



# AGENDA

Work Session  
December 8, 2022

Phone #:  
(253) 215-8782

Meeting ID:  
874 5526 9083

Passcode:  
Abc123@

Zoom [click here](#) to join

## MATERIAL TO VIEW BEFORE December 8 (BEFORE MEMBER REP MEETINGS)

1. [Actuarial Report, 2023 Assessments & Budget](#) (11:14) – Christianson & Branson  
*To view the Actuarial Report [click here](#). To view the Assessment Packet [click here](#). To view the Budget Packet [click here](#).*
2. [Underwriting Structures](#) (36:45) – Christianson & Wick
3. [Underwriting Structures Q&A](#) (09:25) - Christianson
4. [Target Ratios](#) (30:42) – Christianson & Branson  
*This video was produced in connection with the October EC Meeting. The Target Ratio Policy requires the material be presented to the Board. No changes were requested after the October presentation. No need to watch this video again if you saw it in October.*
5. [Training Year in Review & ASK Statistics](#) (05:57) – Juell
6. [Strategic Plan Update](#) (12:02) – Kerrigan
7. [Bylaws](#) (13:43) – Christianson & Deutsch  
*This video was produced in connection with the September Board Meeting. No Bylaws changes were requested after the September meeting. This video is being circulated again just in case you wanted to review the Bylaws changes again before the December Meeting.*
8. [General Wage Increase Presentation](#) (14:08) – Christianson & Branson
9. [Crime Policy Renewal](#) (12:48) – White, Vanvieldt, Christianson & Branson
10. [Broker's Report & Market Update](#) (17:47) – White, Vanvieldt & Branson

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12:00 PM    **Lunch**

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		Page #
1:00 PM	1. Office of the State Treasurer (OST) Presentation on Separately Managed Accounts (SMA), Amanda Hutson & James Rosenkoetter (Introduction by Branson) <i>To learn more about the Separately Managed Accounts before the meeting <a href="#">click here</a>.</i>	
2:00 PM	<b>BREAK</b>	
2:15 PM	2. GEM Presentation, Andrew Halsall	002
3:15 PM	<b>BREAK</b>	
3:30 PM	3. Actuarial Study – Kevin Wick <i>To view the Actuarial Report <a href="#">click here</a>.</i>	
4:00 PM	4. <b>MEMBER REP MEETINGS – Breakout Rooms</b>	

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Photos will be taken during the afternoon sessions. Please be sure to wear your WSTIP Corporate Wear if you have it.



Partnership  
with GEM  
provides the  
stability you  
depend on

FOCUSED  
SOLUTIONS

MEMBER  
CONTROL

POOLS  
UNITED

GEM brings the best of member innovation and collective buying power together to ensure the success of the entire membership.

With your membership in GEM, you have access to needed capacity and a network of your peers

- Customizable and stable source of reinsurance
- Reinsurance capacity that is exclusive to GEM members
- A voice in GEM's strategic direction and philosophy
- Forums to address common issues, share best practices, and discover ways for more meaningful pool member engagement

#### **REINSURANCE STABILITY**

GEM's long-term relationships with our reinsurers translate into stability for our members. And by pricing for the long-term, we preserve capacity and minimize the market volatility that is often experienced elsewhere.

#### **INDUSTRY EXPERTISE**

Through our unparalleled sector experience, we offer members a real-time source of guidance and advice when you need it the most.

#### **MEMBER CONTROL**

GEM guides you to a reinsurance structure that aligns with your pool's strategy and integrates the capacity provided by your other risk partners. Because GEM follows form, you retain control of your coverage design.

#### **COLLABORATIVE MEMBER PARTNERSHIPS**

As a pool of pools, GEM encourages and develops relationships between members so all involved can grow and learn together in thought leadership and market vision.

#### **BEST PRACTICES FOR MITIGATING RISK**

GEM strives to help all members minimize their risk. The exchange of information and guidance from fellow members allows you to learn from their risk challenges and opportunities and stay more informed.



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## HERE IS WHAT GEM MEMBERS ARE SAYING

### FOCUSED SOLUTIONS

"GEM has offered reliability and stability for us over time. They are solutions-oriented and play an important part of our coverage layering, which isolates us from the volatility of the commercial marketplace."

– Alan Hulse, CEO, Montana Municipal Interlocal Authority (MMIA)

"Being a part of GEM made our pool's reinsurance renewal go a lot more smoothly than it otherwise would have. GEM has been flexible in our liability reinsurance each year they've participated and have gone to bat for us when other partners haven't."

– Ryan Cole, Associate Executive Director, Arizona School Risk Retention Trust

"Our initial shift to GEM resulted in substantial reductions in our reinsurance costs. Over the years, GEM has been most flexible in the limit and attachment point of its layers. More importantly, GEM's pricing has remained relatively stable, especially during hardening markets and when claims have moved into its layer."

– Greg Womack, Program Executive, Texas Council Risk Management Fund

"The ability of GEM to be responsive regarding the placement and extent of reinsurance coverage provides maximum flexibility to protect the assets of our membership."

– Ann Bennett, Executive Director, Washington Cities Insurance Authority

### MEMBER CONTROL

"A benefit of GEM is its access to London markets, where we have little success gaining traction as a single pool. GEM's access was important in our first year of membership as a couple of our carriers stopped writing business in California. GEM, on the other hand, was able to work with us with great flexibility to fill the voids in our program with needed capacity at appropriate pricing."

– Jon Shull, CEO, California Joint Powers Insurance Authority

"GEM gives us flexibility in SIRs, quota shares, and other reinsurance structures. Our conversations with GEM staff help us to determine how best to support these structures.

And by following form, GEM gives us the freedom to modify coverage to fit our members' needs. They also allow us to maintain the relationship with our own members in the claims handling process."

– Brett Davis, CEO, Park District Risk Management Agency

### POOLS UNITED

"The OPEEP Board views GEM as a trusted, long-term partner and appreciates the added benefit of informational and thought-provoking GEM Board meeting topics. The value of GEM goes well beyond reinsurance, to include underwriting guidance, claims strategies, and insights learned from other pools across the country."

– Scott Moss, Administrator, Oregon Public Entity Excess Pool

"Being a member of GEM is not only about risk financing and the collective purchasing power we have as a pool of pools. It is about the knowledge and expertise that each member brings to the table which results in collaborative and supportive discussions about best practices in finance, member services, risk management, claims management, and operations."

– Sheryl Brandt, Executive Director, Enduris