

Greetings From



New Pool Staff Orientation



**Clay Austin, Director of Insurance
Member Services,
Florida Municipal Insurance Trust**



**Brittani Miller, Employment Counsel
Texas Municipal League
Intergovernmental Risk Pool**

Where we will go today?

- I. Historical Beginnings, Governance and Structure
- II. Differences with Insurance Companies
- III. Risk Philosophies
- IV. Staffing Structures/Third Party Relationships
- V. Claims & Loss Trends
- VI. Competition
- VII. Investments
- VIII. Loss Prevention/Risk Management
- IX. Current Issues to Consider

Not to describe basic insurance concepts and terminology...

Panel Members

Bryan Leaird
Deputy Executive Director
North Carolina League of Municipalities



NCLM
NC LEAGUE OF MUNICIPALITIES

Beverly Lakey, Program Director,
Association of Washington Cities



Greg Partin, Deputy Pook Administrator
Kentucky League of Cities



Kentucky
League
of Cities



Getting to know you...

Name

Organization

Position

Experience & Background



Trivia

What was the original name for Churchill Downs where the Kentucky Derby is held?



How many Mint Juleps are served annually during the Kentucky Derby and Kentucky Oaks?

- a) 80,000
- b) 100,000
- c) 120,000
- d) 140,000





Who won the Kentucky Derby in 2023

A) Two Phils

C) Hot Rod Charlie

B) Rich Strike

D) Mage

What Percentage of the world's bourbon
is made in Kentucky?



- A) 75%
- B) 95%
- C) 40%
- D) 100%

Who was the Louisville Slugger baseball bat named after?

- A) Babe Ruth
- B) Pete Browning
- C) Hughie Jennings
- D) Honus Wagner



In 1893, two Louisville school teachers wrote the song “Good Morning to All” for their kindergarten class. The lyrics were later changed to create what iconic song?



What famous man was born in a small cabin on Sinking Spring Farm near Hodgenville, Kentucky in February 1809?





Complete the Kentucky state motto by providing BOTH missing words:

_____ we stand, _____ we fall.

**What famed boxer was born in
Louisville?**



Trivia Answers:

- Louisville Jockey Club (formed in 1875)
- C) 120,000 in 2022
- D) Mage
- B) 95%
- B) Pete Browning (after he broke his bat during a game in 1884)
- Happy Birthday to You
- Abraham Lincoln
- United We Stand; Divided We Fall
- Muhammed Ali

**This is Lindale 165...This is
Lindale 165**

**Hey...we did have three
firefighters go down**

One of them is burned









**Burn survivor Joe Yeakley
named Lindale Fire Chief**



What is a Risk Pool?

Why Were Risk Pools Created?

“Hard market” cycles

1972-1974

1976 - 1979

1984 – 1988


2000-2003

2021 – 20??



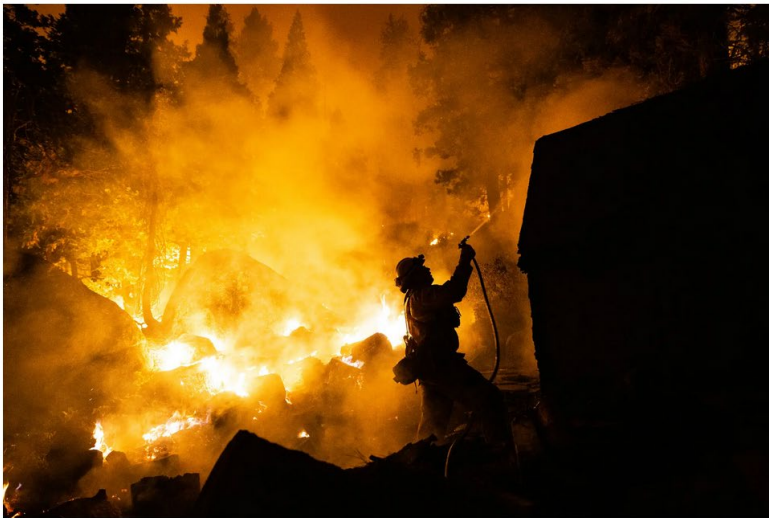
Climate Shocks Are Making Parts of America Uninsurable. It Just Got Worse.

The largest insurer in California said it would stop offering new coverage. It's part of a broader trend of companies pulling back from dangerous areas.

 Share full article



 1.9K



A firefighter tried to save a home in Meyers, Calif., in 2021. Max Whittaker for The New York Times

HW+ EXCLUSIVE CONTENT

Insurance carrier exodus rattles California and Florida housing markets

Real estate agents are having to navigate in insurability challenges for clients in America's two biggest real estate markets

July 25, 2023, 2:58 pm By Brooklee Han

AI& to exit California homeowners insurance market at January-end

Why Were Risk Pools Created?

Insurance industry's "hard market" cycles

Limited Insurance Availability

Limited or no Competition

High Cost and Premium Increases

Exclusions and Coverage Limitations



Risk Pools' Success Today

- Over 500 pools nationwide
 - Over 75,000 public entity members
 - Over \$17 billion premium
- 35 NLC-RISC member states,
British Columbia & Alberta
 - 33 work comp pools
 - 33 property/casualty pools
 - 18 employee benefits pools
 - 5 unemployment compensation pools
 - Over \$2 billion total premiums
 - 17,000 member public entities



How Do Risk Pools Operate?

Like an “insurance company” but different:

Non-Profit

- If a Pool charges more than needed for losses and expenses, its still the members' money

Cost Advantages

- Tax status
- Distribution channels

Owned & Controlled by Members

- Sole purpose is to cover member risks
- A penchant for saying “yes”

Expertise and Focus on City Risks

- How to cover and control those risks



Historical Beginnings, Governance and Structure

Differences with Insurance Companies











Risk Philosophies

Staffing Structures/ Third Party Relationships





Claims & Loss Trends

Competition





Investments

**Loss
Prevention/Risk
Management**



KEEP
CALM
AND
CALL

Loss Prevention

Panel Members

Bryan Leaird
Deputy Executive Director
North Carolina League of Municipalities



Beverly Lakey, Program Director,
Association of Washington Cities



Greg Partin, Deputy Pook Administrator
Kentucky League of Cities



Current Issues to Consider



Take Away

1. Remember *why* pooling started
2. Remember the pool's *purpose*
3. Remember how the pool is *different from commercial insurance*
 - Non-profit
 - Serve members
 - Understand risks
4. Remember too – we're *running a business*

Photo Credits:

Slide 1 – austintexas.org

Slide 2 – Great Runs

Slide 9 – Texas Monthly

Slide 10 – Backroads

Slide 20 – austinbats.org

Slide 27 - <http://photos.historical-markers.org/Pennsylvania/Philadelphia-County/PA-046-The-Philadelphia-Contributionship>

Slide 32 - <https://www.doublemesh.com/2017-winners-sony-world-photography-contest/>