interruption (“CBI”) insurance, which is an extension of coverage found in many property policies, provides coverage for profit loss that a company suffers because a disaster strikes the property of a supplier or customer. Generally, the property damage sustained by the supplier or customer must be “of the type” covered under the policyholder’s property insurance, and prevents the supplier from rendering its, or the customer from accepting the policyholder’s, goods or services. Below are some examples of circumstances where CBI coverage may apply.

- A computer manufacturer in Raleigh purchases parts from its supplier in Japan. An earthquake in Japan damages the supplier’s facilities. Because of the damage, the supplier ceases to provide parts to the manufacturer; and, in turn, the manufacturer cannot manufacture computers and thus loses profits.

- A food processor in Charlotte suffers lost profits as a result of a supplier’s inability to provide required livestock because of tornado damage to the supplier’s Alabama facility.

- A Greensboro policyholder suffers lost profits because storm damage to a customer’s facilities in Missouri prevents the customer from accepting orders.

The scope of contingent business interruption coverage can vary widely from policy to policy due to language differences. One issue that has arisen is whether the coverage applies only to suppliers and customers specifically named in the policy as opposed to unnamed entities as well. Another issue concerns whether the coverage applies only with respect to property losses suffered by direct suppliers of goods or services, or also encompasses situations involving property damage suffered by indirect suppliers. There also have been disputes regarding whether CBI coverage applies to losses resulting from damage sustained by the policyholder’s suppliers of key services and/or labor as opposed to losses resulting from damage sustained by suppliers of materials. As with any insurance coverage, variances in the language of the CBI insurance provisions can affect the scope of coverage.

In addition to CBI coverage, other similar coverages may provide relief to a policyholder for lost revenue resulting from off-site or third-party property damage. For example, some policies provide coverage for losses incurred when a civil authority prevents access to the policyholder’s facilities (commonly referred to as Ingress/Egress Coverage). Additionally, some policies provide Dependent Properties Coverage, which covers the policyholder for profit losses resulting from property damage to a “dependent property,” which typically is defined to include, among other things, “leader” locations that attract customers to the policyholder’s business. For example, a retail store located in a shopping center may rely on a larger, “anchor” store at the shopping center, such as a department store or supermarket, to draw customers to the retail store. Coverage may be for the retail store if the anchor store suffers a property loss that impacts customer flow and thus causes the retail store to suffer lost profits.

It is important that policyholders be aware that most property policies contain time limits, some of which can be quite short, for putting the insurer on notice of a claim, for submitting a proof of loss, and for filing suit if a claim is denied. For example, policies often purport to require that a proof of loss be filed within as little as 30 or 60 days after the loss. In some jurisdictions, failure to comply, or to substantially comply, with policy conditions can result in a forfeiture of coverage. Therefore, policyholders facing potentially covered CBI losses should immediately notify their insurance carriers as soon as they become aware of a potentially covered loss.

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1 The authors are all members of the Insurance Recovery practice at Kilpatrick Townsend & Stockton LLP, where they represent policyholders in coverage disputes with insurance carriers. Kilpatrick Townsend & Stockton has three offices in North Carolina, as well as offices throughout the United States.
Catherine S. Stempien, Senior Vice President, Legal, U.S. Franchised Electric and Gas

Catherine Stempien is senior vice president, legal, for Duke Energy. She is responsible for delivering legal advice on litigation; environment, health and safety; and state and federal regulatory matters. She was named to her current position in December 2008.

Stempien brings many years of legal experience to the position, including extensive expertise in environmental law and litigation. Previously, she served as senior vice president, corporate legal services, for Duke Energy.

Stempien joined the company in 2003 as an associate general counsel for Cinergy Corp. in Cincinnati. She was responsible for litigation and environmental legal services to the corporation.

From 1996 to 2002, she was a senior attorney for AT&T Corp. in Basking Ridge, N.J., and AT&T Broadband in Englewood, Colo. She represented AT&T before federal and state trial and appellate courts and in mediations and arbitrations.

Prior to her employment with AT&T, Stempien was an associate with Covington & Burling in Washington, D.C., from 1993 to 1996, practicing litigation and environmental law. She is a member of the District of Columbia, Colorado, U.S. Supreme Court and U.S. Court of Appeals for the 3rd Circuit bars.

Colleen R. Jones, Executive Vice President, Global General Counsel and Secretary of ACN, Inc.

ACN is the world’s largest direct selling telecommunications company, with operations in 23 countries throughout North America, Europe and the Asia-Pacific region. ACN is also one of the fastest growing privately held companies headquartered in the US, with annualized revenue in excess of $500 million and continuing significant year-over-year revenue growth. ACN’s world headquarters are in Concord, NC, with regional headquarters here and in Amsterdam, The Netherlands, and Sydney, Australia. Each of ACN’s three geographic business units includes a general counsel who reports to Colleen.

ACN’s owners have in recent years expanded their focus from core ACN operations to majority equity investments in various operating businesses deemed strategic to ACN’s operations or to the converging telecom and internet industries. In her role as counsel to this effort, Colleen holds numerous public company board seats, and counts three additional general counsels among her reports.

Prior to joining the ACN team, Colleen served as general counsel for, and has held a number of non-legal business roles for, a number of public and private hi-tech and communications companies — always companies with strong upward growth curves and entrepreneurial cultures. Before choosing to focus her efforts on in-house roles, Colleen was a full equity partner at a large international law firm, where as a transactional, tax and M&A corporate partner, she built a practice in general corporate and commercial law, with a strong emphasis on the telecom sector.

Colleen has always maintained a strong commitment to give back to the community, which is especially challenging as a corporate lawyer, where the ability to offer direct pro bono services is limited. She has therefore made time throughout her career to serve as a board member, committee member and officer of various professional associations and charitable entities. She, her husband Chris, their younger son Tyler and their two toy poodles moved to Charlotte for ACN in 2006 from the Washington, DC area, and have been told they are ‘damn Yankees,’ as they have made it known that they love the area and are not going back!

Jane R. Lewis-Raymond, Senior Vice President, General Counsel, Corporate Secretary and Chief Compliance and Community Affairs Officer, Piedmont Natural Gas

Mrs. Jane Lewis-Raymond joined Piedmont Natural Gas in 2006 and is responsible for the Company’s Legal Affairs, Legislative and Community Affairs, Piedmont Natural Gas Foundation, Sustainability and Carbon Management, Corporate Secretary and Corporate Compliance matters. Prior to joining Piedmont, Mrs. Lewis-Raymond was Vice President, Regulatory Affairs for the American Gas Association (AGA) in Washington, DC. Mrs. Lewis-Raymond received her Bachelor’s degree and her law degree from the University of Maryland. She serves on the Teach for America Charlotte Board, the Keystone Energy Board and is a member of the Energy Bar Association as well as other professional organizations.
Board Members and Contacts

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ACC News

Find a Mentor in ACC’s New Mentor Program
Accessible through our new Member-To-Member online community, ACC’s new web-based mentor program allows members to sign up as mentors or mentees and connect with each other based on geographic location and practice area expertise. Formal mentor relationships last one year, but we hope our new mentor program will facilitate the development of long-term relationships that grow our members’ careers for years to come. To sign up, go to http://community.acc.com/mentor, log in, and click on the “Mentoring” tab. For questions about the program, read the FAQs in this section or contact ACC’s membership department at 202.293.4103, ext. 360.

Join your Local Chapter During ACC’s National Community Service Month
Throughout September, October, and November, ACC chapters all over the country will support National Public Lands Day (npld.com) and National Service Day (www.nationalservice.gov) by participating in their own community service events around the country. ACC and its chapters will join other volunteers this year to paint and frame houses, plant trees, and help their local communities in other ways.

This is the fifth year that ACC chapters voted overwhelmingly to participate in ACC Community Service Month. Originally conceived by James (Jim) Patton, former ACC board member and former president of the South Florida Chapter, now national director of legal projects at Robert Half Legal, the National Community Service Month was envisioned to give ACC members an opportunity to give back to the community that has given them so much and to demonstrate that lawyers care about their local neighborhoods and parks. All too often, members don’t find opportunities to do something good for the community and in the past, there were even less opportunities to perform family friendly community projects through their local bar associations. National Community Service Month has helped to change this. To join your local chapter for its event, visit the chapter pages at www.acc.com/chapters.

Sign up for Large Law Membership and Save
Does your company have nine or more attorneys? If so, there is no better way to save money than by promoting the large law membership dues package. The large law department fee schedule can save you anywhere from hundreds to thousands of dollars depending on the size of your department. With budgets getting tighter, the need for ACC resources (rather than using outside counsel) is more critical than ever. And with our large law membership rates, we make the savings even more valuable! For more information, go to www.acc.com/aboutacc/membership/lawdepartment.cfm or contact Danielle Boshart, director of membership operations, at 202.293.4103, ext. 307 or boshart@acc.com.

Find Solutions to Your Risk Management and Innovation Challenges
Join your peers in Boston for two highly interactive and practical programs this fall—Risk Management & In-house Counsel (Sept 14–16), featuring expert speakers such as a former Massachusetts Attorney General; and Leading Innovation and Change (Sept 26–28). Co-sponsored by ACC and the Boston University School of Management, these two programs are designed to help you become versed in controlling risk and creating cultures of innovation in your organization. Don’t forget to mark your calendar for other upcoming business education programs offered by ACC and BU, including Project Management (Nov 8–9) and Mini MBA for In-house Counsel (Dec 6–8). For details and to register, visit www.acc.com/businessedu.