

**Self-Insurance Guaranty Funds of America**

# ***2017 Annual Meeting***

***Hilton Portland Downtown  
Portland, Oregon***



***October  
2-3, 2017***

***Proudly  
Sponsored  
By***





Portland, Oregon

***Oregon In October*** .....On behalf of the Officers of SIGFA... ***Charles Hough (AL), Jack Reale (GA), & Brian Gee (FL) ...***  
***You are Invited to the 2017 Annual Meeting of the Self-Insurance Guaranty Funds of America. We are excited to reach out to state guaranty funds, share information & ideas, & develop a network of industry professionals dedicated to increasing the efficiency of their fund's operation & minimizing the impact of insolvent self-insured employers.***

***Our program includes educational sessions coupled with social events offering you opportunities to learn, share, and develop contacts across the industry...across the nation.***

***Join Us This October In Portland***

## ***SIGFA Partners With IAIABC & SAWCA***

***In the summer of 2011 the IAIABC and SIGFA announced the creation of a partnership designed to foster greater discussion among members of U.S. guaranty funds and workers' compensation regulators and to facilitate the sharing of collective knowledge and expertise on common interests.***

***During the past six years both associations have found value in their collaboration and look forward to additional successful conferences.***

***For SIGFA attendees who wish to extend their visit in Portland and participate in the IAIABC Convention, the IAIABC graciously offers SIGFA the "member" registration rate inviting them to the program and exciting events. **IAIABC registration at [www.iaiabc.org](http://www.iaiabc.org). Thank You IAIABC!*****

***In 2013 SIGFA partnered with SAWCA, the Southern Association of Workers' Compensation Administrators to create the National Workers' Compensation Regulators College...a program specifically designed for regulators by regulators covering the full scope of regulatory responsibilities faced by today's state officials. Held at the WCI Florida Conference in August 2014, the college celebrated its first graduating class of fifteen regulators from ten different states. Beginning August 7, 2017 the 4th Annual National Workers' Compensation Regulators College will take place in Orlando...For More Info go to [www.sawca.com](http://www.sawca.com).***

# SIGFA Program & Events

Monday

October 2nd



SIGFA Opens its 2017 Annual Meeting at 2:00pm with an **Executive Business Meeting** for all SIGFA members followed by a **Roundtable Discussion** focusing on a variety of topics including an update on the Patriot Coal/KY Guaranty Fund bankruptcy litigation that played out in Federal

Bankruptcy Court in Virginia over the past year. Additional items including the tendency by insurance carriers to delay payment on excess insurance contracts, the encroachment of Federal Government into the state WC Systems, various reserving issues which serve to dilute the posted security, new and old LPT approaches, hidden claims, & more.

The remainder of the afternoon provides you the opportunity to share and discuss those most sensitive & critical issues you face in your capacity as a board member, state regulator, or administrator of a state self-insurance guaranty fund. **Don't miss this once-a-year opportunity!**

## **2017 Annual SIGFA Reception & Dinner**

All SIGFA members along with all registered SIGFA attendees & guests are invited. Join us for a delightful evening with old & new friends. Reception begins at 6:30pm followed by dinner at 7:00pm.



Tuesday October 3rd



SIGFA's annual meeting continues Tuesday morning with breakfast followed by an educational program focused on key issues facing guaranty funds. Franco Signor, HealthSmart Casualty Claims Solutions, UBS Financial Services, Equian, and Safety National will provide presentations focused on critical issues followed by an open roundtable discussion. Our annual meeting concludes with a lunch that is open to all SIGFA members & guests, participants & convention attendees. **Come & Enjoy!**

# SIGFA's 2017 Annual Meeting

**October 2nd / Monday:**

**2:00pm – 5:00pm** **Board/Business Meeting & RT Forum** **Directors Suite**

SIGFA Opens its 2017 Annual Meeting at 2:00pm with an **Executive Business Meeting** for all SIGFA members followed by a **Roundtable Discussion** focusing on current surety trends, fund administration, ending with an open forum.

**6:30pm – 8:30pm** **Reception & Dinner** **Skyline 1 on 23rd Floor**

**October 3rd / Tuesday:**

**7:30am – 8:30am** **Breakfast** **TBA**

**8:30am - Noon** **Presentations/Discussions** **TBA**

**8:30am – 8:35am** **Welcome – Introductions**

**8:35am – 9:15am** **“Insurance Market Update ”**

**Tom Hebson**, VP for Product Development & Government Relations at Safety National, presents the **2017 Market Update** providing an understanding of the issues and trends that will generate the biggest impact on SI employers .

**9:15am – 10:00am** **Heather Sanderson** of Franco Signor, an expert in the field of Mandatory Medicare Reporting joins us for an update on CMS ,COB&R, and a number of additional “letters” that cause headaches and cost money...Don’t miss this session or you may fail to respond timely to your next CPN. ARGH!

**10:00am – 10:15am** **Refreshment Break**

**10:15am – 10:45am** **“State of the Financial Economy”**

**Peter McFarland**, Senior VP - Wealth Management at UBS Financial Services, discusses the current economic situation and provides a market update with a focus on trends and issues that impact the management of GF assets.

**10:45am – 11:15am** **“PBMs...We Can Do So Much More Than You Think”**

**Bryan Condie**, VP Sales & **Kevin Lanphier**, Sr. VP of Sales at Equian explain the varied services available in addition to Bill Review & RX Management that can lower your cost. Bring your questions to this session with the experts.

**11:15am – Noon** **“Just When You Thought It Could Get No Worse”**

Hidden claims, Hostile LPTs, Revolving Regulators, Penalties-Fines & Supreme Courts ...**Larry Clevinger**, Vice President at HealthSmart Casualty Claims Solutions, continues our journey through a real-life default of a large self-insured employer sharing issues that arise without warning and potential solutions followed by an open roundtable discussion.

**Noon** **SIGFA Attendee Luncheon** **TBA**

**SIGFA Attendees & Companions Are Invited To Join Us For Lunch**

# SIGFA Spotlights Premier Sponsor Safety National

## AT A GLANCE



### Company History and Background

- Specialists in workers' compensation since 1942
- Licensed and admitted in all 50 states, the District of Columbia, Guam, Puerto Rico, Canada and the U.S. Virgin Islands
- Exclusive distribution through brokers and agents
- Leading and longest continual provider of excess workers' compensation in the United States
- Superior dedication, knowledge, experience and quality service distinguishes us in marketplace
- Named one of the "Best Places to Work" by *Business Insurance* magazine

### Financial Strength and Stability\*

- Policyholders' surplus: \$1.9 billion (19.5% increase over 3/16) & \$6.6 billion in assets.
- A.M. Best Rating "A+" (Superior), Financial Size Category XIV
- A wholly-owned subsidiary Tokio Marine Holdings, with approximately \$200 billion in total assets.
- 2016 written premiums to surplus ratio 0.45: 1.00
- Maintains an A.M. Best rating of A+ (Superior) with a Financial Size Category XIV.

### Products and Services

\* as of March 31, 2017

#### Excess Workers' Compensation Public Entity Multi-Line Program Large Casualty Program

- Large Deductible Workers' Compensation
- Commercial Auto and General Liability

#### Captive Services

#### Non-Subscriber Programs

#### Self-Insurance Bonds

#### Safety National Re

#### Loss Portfolio Transfers

#### Large Guaranteed Cost Workers' Compensation (\$1MM + GWP)

#### MAP Client Services

- Risk control tools and services
- Management / Analysis / Prevention

#### Best Doctors Partnership

- Medical expertise and resources to determine correct diagnosis and treatment plan

#### Safety National Crisis Protection

- Domestic crisis management and international extraction benefit



**2017 SIGFA**



**FRANCO SIGNOR®**

## **The Industry Leader in Comprehensive MSP Compliance**

*Franco Signor is the leader in Medicare Secondary Payer (MSP) Compliance. We deliver comprehensive MSP Compliance solutions to the largest employers, insurers, and third party administrators in the United States. Our unmatched ability to mitigate Medicare compliance exposures for both primary plans and Medicare beneficiaries has made us the country's leading provider of MSP compliance solutions. Franco Signor's proprietary solution leverages sophisticated technology and deep industry experience to deliver best-in-class services including: Mandatory Insurer Reporting, Conditional Payment/Lien Resolution, and Medicare Set-Aside Allocations.*

*SIGFA is proud to welcome them as a "Preferred Provider" and encourages you to discover the value that Franco Signor has to offer.*



# **EQUIAN**

*One of our nation's most pressing challenges is the rising cost and affordability of healthcare. At Equian, our efforts are dedicated to addressing this challenge. We provide solutions that ensure each healthcare interaction is paid accurately and at the lowest possible cost. We have a proven system to reduce healthcare cost through proprietary data analytics coupled with deep domain expertise. Once we have aligned with you and analyzed all of the data, we provide integrated payment integrity solutions that eliminate unnecessary spending. SIGFA welcomes Equian to the Annual Meeting and is pleased to recognize Equian as a SIGFA "Preferred Provider."*

*Preferred  
Providers*



**UBS**

UBS *leads the way*  
in wealth management.

*For 150 years, UBS has been committed to bringing its global resources to bear on the portfolios of high net worth individuals to help them achieve their wealth management objectives. Powerfully positioned to address the new realities of today's global economy, we are the rare firm that meets the entire spectrum of clients' sophisticated needs from a holistic perspective. Customized solutions are delivered by dedicated Financial Advisors who are uniquely aligned to instill the trust and confidence that investors are seeking.*

*SIGFA is pleased that UBS has joined them as a "Preferred Provider" and looks forward to their presentation at the SIGFA Annual Meeting.*



*HealthSmart Casualty Claims Solutions has been in business since 1946. The corporate office is in Charleston, West Virginia, with district offices in Arkansas, Florida, Indiana, Kentucky, Ohio, Oklahoma, Pennsylvania, Texas, and Virginia. Through purchases and growth HealthSmart Casualty Claims Solutions now manages more than \$165 million annually in payments and services over 300 parent entities and their 3,000 affiliates. We have a national presence but maintain the advantages of local offices and expertise. HealthSmart's participation as a SIGFA "Preferred Provider" is greatly appreciated.*

# SIGFA's 2017 Annual Meeting



You'll wonder why you don't live in Portland after you've visited this laid-back & friendly city. With a reputation for manicured parks, eclectic nightlife, fine micro-breweries and distilleries, and nature that cuts right into the city, Portland's a Pacific Northwest must-visit. Don't miss the famous Japanese Garden, one of the largest and most beautiful of its kind outside of

Japan. Join us as we bring together Guaranty Fund Administrators, Board Members, State Regulators, & Industry Professionals working with State Guaranty Funds for dynamic educational programs & memorable events among the waterfront bustle of Portland's Old Town. Room reservations should be made directly with the Hilton Portland Downtown at 921 SW Sixth Ave., Portland, Oregon. Call (800) 445-8667 & ask for the IAABC rate of \$199.

For assistance contact Gary Davis at 859-219-0194 / [gary.davis@sigfa.org](mailto:gary.davis@sigfa.org).

## Register Today

### Register For The 2017 SIGFA Annual Meeting

*SIGFA Member Registration Fee = \$50 Per Attendee*

*Non-Member Registration Fee = \$350 1st Attendee / \$50 All Additional*

*Complete & return this form for each attendee. You may email your registration to: [gary.davis@sigfa.org](mailto:gary.davis@sigfa.org), fax to: (859) 219-0170, or mail to: SIGFA, Gary Davis, 1025 Monarch, Suite 260, Lexington, KY 40513*

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Company:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **St:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Email:** \_\_\_\_\_

\_\_\_\_\_ **Guaranty Fund Administrator / Board Member**

**I am a:** \_\_\_\_\_ **State Regulator / Official**

\_\_\_\_\_ **Provider of Services To Guaranty Funds**

\_\_\_\_\_ **Other Interested Professional**

**I am registering as a:** \_\_\_\_\_ **Member For \$50**

\_\_\_\_\_ **Non-Member For \$350**

\_\_\_\_\_ **Additional Non-Member For \$50**

**Companions/Spouses Invited To Monday's Reception & Dinner / Tuesday's Lunch**

**Make your check payable to: SIGFA ...& mail to address listed above.**

**To Pay By Credit Card Call Gary Davis @ 859-219-0194 / 859-608-2383**