
NCPCM Management Institute

2021 Speaker Bios

A regular on the Las Vegas Strip, Derek's act is fast, fresh, and at times, fanatical. He brings the funny with tales about his blue-collar upbringing, his divorce, the holidays and his child-free existence.

A veteran of several USO tours, Richards was chosen as one of the first performers at Guantanamo Bay, Cuba after the base began guarding jailed Al-Qaeda terrorists. The comedy tour earned Richards national coverage in Newsweek. He also has performed at U.S. base camps in Iraq, Afghanistan, and more than 15 countries.

You can hear him on the air via the SiriusXM Satellite Radio Network and on the nationally syndicated, Bob and Tom Show along with Bob and Sheri. He was also featured on The Weather Channel's Top 10.

On the concert stage, he has been the opening act for Motown legends, The Temptations and The Four Tops.





Lars P. Simonsen

Lars graduated from UNC Chapel Hill with a Biology degree with Distinction in 1987. He attended UNC Law School, receiving his Juris Doctor with honors in 1990. From the beginning, a major part of his practice has involved representing oil companies, and petroleum and convenience marketers. After 17 years with a larger law firm, Lars founded Simonsen Law Firm, PC, in 2006. Providing dedicated legal representation across the state of North Carolina, Lars understands all aspects of petroleum marketers' legal needs; contracts, acquisitions and sales, environmental and regulatory compliance, and general advice.

Lars is an avid fisherman, an artist and musician, and loves being outside in nature.

Rohit Shetty

Rohit is a PE and Principal at Geological Resources, Inc. He has over 29 years of experience in environmental consulting and engineering services, with specialization in environmental assessment and remediation of petroleum and non-petroleum releases. He graduated from USC in Columbia, SC with an MS in Civil & Environmental Engineering in 1995. He has an MBA in Finance from Osmania University in India in 1992. At GRI his responsibilities include remediation system design & implementation, environmental due diligence, project management, client relations, data analysis & interpretation, regulatory compliance, stormwater management, permitting, fate & transport modeling, vapor intrusion mitigation, Brownfields redevelopment, stormwater management and SPCC plans.. He and his wife have one daughter. In his spare time he enjoys cooking, music, reading and the outdoors. He has been practicing meditation for over 18 years and is a firm believer that self-transformation leads to world transformation.





Kyle May

Kyle May, Senior Manager External Relations, started his career with RAI in 2012. Prior to joining RAI Kyle had extensive internship experience across the political spectrum including the U.S House of Representatives, Congressional Campaigns, Advocacy Organizations, and Public Health Policy. He started with RAI as a Territory Manager in Greenville, NC. From there he was an Account Manager in Fort Worth, TX, and most recently a Senior Division Manager in Macon, GA. He holds a bachelor's degree in Political Science from Lenoir-Rhyne University and a Masters of Business Administration from Grand Canyon University. He is married to his college love, Lauren, and together they have a rambunctious toddler, Jonah. He is a native of Los Angeles, CA. In his spare time Kyle enjoys reading, working around the house, and cheering on his favorite sports teams.

Michael Davis

Michael is currently the VP, Member Services at NACS, The Association for Convenience and Fuel Retailing, responsible for providing products, services, information, and advice to its approximately 1,500 retail and 1,600 supplier members. Mr. Davis spent a total of 14 years in grocery, discount, and specialty retailing and 10 years at his own a convenience food and beverage operation. He also has over 16 years of retail industry consulting experience with Clear Thinking Group LLC, KPMG Consulting, and Deloitte and Touche.





Micah R. Simonsen

Micah graduated from NC State University in 2013, as a Jefferson Scholar double majoring with a BA in Sociology and a BA in History. In 2017, he received his Juris Doctor from Campbell Law School, and was admitted to the practice law by the North Carolina Bar Association. Micah is a member of the Environmental Section of the NCBA, as well as serving as a Section Council Member of the NCBA Energy, Environment and Natural Resources Section. After his third year of practice, Micah has been named a “Rising Star” by North Carolina Super Lawyers.

Micah is an accomplished musician and songwriter, a popular community soccer coach, and was just married in November, 2020.

J.T. Booth

J.T. is originally from Pulaski, TN. He enlisted in the U.S. Marine Corps in 2003, during his Senior year of high school and served for five years. After two tours in Iraq he returned home and served in law enforcement from 2008-2012, attached to the S.W.A.T. Team, Sniper Division.

He received his B.A. in Marketing from Middle Tennessee State University in 2015, after which he began his career at Federated Mutual Insurance Company as a Marketing Development Trainee in February, 2016. J.T. worked as a Marketing Representative in Chattanooga, TN from 2016-2019. During that time, he earned 3 Chairman's Council Trips, 3 Big Hitter awards, and 2 Monthly Leadership Council.

As an Account Executive, J.T. supports the association relationships for the South Central Region territory; which includes Arkansas, Louisiana, Mississippi, North Carolina, and Tennessee.

J.T. and his wife, Britney, reside in Spring Hill, TN with their daughter.



Marilyn Revier



Marilyn successfully completed a 30-year career as a brokerage representative with the Hartford Insurance Company specializing in a variety of segments, with the final 15 years in the Auto and Homeowners division. While at the Hartford, Marilyn experienced the benefits of having supplemental worksite products via payroll deduction.

Upon her retirement she decided to explore the supplemental life and health side of the insurance market and joined Chubb Insurance in the Worksite Division. Marilyn now represents American National Insurance as an Account Executive, which has a very comprehensive worksite portfolio.

Marilyn resides in Indian Trail, NC and in her nonworking hours enjoys golf, cooking, exercising, travel, and spending time with her 2 children and six grandchildren.



Monday, April 19, 2021

4:00 - 11:30 p.m. Parlor Reception - Hospitality Suite

Tuesday, April 20, 2021

Breakfast

8:30 - 8:45 a.m.	Welcome, Awards, Election of Class President
8:45 - 9:45 a.m.	"Maximizing Mortality" - Keynote - Derek Richards
9:45 - 10:00 a.m.	Break
10:00 - 11:00 a.m.	TBD
11:00 - 11:10 a.m.	Break
11:10 - 11:40 a.m.	"Legal aspects of the CBD Oil for employers and retailers" Micah Simonsen, Simonsen Law Firm, P.C
11:40 - 12:00 p.m.	Class Picture
12:00 - 1:15 p.m.	Lunch - on your own
1:15 - 2:15 p.m.	"Positive Thinking - Stress Free Living" Rohit Shetty, P.E, Geological Resources, Inc.
2:15 - 2:30 p.m.	Break
2:30 - 3:30 p.m.	"Crisis Management - Practical & Legal" Micah and Lars Simonsen, Simonsen Law Firm, P.C
3:30 - 4:30 p.m.	"So Now What? What essential businesses need to know and what the future holds as we begin to come out of the pandemic." Michael Davis, NACS
6:30 - 9:30 p.m.	Dinner and Entertainment at Top Golf (Transportation provided by ENVENTS. Meet in Lobby at 6:30p)



Wednesday, April 21, 2021

Breakfast

8:30 - 9:15 a.m.

"Protecting Your Business: You Hold the Keys" J.T. Booth, Federated

9:15 - 9:30 a.m.

Break

9:30- 10:15 a.m.

"Tobacco Legislation: Federal Priorities Under a New Administration and a Top Line of State Action" Kyle May, RAI Trade Marketing Services Company

10:15 - 11:00 a.m.

"Exiting COVID with Better Benefits" Marilyn Revier, American National

11:00 - 11:10 a.m.

Break

11:10 - 11:45 a.m.

"Bits & Pieces of the Industry in NC" - Gary Harris, Doug Howey, Tim Laughlin

11:45 - 12:00 p.m.

Rookie Award

*The Parlor will be open after the meetings each day.
Speaker lineup and speaker topics are subject to change*



MARINA INN

AT GRANDE DUNES

8121 Amalfi Place, Myrtle Beach, SC 29752
Phone: 1-866-437-4113

- The deadline to book a room is Friday, March 19th.
- Group rate is \$149
- Group discount code will be given after you register
- Register online at www.ncpcm.org or call/email Shannon Cox at 919-926-5488 or scox@ncpcm.org