



2012 AGRiP Spring Conference

Conference Brochure

A Conference for governing board members, staff, Pool General Counsel, AGRiP Partners and all others who have an interest or stake in the management or operations of public entity risk and benefits pools.

Meeting Expectations Regardless of the Catastrophe



March 5-7, 2012
Arizona Grand Resort
Phoenix, AZ

Make Hotel Reservations and Register online at www.agrip.org

Join colleagues from across the U.S. and Canada for a series of diverse sessions to help pool officials anticipate and plan for addressing a wide range of demands when a catastrophe affects their members or the pool itself.

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Conference Schedule

(see Pages 4 & 5 for session descriptions)

Sunday, March 4

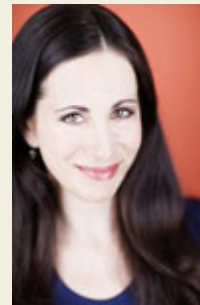
- 1:00 - 6:00 pm Registration and Reading Room Opens
- 6:00 pm **Opening Reception** - "Opening Reception Honoring Harold Pumford", in recognition of his retirement, join us in celebrating Harold's 44 years of Public Service.

Monday, March 5

- 7:15 am Registration and Reading Room Opens
- 7:15 - 8:30 am Continental breakfast
- 8:30 am First Time Attendee Coffee with AGRiP Board

9:00 - 10:30 am

WELCOME & OPENING Session
Overcommitted, Overwhelmed and Over It!
Humorist: **Juliet Funt**



10:45 am - Noon

General Session
How to Protect Your Reputation In The YouTube Era
Tim McIntyre, Vice President of Communications,
Domino's Pizza



Noon Lunch

1:15 - 2:30 pm

Concurrent Sessions

Essentials of Pool Underwriting Considerations
Joseph DePaepe, CPCU, CIC, Pool Administrator, Colorado Special Districts Property and Liability Pool (CSDPLP) and Senior Vice President, McGrif, Seibels & Williams, Inc.

Using Pilot Programs To Improve Workers' Compensation Costs and Claim Performance
Paul Binsfeld, CEO, Company Nurse, LLC, **Pauline Hecker**, Risk Management Director, City of Scottsdale, AZ and **Nancy C. Stater**, MA, WCCS, CDMS, Risk Control Associate, Workers' Compensation, Southern California Schools Risk Management (**SCSRM**)

1:15 - 5:00 pm

Pool Counsel Track Session 1 - Land Use Litigation Trends

2012 AGRiP Spring Conference

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(see Pages 4 & 5 for session descriptions)

Monday, March 5 - Cont.

- 2:45 - 4:15 pm **General Session**
Discerning What Members Value Most
Gary Abram, Managing Partner, HCap Search and **Rodd Zolkos**, Senior Editor, *Business Insurance* magazine
- 4:15 - 5:30 pm **Comparing Notes** - An opportunity to meet and discuss issues with other attendees while enjoying a beverage and light refreshments
- 5:30 pm Open evening

Tuesday, March 6

- 7:15 am Registration and Reading Room Opens
- 7:15 – 8:15 am Breakfast Buffet
- 8:00 - 9:00 am Facilitated discussion groups by lines of coverage

Pool Counsel Session 2 - Status Of The Federal Patient Protection And Affordable Care Act

9:15 – 10:30 pm **Part I of Keynote Session**
Meeting Expectations Regardless of the Catastrophe

10:45 – Noon **Part II of Keynote Session**
Meeting Expectations Regardless of the Catastrophe

Moderator, **Dubravka Romano**, Associate Executive Director, Texas Association of School Boards Risk Management Fund (**TASB RMF**). Panelists expected from pools in New Jersey, New York, Rhode Island, Vermont, Virginia and Texas.

Noon Lunch and **Annual Membership Meeting**

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(see Pages 4 & 5 for session descriptions)

Tuesday, March 6 - Cont.

2:00 - 3:15 pm

Concurrent Sessions

The World Is Not Flat

Suzanne Charlier, CPCU, ARe, Vice President, Specialty Markets Division, Munich Reinsurance America, Inc.

Preparing and Executing Cancellation Of A Coverage Program

Ty Gagne, Chief Executive Officer, New Hampshire Public Risk Management Exchange (PRIMEX³), **Pat Parsons**, Chief Executive Officer, Oklahoma Municipal Assurance Group (OMAG), and **Lynn Wolfe**, Risk Manager, for St. Vrain Valley School District (CO)

2:00 - 4:45 pm

Pool Counsel Track Session 3 - Current Issues in Social Media

3:30 - 4:45 pm

General Session

Have Pool Expectations Surpassed Their Solvency Measures?

Kevin Wick, Managing Director, PricewaterhouseCoopers, LLP

4:45 pm

Open Evening

Wednesday, March 7

7:30 am

Registration and Reading Room Opens

7:30 - 8:30 am

Breakfast buffet

8:00 - 9:15 am

Facilitated Discussions by issues

Pool Counsel Session 4 - Open Topic Facilitated Discussion

9:30 - 10:45 am

General Session

Pool Counsel Track Session 5 - Employee Confidentiality and Non-Compete Issues

Public Entity Pooling - Scoring a Line to the Future

A panel discussion with pool officials from the Baby Boom, Generation X and Millennial generations, moderated by **Joel Kress**, Underwriting Manager, Government Entities Mutual, Inc. (GEM)

11:00 am - Noon

Concluding Session

Pooling - The Greatest Success In Intergovernmental Relations

Harold Pumford, retiring AGRiP Chief Executive Officer

Noon

Conference concludes

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Session Descriptions

Monday, March 5

9:00 - 10:30 am

Opening Session

Overcommitted, Overwhelmed and Over It!

Is your to-do list a novel? Is your email inbox jam-packed every morning? Do you find yourself wishing for a fire drill just so you can step away from your desk for 10 minutes? Don't worry. You are not alone. Juliet Funt, a former human relations trainer for the Los Angeles Police Department and daughter of Allen Funt from the Candid Camera television show, will help you change the way you think about your goals so you can prioritize the smart way, be more productive, and clarify what's really important.

10:45 - Noon

General Session

How To Protect Your Reputation In The YouTube Era

In April 2009, Domino's Pizza faced a new kind of crisis – one created by two of its own employees who posted a hoax video on YouTube. Within two days, the company used YouTube as its primary weapon to fight back, and its efforts now serve as a lesson on how to build (and rebuild) your organization's reputation in the changing world of social media.

1:15 - 2:30 pm

Concurrent Sessions

Essentials of Pool Underwriting Considerations

The session is based on material used in the Essentials in Risk Pool Management program supported by AGRiP and other pooling organizations. It will review the concepts behind underwriting and discuss how to set goals based on various philosophies and the actual underwriting process. Attendees will also review tools available to underwriters and develop an understanding of the "art" of underwriting.

Using Pilot Programs To Improve Workers' Compensation Costs and Claim Performance

Panelists will premier pilot programs with proven results targeted at workers' compensation costs and claims performance. Learn how to introduce and define "pilot" programs, including criteria for success; and how to accelerate adoption of pilot programs through the use of HR policies, training, promotion, and incentives that motivate and support change and success.

2:45 - 4:15 pm

General Session

Discerning What Members Value Most

This session will examine the service and expertise attributes of broker, insurer and third-party administrators valued most in a recent study conducted for *Business Insurance* magazine. The session will also look at how these attributes and other criteria rank in importance to public entities based on a project involving members of a Midwest multi-line pool. Gain insight into how to successfully discern member views and how to target programs based on member preferences.

Special Track For Pool General Counsel

Session 1 (Monday, 1:15 - 5:00 pm)

Land Use Litigation Trends

Steven Dawes, Partner at Light, Harrington & Dawes, P.C., Denver, CO

Session 2 (Tuesday, 8:00 to 9:00 am)

Status Of The Federal Patient Protection And Affordable Care Act

Geoffrey Beauchamp, General Counsel, Delaware Valley Municipal Management Association and the Delaware Valley Health Insurance Trust (DVHIT).

Session 3 (Tuesday, 2:00-4:45 pm) -

Current Issues in Social Media

Tami Tanoue, General Counsel/Claims Manager, Colorado Intergovernmental Risk Sharing Authority (CIRSA)

Session 4 (Wednesday, 8:00 – 9:15 am)

Open Topic Facilitated Discussion

Session 5 (Wednesday, 9:30 – 10:45 am)

Employee Confidentiality and Non-Compete Issues

Speakers yet to be confirmed

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Session Descriptions

Tuesday, March 6

9:15 – Noon

Keynote Session

Meeting Expectations Regardless of the Catastrophe

A number of public entity pools and their members experienced catastrophe losses in 2011, taxing their resources on many levels. This extended session will review the anticipated and unanticipated aspects of responding to major catastrophic events affecting public entity members and pools, with a focus on the challenges of meeting expectations that are often at cross purposes. This session is intended to provide guidance and insight into how to meet expectations of the numerous parties involved when catastrophe losses occur, whether through natural or economic or man-made events, for ALL lines of coverage offered by public entity risk and/or benefits pools.

2:00 – 3:15 pm

Concurrent Sessions

The World Is Not Flat

Insurance and reinsurance programs are always priced in primary layers and excess layers. If you have ever been mystified by your insurance carrier's excess pricing, then this is the session for you. This session will address the elements that drive your loss costs, regardless of the market environment. It will cover five common misperceptions and the associated realities of excess layer pricing. Included are illustrations of the differences between primary and excess layer pricing. All further evidence that the world is not flat!

Preparing and Executing Cancellation Of A Coverage Program

Pool officials and members sometimes decide that it is no longer practical or rational to continue a line of coverage – or even the pool. This session will look at how officials in two pools decided to terminate their employee benefits coverage programs; and how officials from a small school pool decided to dissolve their liability and workers' compensation pools. Panelists will review the considerations and processes that lead to the termination decisions and also discuss their actions to serve members throughout the process.

3:30 – 4:45 pm

General Session

Have Pool Expectations Surpassed Their Solvency Measures?

Traditionally, pools have used various approaches to answer questions about the adequacy of funding. This session will explore various solvency measures pools use to establish and assess funding levels, such as confidence levels, a risk-based capital formula, and/or financial ratios. In order to provide perspectives on the applicability of these measures in light of the current financial pressures on pools and their members, the session will also discuss the context in which the specific measures developed. In addition, alternative strategies and approaches to establish and assess funding levels will be explored.

Session Descriptions

Wednesday, March 7

9:30 – 10:45 am

General Session

Scoring a Line To The Future

With most of the pooling sector over 20 years old, the business environment is at an inflection point between past and future. On many fronts, technology, society and politics are evolving the way business will be conducted in the future. This open dialogue discussion will examine changes occurring in public entity risk and benefits pooling and business in general. Panelists will share opinions and experience to inspire forward thinking participation by the audience.

11:00 – Noon

General Session

Pooling – The Greatest Success In Intergovernmental Relations

As a former adjunct professor who taught graduate courses in Intergovernmental Relations, soon to retire AGRiP CEO Harold Pumford has long had more than a "working" interest in public entity risk and benefits pooling this past nearly 33 years. Hear his thesis on how and why local government officials made pooling a greater success than any state or federal initiatives directed at improving intergovernmental relations.

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Conference Hotel Information



ABOUT THE HOTEL

Arizona Grand Resort
8000 S. Arizona Grand Parkway
Phoenix, Arizona 85044
Tel: (602) 438-9000
Fax: (602) 431-6535

Reservations: (877) 800-4888 mention AGRiP to receive the group rate, or [click here](#) to make your hotel reservations online.

Arizona Grand Resort puts you in the midst of one of Phoenix, Arizona's most naturally beautiful places. The region's only AAA Four-Diamond, all-suite hotel is ideally situated on the doorstep of 17,000 acres of South Mountain Preserve, the largest municipal park in the world and the most visited hiking destination in the state.

The Arizona Grand Resort serves up stunning perspectives and unique Southwestern touches that make your visit to Phoenix feel naturally grand. The resort is conveniently located just six miles from Phoenix's Sky Harbor International Airport.

Please make your reservations by **February 1, 2012** to receive the reduced room rate of \$239. Hotel accommodations are the responsibility of each attendee, Conference registration does not secure your room.

CONFERENCE REGISTRATION

Register for the conference by going to <http://www.agrip.org/seminars/agrip-conference-registration/>

AIRPORT SHUTTLE

Phoenix Sky Harbor International Airport (PHX) – www.skyharbor.com

From PHX Airport

Super Shuttle Service: Follow signs to "Ground Transportation" Cost: One-way -\$16.00 each, Roundtrip - \$32.00
Phone: (602) 244-9000

Taxi: Follow signs to "Ground Transportation" Approx. \$46

Driving Directions to Arizona Grand Resort: From PHX Airport – minutes. Take the AZ-153 S towards 1-10/AZ-143. Turn slight Left onto East University Dr. Turn Right onto AZ-143 S/Hohokam Expwy. AZ-143 S turns into 48th ST. Take 48th St. to Baseline Rd. Turn Left onto Baseline Rd. Drive 2 blocks. Turn Right onto S. Arizona Grand Parkway.

CANCELLATION POLICY

6 days prior to arrival, all non-guaranteed reservations will be cancelled. A reservation that has been guaranteed and does not show will be charged one night's room and tax.

*Note: All rates are subject to Arizona tax.

2012 AGRiP Activities To Calendar

Fourteenth Annual AGRiP Pooling Track
Held at PRIMA's Annual Conference
June 3-6, 2012
Opryland Hotel
Nashville, TN

Institute for Management & Leadership
August 6-8, 2012
Colorado Springs, CO

Governance & Leadership Conference
October 15-17, 2012
Marriott Newport Beach
Newport Beach, CA