

SIGFA
Self-Insurance Guaranty Funds of America

2018 Annual Meeting

Colonial Williamsburg

Williamsburg, Virginia



*October
1-2, 2018*

*Proudly
Sponsored
By*





Welcome To Williamsburg

On behalf of the SIGFA Officers... Charles Hough (AL), Jack Reale (GA), &

Brian Gee (FL) ... we are pleased that you have joined us for the 2018 Annual Meeting of the Self-Insurance Guaranty Funds of America. We are excited to share ideas and information & 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.

Welcome To SIGFA

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 seven 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 Williamsburg 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. Thank You IAIABC!***

In 2013 SIGFA partnered with SAWCA 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. On August 20, 2018, celebrating its 5th year, the College was renamed the "Roger L. Williams National Regulators College in memory of the late Roger Williams (VA) who served SAWCA as its President and was instrumental in creating and nurturing the college in its early years.

SIGFA Program & Events

Monday

October 1st

SIGFA Opens its 2018 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 Federal Bankruptcy. 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 will be discussed.



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!**

2018 Annual SIGFA Reception & Dinner

All SIGFA members along with all registered SIGFA attendees & their guests are invited.

Join us for a delightful evening with old & new friends. Reception begins at 6:30pm followed by dinner at 7:00pm. East Lounge at the Williamsburg Inn.



Tuesday October 2nd

SIGFA's annual meeting continues Tuesday morning with breakfast at 7:30am followed by an educational program beginning at 8:30am focused on key issues facing guaranty funds. Optum, UBS Financial Services, Equian, and Safety National will provide presentations

focused on critical issues to Guaranty Funds including a presentation on a new "LPT" 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 2018 Annual Meeting

October 1st / Monday:

2:00pm – 5:00pm Board/Business Meeting & RT Forum Piedmont B

SIGFA Opens its 2018 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 – 9:30pm Reception & Dinner East Lawn / East Lounge

Located in the Williamsburg Inn Across The Street From The Lodge

October 2nd/ Tuesday:

7:30am – 8:30am Breakfast Virginia C

8:30am - 12:15pm Presentations/Discussions Virginia C

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

8:35am – 9:15am “2018 Insurance Market Update”

Mark Walls, VP Communications & Strategic Analysis at Safety National, presents a 2018 Market Update providing an understanding of the issues and trends that generate the biggest impact on the workers' compensation system.

9:15am – 10:00am “What Guaranty Funds Need To Know About MSA's”

Rafael Gonzalez, President of Optum Work Comp/Auto Settlement Solutions, is an expert in the field of Mandatory Medicare Reporting. He joins us for an update on CMS sharing a variety of scenarios illustrating the critical components that must be considered as you move to settle claims.

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 an investment market update with a focus on trends & issues impacting the management of GF assets.

10:45am – 11:30am “Medications ...Does Price = Cost?”

Kevin Lanphier, Sr. VP of Sales at Equian will review AWP pricing methodologies versus other models in the industry. Who is making the money? And the value of a PBM other than the cost of the medication.

11:30am – 12:15pm When Is A LPT Not A LPT...When It Is A “SIRRPWALOCS”

SIGFA welcomes Larry Clevinger, formerly with HealthSmart; Chris Ridge, President of ACG, & Jeff Eggleston, Sr. Consultant at Insurance Management Concepts as they share a new process that brings value to the self-insured employer and still just might satisfy the GF and the state regulators.

12:15pm SIGFA Attendee Luncheon Piedmont A

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 US
- 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: \$2.2 billion (14.7% increase over 6/17) & \$7.6 billion in assets.
- A.M. Best Rating "A+" (Superior), Financial Size Category XV
- Standard & Poor's "A" (Strong)
- A member of the Tokio Marine Group, with approximately \$200 billion in total assets. The Group's main operating subsidiary, Tokio Marine & Nichido Fire (TMNF), maintains an A.M. Best rating of A++ (Superior), Financial Size Category XV.

* as of June 30, 2018

Products and Services

Workers' Compensation:

- Excess
- Large Deductible
- Large Guaranteed Cost
- TEXcess

Public Entity Liability:

- Law Enforcement Liability
- Public Officials Liability
- Educators Legal Liability

Commercial Auto

Commercial General Liability

Cyber Risk

Reinsurance

Loss Portfolio Transfers

Captive Services

Self-Insurance Bonds





**Optum
Settlement
Solutions**

Our settlement solutions have been called best-in-class, and for good reason. When you use Optum for both PBM and settlement solutions, you'll maximize overall savings. As an industry leader in pharmacy benefit management, we provide advantages that are unique in the MSA industry. Predictive analytics, which deeply analyzes data for high risk claims earlier and applies intervention tools sooner, results in more control over costs, improved therapeutic results, and better guidance for clinical decision-making. Only we have the pharmacological perspective and technological solutions that enable accurate and cost-effective Medicare set-aside (MSA) allocations in accordance with Medicare Secondary Payer (MSP) compliance, while mitigating barriers to settlement. It's all designed to do what's right for the injured person while still targeting the lowest possible defensible MSA. SIGFA is very pleased to recognize Optum as a "Preferred Provider".



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 2019 Annual Meeting

Mark Your Calendars Now!

October 21-22, 2019 Pittsburgh, PA



Mighty & Beautiful Pittsburgh is our destination for 2019 with our Annual Meeting at the amazing Westin Pittsburgh.

It matters not if this is your first visit...or one of many to The City of Bridges...Pittsburgh will deliver for all ages and all interests. Whether your interests go to performing arts or great athletic performances... from 5 star restaurants to "Almost Famous" sandwiches...from exploring the history of our nation's most famous Steel City"... to making your own history with memories to be cherished for a lifetime...you'll find all of these and much more in Pittsburgh

Join us as we bring together Guaranty Fund Administrators, Board Members, State Regulators, & Industry Professionals for dynamic educational programs & memorable events.

For additional information and assistance contact Gary Davis at 859-219-0194 / gary.davis@sigfa.org.

