



Energy Insurance Mutual

Volume 26, Issue 1 • January 2012

Members Report

Company's ERM Controls Improve Considerably

A Q&A with Tommy Bolton

In early 2009, EIM asked Aon Benfield to assess the Company's Enterprise Risk Management (ERM) process. Two and a half years later, EIM engaged Aon Benfield to reassess ERM, the results of which show considerable improvement. EIM has eliminated all



Tommy Bolton

Weak and/or Adequate/Weak ratings, increasing them to one of the three positive ratings: Strong, Strong/Adequate, and Adequate. Overall, an improvement in control effectiveness of 33 percent has been made.

Q. Why is the ERM process important to EIM?

A. ERM has been, and continues to be, a central process for identifying, assessing, and managing risk throughout the organization. Whether it is underwriting risk associated with pricing, limits, or terms and conditions, adverse development on loss reserves, or a decline in EIM's investment portfolio, it is essential that management recognize and manage such exposures.

Q. What are the key ERM concerns for EIM?

A. Our key risk exposures include:

- **Reinsurance Counterparty Risk:** EIM's reinsurance recoverables represent one of the Company's largest assets. As such, an impairment of this asset would have a dramatic effect on EIM.

(Continued on page 2)

Author/Humorist Dave Barry Headlines 2012 RMIM Next Month in Orlando

Dave Barry, Pulitzer Prize-winning author and widely read humor columnist, will keynote the second Business Session of the 2012 Risk Managers Information Meeting on Tuesday, February 21. More than 300 registrants are expected to participate in the annual information exchange.



The 2011 RMIM

The deadline for registration is Friday, January 13. To register, please, go to the EIM website: eimltd.com

The conference opens on Saturday, February 18, at 1 p.m. at the JW Marriott Orlando, Grande Lakes, for those persons who are registered for all-day events on Sunday, February 19. For those who are arriving on Sunday, registration and packet pickup will be open from 1 to 6 p.m.

(Continued on page 3)

(Company's ERM Controls Improve Considerably continued from page 1)

- **Reserve Adequacy:** *Given the nature of our reserves—we do not have many, but for those that are established, they tend to be large—it is imperative that we monitor existing reserves to ensure that they accurately reflect EIM's claim* : exposures fall outside acceptable ranges of performance, and take corrective action to minimize risk associated with these exposures.
- **Q.** When did you start examining the Company's ERM capabilities?



- **obligations and that they do not develop adversely over time. Even a small shift in our reserves can have a material impact on EIM's capital and surplus position. After all, it's difficult to do business when you do not know the "cost" of your product.**
- **Investment Market:** *With an investment portfolio of \$1.2 billion, EIM must actively monitor the allocation of its investments and the expected return on those assets. Even a small move in interest rates can have a dramatic impact on portfolio return.*
- **Underwriting:** *With substantial GL and D&O limits, EIM must carefully consider the impact of multiple or systemic losses on the Company's financial position.*
- **Business Environment:** *The insurance and utility regulatory environments are constantly changing, and EIM needs to stay abreast of changes and resulting impacts on the way EIM conducts business.*
- **Q.** How do you measure EIM's responsiveness and sensitivity to these risks?
- **A.** *Each quarter, EIM's ERM committee reviews a performance "dashboard" that includes 13 metrics ranging from price per million on GL and D&O policies, to reserve development over a 36-month period, to the average turnaround time for reinsurance recoveries. These metrics allow EIM to track key exposures, identify when the*
- **A.** *In 2009, we commissioned Aon to undertake a preliminary assessment of EIM's ERM activities. As part of that exercise, Aon looked at 26 control characteristics in the areas of risk management culture, risk identification and risk management, and risk measurement. Within these three risk areas and accompanying control characteristics, Aon made 77 findings with respect to EIM's varying levels of effectiveness in meeting these controls. Overall, EIM achieved a rating of Strong on 19.5 percent of the control characteristics; Strong/Adequate on 11.7 percent; Adequate on 37.7 percent; Adequate/Weak on 24.7 percent; and Weak on 6.5 percent.*
- **Q.** What, if anything did EIM do in response to the initial Aon assessment?
- **A.** *We viewed the 2009 Aon assessment as a starting point and began to address those areas where improvements could be made, particularly those controls categorized as Weak or Adequate/Weak. In 2011, we asked Aon to update their study. The results were most encouraging. EIM had eliminated all Weak and Adequate/Weak findings and had increased all other findings: 20.3 percent, Strong; 18.7 percent, Strong/Adequate; and 60.8 percent, Adequate. Clearly, the past 24 months have shown great progress toward implementing or strengthening key ERM controls.*
- **Q.** Where do we go from here with the ERM process?

(Author/Humorist Dave Barry Headlines 2012 RMIM Next Month in Orlando continued from page 1)

ERM is an ongoing exercise that never truly ends. We will continue to work to move our control findings from Adequate to Strong. In addition, we are further refining our risk management process by weighting our key enterprise risk management exposures in terms of both likelihood and financial impact to create an overall “heat map” that will delineate clearly not only EIM’s enterprise-wide risks but also the potential impact these risks can have on the financial stability of the organization. Modeling is a constant factor in most decisions made and will continue to be so in the future as we refine our risk tolerances.

Q. How do we know if we are continuing to make progress on ERM?

A. *With clear measures of risk in place, similar to the current ERM “dashboard,” it is possible to quantitatively assess exposure and movements—both positive and negative—along the spectrum of risk tolerance. The key is to accurately identify those risks across the organization that can impact its overall health and well-being. Once these risks are identified, performance benchmarks and risk tolerance can be established for each risk. These benchmarks, when routinely monitored, provide the foundation for identification, evaluation, and management of enterprise risk.*

Tommy Bolton is EIM vice president and chief financial officer and corporate secretary.



The JW Marriott Orlando, Grande Lakes

The conference officially opens Sunday evening with a dinner in the Palazzo Ballroom. There will be entertainment and the David L. Hadler Risk Management Award will be presented to its second recipient. There also will be a dinner Monday evening, again in the Palazzo Ballroom, with entertainment.

The Monday Business Session will include a management panel whose participants will review EIM’s operations in 2011, including updates on underwriting, claims, finance, EIS, and the Insurance Advisory Committee.

In addition to Dave Barry, the Tuesday Business Session will feature breakout sessions on three subjects: business interruption, cyber liability, and how to utilize EIS. The conference concludes on Tuesday at noon.

USA Risk and EIS Now Share Office Space



Standing around the recently installed sign, with EIS COO Robert Schmid, far right, are six employees of USA Risk Group (South). They are, front row, from left, Barbara Christ, Barbara Turner, Melody Gage, and Rob Ramos, who is standing next to Robert; back row, from left, Tobias Burke and Adam Forstot. The new location is on Falls Street, a block off the main street in downtown Greenville, SC. The move occurred in early 2011.

2011 IAC Survey Results Strong, Targets Areas to Build on in 2012

By Jill Dominguez

The 2010 annual IAC Survey highlighted specific areas where EIM could improve, and we are happy to report that the 2011 results show positive movement in four of these key areas:

- Increased underwriting transparency;
- A less “commercial” and more “mutual” approach to claims resolution;
- The need for Membership distributions; and
- Better use of technology, particularly as it relates to EIM’s website and the submission process.

Between the two surveys, we provided more



Jill Dominguez

information on EIM’s underwriting process, particularly with respect to gas operations. On the claims front, we reduced disputed claims from six to two and continue to encourage an early and collaborative dialogue when there are potential coverage issues. Member Companies have been overwhelmingly supportive of EIM’s efforts to build surplus and have expressed a willingness to postpone distributions in favor of building capital and surplus. Now, as surplus approaches \$800 million, distributions are again part of EIM’s discussion with the Board of Directors and the Insurance Advisory Committee. Finally, EIM is making progress on technology and has enhanced its website, while upgrading internal software and hardware; all changes that have created greater operational efficiencies.

The 2011 Member Survey, in which 97 Members participated, surfaced a few new and some recurring themes.

Underwriting

While many respondents were appreciative of EIM’s efforts to provide “drop down” cover in response to the newly enacted AEGIS aggregate

limit, there also was a clear desire to see EIM write more property coverage. As market conditions change, we will continue to look at expanding EIM’s property portfolio. In addition, there is continued interest in having renewal and post-renewal meetings. EIM underwriters are available for these meetings and share Members’ view that such meetings are a valuable part of the underwriting process. Since EIM has a small staff, we do ask for sufficient lead time in scheduling such meetings.

Finally, cyber risk coverage is clearly a topic of discussion for many Members. While most Members are either investigating or procuring coverage in the commercial market, this is an area where EIM will continue to assess potential coverage, both as to terms and conditions, as well as limits.

“Member Companies have been overwhelmingly supportive of EIM’s efforts to build surplus and have expressed a willingness to postpone distributions in favor of building capital and surplus.”

Electronic Communication

The survey also highlighted Member Company interest in EIM enhancing electronic communication, including electronic submission, policy issuance, and policy access capabilities. While a majority of Members are in favor of an electronic quarterly *Members Report*, most also want the option to receive a hard copy of the newsletter. We continue to augment EIM’s website and will have in place by the February Risk Managers Information Meeting the capability to answer a Member’s inquiry and generate reports on individual policy information, both current and historical, including limits, attachment points, coverage terms, premiums, paid losses, and distributions. While we will not have electronic application/submission and policy issuance capabilities in place by February 2012, both initiatives are in our

IT strategic plan and are scheduled for development and implementation over the next six to nine months.

Distributions

Member sentiment continues to favor a strongly capitalized EIM over distributions. However, as EIM's surplus grows, distributing a portion of capital growth to Members via prudent distributions continues to be a discussion item with the Board and the IAC. We expect to report to the Membership at the February RMIM regarding a distribution.

Member Satisfaction

Overall, based on 2011 Survey results, EIM continues to have strong support from Members.

- One hundred percent of the respondents "Strongly Agree" or "Agree" that EIM coverage

terms and conditions meet the needs of Member Companies;

- Ninety-nine percent of survey respondents "Strongly Agree" or "Agree" that EIM offers policy limits and attachment points that meet the needs of Member Companies; and
- Ninety-nine percent also agree that EIM's underwriting staff meets Member expectations with respect to underwriting services.

In short, EIM remains on the right track but continuously strives to improve and find new ways to deliver value to Member Companies. We look forward to working with you as together we meet these challenges.

Jill Dominguez is EIM vice president-underwriting and works closely with the Insurance Advisory Committee.

EIM Announces Three New Members; Total Membership Stands at 161

Since the October *Members Report*, the Company has three New Members—Sharyland Utilities, Magellan Midstream Partners, and LDC Funding, the third one replacing policies written separately for two former Members, Peoples TWP and PNG Companies. Total EIM Membership is 161.

Sharyland

Sharyland Utilities, L.P. is a Texas-based public electric utility that is fully regulated by the Public Utility Commission of Texas.

Sharyland is unique in that it serves retail customers throughout Texas in both competitive and non-competitive segments of the state's electricity markets. Where the customers reside determines how they buy their electricity. Currently, the utility serves approximately 42,000 customers in 29 counties throughout Texas. Sharyland Utilities is privately owned.

Magellan

Magellan Midstream Partners, L.P. is a publicly traded partnership formed to own, operate, and acquire a diversified portfolio of energy assets. The primary business is the transportation, storage, and distribution of refined petroleum products.

Since going public in 2001, Magellan has acquired \$2 billion in strategic assets while delivering a consistently strong performance. The current asset portfolio includes over 80 petroleum products terminals, a 9,600-mile petroleum products pipeline system, and a 1,100-mile ammonia pipeline system.

LDC Funding

LDC Funding LLC is a Delaware-based limited liability corporation that owns Peoples TWP LLC and PNG Companies LLC, each having been separate EIM Members. Those two policies were replaced with one written to the parent organization that cover the two subsidiaries.



Sharyland Utilities



Magellan

EIM's Newest Director

Will Evans, Utility President, Who Is First a Father

Will Evans, EIM's newest Board member, is the president of two gas distribution companies, one that serves the city of Chicago; the other, its northern suburbs. The first one is Peoples Gas; the other, North Shore Gas—companies with origins dating back to 1855 and 1900, respectively.



Will Evans

But Will Evans' most important job—one that he so obviously loves—is parenting his two children: one a 15-year-old daughter, a sophomore at St. Ignatius College Prep, the other, a son who is 13, an eighth-grader at a Catholic grade school called Pope John the XXIII, another top-notch private school in Chicago. Will's son is hopefully headed to St. Ignatius next year. The much-respected Jesuit institution, which was founded in 1869, is a huge part of Will Evans' story and brings forth much pride when Will speaks of it.

A native of Chicago's west side, Will's full name is Willard S. Evans, Jr., the second child of seven (four boys and three girls) and the oldest of his three brothers. There are 17 years between the oldest Evans child and the youngest, two sisters who now live in Atlanta.

Will completed St. Ignatius College Prep in 1973. He was in the 103rd class. His daughter is in the 141st. "Being a legacy means a lot; it's really a big deal," Will said. Only one in three applicants is accepted.

Tradition counts at St. Ignatius. "It's a disciplined environment, one that prepares children for living in the mainstream of American life."

From third grade until high school, Will coached his daughter's basketball teams. Will's son also played basketball until recently. Both Evans children play soccer. "Being my kids' father, that's my number-one job," Will said.

Will speaks passionately about Chicago's much-damaged west side and the 1968 riots that changed the neighborhood forever. The riots followed the assassination of Dr. Martin Luther King, Jr. "Stores were totally demolished; folks really suffered; we could see the fires, which were only a couple of miles away from our house," Will said. "It was really bad," and it made a lasting impression on a then 12-year-old Will Evans. His mother had been a Freedom Rider.

Will also is enthusiastic about the years spent at Northwestern University, where he received a bachelor's in electrical engineering in 1977. While working full-time, Will earned in 1981 an MBA from the Kellogg School of Management at Northwestern.

He counts his "life-long friends" as the greatest gift from his college years. "Those friendships are absolutely the biggest gifts of all," Will said. His 35th Class Reunion will be in October 2012.

"As an undergraduate, I did not have much of a social life," Will continued. "I studied more than I went to class. It was hard—but it prepared me for my career."

Will began his career at Peoples Gas as an engineering intern. He worked there three summers before joining the company full-time in 1977. Peoples Gas is the only place Will has ever worked, which he doesn't find unusual in companies such as his, companies driven by public service as well as profits.

He was appointed president of Peoples Gas and North Shore Gas in June 2008. Both companies are subsidiaries of Integrys Energy Group, which is the EIM Member Company.

From October 2004 until January 2007, Will was vice president of Gas Supply and Engineering for Peoples and North Shore. For a year before that assignment, he was vice president of Operations for Peoples Gas. From 1997 to 2003, he served as vice president of Information Technology Services.

Prior to becoming president of the two distribution companies, Will was vice president of Gas Engineering, which provided engineering services to all Integrys Energy subsidiaries. Will also has served as administrative assistant to the chairman and as director of Customer Relations.

Integrys Energy operates across four Midwestern states—Illinois, Michigan, Minnesota, and Wisconsin—with 5,000 employees serving 1.6 million natural gas customers and 500,000 electric customers. Integrys Energy Group was established on February 21, 2007, with the merging of WPS

Resources Corporation and Peoples Energy Corporation.

Appointed to the EIM Board in August, Will attended his first Board meeting in November and came away with a good impression. “Hey, I can do this,” Will said. “I had some doubts when first approached about Board membership. I know business, and I know management—that’s what I do—and I look forward, as an EIM Board member, to learning more about insurance and finance.” Will will stand for election to a three-year term at the Company’s Annual General Meeting in May.

Two IAC Terms Extended; Two New Members To Join

The Company’s Insurance Advisory Committee has extended the terms of two current members—Bob Dillard of Kinder Morgan and Sandra Hart of Northwest Natural Gas—and elected two new members—Jerry Rhoades of Portland General Electric and John Vinski of NV Energy—effective June 2012.

Also, the committee has changed its policy as to when new terms begin. There will no longer be any “filling in” of unexpired terms when a member leaves the committee. A new IAC member begins a three-year term when the member is elected.

Bob Dillard’s and Sandi Hart’s new three-year terms were effective November 2011. Bob joined the IAC in November 2005; Sandi, in February 2006.

Jerry Rhoades

Jerry Rhoades is director of risk management and business services at Portland General Electric, Portland, OR. He joined the company in 1980 and has been in his present position since 1997. Jerry’s responsibilities include: insurance procurement, contractual risk transfer, liability claims management, risk identification, analysis and reporting, and management of PGE’s broker and underwriter relationships.

His previous positions at the utility include, among others, manager, business services group; manager, corporate accounting, and manager, operations planning and budgeting.

A member of RIMS, Jerry has a bachelor’s in business administration from Linfield College, McMinnville, OR, and he has done post-graduate

work in accounting at Portland State University.

Jerry has the professional designation of ARM.

John Vinski

John Vinski is director of corporate insurance and enterprise risk management at NV Energy in Las Vegas, NV.

A native of Pittsburgh, PA, John earned a bachelor’s degree in business administration, with a major in accounting, from Bethany College, Bethany, WV, and is a Certified Public Accountant.

John began his career in 1989 with Deloitte & Touche, Las Vegas, providing audit, tax, and risk consulting services to the gaming and real estate development industry. In 1993, John joined the predecessor companies of NV Energy, which were Nevada Power Company and Sierra Pacific Resources. He has worked in various capacities in internal audit, distribution planning, and financial planning and analysis.

In 2005, John was named the manager of NV Energy’s corporate insurance and counterparty credit risk management functions. In 2009, management of NV Energy’s gas and power trading mid-office risk control function was added to John’s responsibilities. In 2010, John was named to his present position.

John is a past chairman of the North American Power Credit Organization; past president, Institute of Internal Auditors, Las Vegas Chapter; and is a current member of the FM Global Risk Management Executive Council. He has served since 2007 as a steering committee member and treasurer of the NV Energy Employees Political Action Committee.



Jerry Rhoades



John Vinski

From the IAC Chair

In My Mind, There's a Mutual Difference

By Debbie Gaffney

April 2012 will mark the end of my service term on the EIM Insurance Advisory Committee. As an IAC member since 2005, it has been one of the most rewarding professional experiences of my career, and I attribute that completely to the people I have worked with at EIM, on the IAC, and on the EIM Board.

The IAC is made up of a representation of our Member base. Our primary goal has always been to serve as a liaison for the Member Companies to EIM. Another goal is to support EIM in making certain the Company is meeting its objectives, one of those being to meet and anticipate Member needs.

The one thing that is paramount in my mind is this: there is a “mutual” difference and that difference definitely benefits the Members. You are better served by being insured through a mutual company like EIM. The relationships, coverage terms, renewal effort, and the handling of claims are all areas that give EIM an edge over competitors; and, at the same time, provides stability to our insurance programs over the long haul.

It was before my time (barely), when EIM was founded by Members like ourselves, folks coming together to form a company that could provide insurance when it was unattainable elsewhere. And while we haven't seen those mid-1980s hard-market conditions on quite that same level since, we have had our challenges and know that EIM is here to help us meet our needs.

EIM has had a top leadership change during my tenure, but the transition has been smooth in the competent hands of Scott Goodell, our CEO for two years now. Scott understands the mutual difference, which is key. He and his team are on top of today's concerns and are always looking for ways to meet future

needs. Two examples, EIM is driven by a solid Strategic Plan and it is developing a more formal distribution philosophy, both examples having had IAC (Member) input.

When we have a subject that needs a small group to dig into the details, we establish subcommittees or task forces in those targeted areas. Currently, we have IAC members involved in assisting EIM with its new (developing) Member portal, a task force on cyber liability, another focusing on environmental issues and coverage, and a new one that is reviewing the distribution philosophy within the context of EIM's by-laws. In recent years, we've had task forces focused on carbon capture and sequestration, terrorism, and the distribution philosophy itself, as to when one is appropriate.

Over the last few years, we have implemented some activities at the IAC that hopefully have been of benefit to you. We now distribute e-mail recaps of the IAC meetings, have breakout sessions during the “members only” session of the annual Risk Managers Information Meeting, and host a roundtable breakfast for Member reps and EIM underwriters. In addition, the IAC annual survey format has been changed. We are now asking more insightful questions in an enhanced electronic format that will, going forward, be executed every other year instead of every year. In 2010, we worked with AEGIS and its RMAC and held a joint RMAC/IAC Emerging Risk Task Force meeting in February 2010.

In an on-going effort to stay abreast of issues and conditions, this past December, the IAC hosted an annual State of the Market meeting with several selected brokers. One consistent message was that EIM has been doing what it does very well and should continue to do so going forward. The Company is always looking at opportunities but wants to make sure that it is there first and foremost to provide for our core lines of coverage.

I will end by saying that you have excellent IAC representation. Even though we will be faced with some retirements among our ranks, I assure you there is depth of representation on the IAC for many years down the road.



“As an IAC member since 2005, it has been one of the most rewarding professional experiences of my career, and I attribute that completely to the people I have worked with at EIM, on the IAC, and on the EIM Board.”

— Debbie Gaffney

IAC, Selected Brokers Meet for Annual Exchange



From left, John O'Marra, Larry Baccari, Randy Martin, Scott Sink, Scott Goodell, Gary Gresham, Tommy Bolton, Peter McGoldrick, David Scott, and Sandi Hart.



Scott Goodell, left, and John O'Marra.

In December, following the quarterly meeting, the Insurance Advisory Committee met with six Member Brokers for an information exchange. Those in attendance were: Rick Dowling, Lockton; Peter McGoldrick, Aon; John O'Marra, Marsh; David Scott, Willis; Scott Sink, McGriff, Seibels and Williams; and Steve Verbeski, Hays Companies.



Randy Martin, left, and David Scott



From left, Rick Dowling, Sandra Imbriani, Gary Gresham, and Tommy Bolton.



Scott Sink and Jill Dominguez



Jack Hadsall, left, and Steve Verbeski.



Peter McGoldrick, left, and Larry Baccari.

Balance Sheets

(unaudited and expressed in thousands of U.S. dollars)

	9/30/11	12/31/10
<u>Assets</u>		
Investments	\$ 1,129,015	\$ 1,207,125
Cash and cash equivalents	45,612	12,010
Reinsurance paid in advance	42,872	42,714
Insurance balances receivable	5,313	1,339
Reinsurance recoverable on unpaid losses and IBNR	389,452	411,268
Other assets	14,621	14,243
Total assets	<u>\$ 1,626,885</u>	<u>\$ 1,688,699</u>
<u>Liabilities and Policyholders' surplus</u>		
Liabilities:		
Reserves for losses and lae	\$ 726,381	\$ 801,392
Unearned premiums	96,488	94,053
Reinsurance balances payable	26,356	16,978
Deferred income tax	19,999	25,645
Accrued expenses	5,165	5,770
Income taxes payable	2,462	17,609
Total liabilities	<u>875,851</u>	<u>961,447</u>
Policyholders' surplus:		
Members' account balance	667,090	624,009
Accumulated other comprehensive income	82,944	103,243
Total policyholders' surplus	<u>750,034</u>	<u>727,252</u>
Total liabilities and policyholders' surplus	<u>\$ 1,626,885</u>	<u>\$ 1,688,699</u>

Statements of Income and Comprehensive Income

(unaudited and expressed in thousands of U.S. dollars)

	9/30/11	9/30/10
<u>Underwriting income</u>		
Net premiums earned	\$ 70,307	\$ 68,401
Ceding commission	1,987	1,821
Total underwriting income	<u>72,294</u>	<u>70,222</u>
<u>Underwriting expenses</u>		
Net losses and loss adjustment expenses	41,054	97,938
Policy acquisition costs	1,378	1,473
Administrative expenses	7,442	9,407
Total underwriting expenses	<u>49,874</u>	<u>108,818</u>
Income (loss) from underwriting	22,420	(38,596)
Investment income	<u>40,854</u>	<u>41,693</u>
Income before policyholders' distribution	63,274	3,097
Policyholders' distributions	-	-
Income before income taxes	63,274	3,097
Federal income tax (benefit) expense	<u>20,193</u>	<u>(1,875)</u>
Net income	43,081	4,972
<u>Other comprehensive income</u>		
Change in unrealized (loss) gain on securities, net	(20,299)	8,348
Comprehensive income	<u>\$ 22,782</u>	<u>\$ 13,320</u>

Two Members Name New Risk Manager Representatives

Damien Barr of Tri-State Generation and Transmission Association and Derek W. Boyd of Atmos Energy Corporation are recently named EIM Risk Manager Reps.

Damien Barr

Damien Barr, insurance/risk manager, Tri-State Generation and Transmission Association, Westminster, CO, is this Member's new EIM Risk Manager Representative.

Damien has been with Tri-State since June of 2011. He has over 16 years of experience in risk management, having worked in construction, industrial, energy, financial, and government. Most recently, he worked for the Wisconsin Department of Transportation where he was manager of risk management for over four years.

Damien holds several professional designations: Associate in Risk Management with an emphasis in Public Entity (ARM-P); an Associate in Insurance (AINS) from the Insurance Institute of

America; Construction Risk Insurance Specialist (CRIS) through IRMI; and certified Safety Executive (CSE) through the World Safety Organization.

Derek Boyd

Derek W. Boyd, director of risk management, Atmos Energy, Dallas, TX, is Atmos' recently named EIM Risk Manager Representative. He joined Atmos in October 2010.

Derek earned a bachelor's degree in business administration, with majors in insurance and information systems from the Hankamer School of Business at Baylor University in 1997.

From 1997 to 2006, Derek was employed by Horizons Insurance Group, most recently as principal and senior vice president, through its acquisition by Compass Bancshares. In 2006, he joined Aon Risk Services of Texas. After two years, he left Aon and became senior vice president of Krauter & Co.



Derek Boyd

EIM Participates in Georgia State Risk Management Foundation Insurance Scholarship Fundraiser



The three participants from EIM are circled in yellow. They are, from left, Jill Dominguez, Scott Goodell, and Sandra Imbriani.



Energy Insurance Mutual
Bayport Plaza, Suite 550
3000 Bayport Drive
Tampa, FL 33607-8418

EIM in the Community

Toy Drive

The EIM staff helped Santa this year. From November 17 through December 15, the staff purchased toys and food items that were donated to Metropolitan Ministries of Tampa. In 2010, EIM staff collected 158 food items and 61 toys. The 2011 goal was to surpass those numbers. On December 15, food items numbered 153 and toys 85.



Corn Toss

Several of the EIM staff participated in a Corn Toss sponsored by Gearbulk, a neighboring company in Bayport Plaza. The tournament raised \$3,309 for the Shriner's Hospital which Gearbulk matched for a total donation of \$6,618. EIM's Christine Freiherr and Gary Gresham placed second in the overall event and were also presented a first-place EIM prize for topping the other five Company teams.

Walking for the Team

As a Team Building event, and also as a way to work off some of the holiday pounds, EIM staff divided into four teams for a walking contest. The contest ran from December 1 through December 19. It worked like this: each staff member wore a pedometer to track each step taken, not only during working hours but evenings and weekends. The winning team, with 786,813 steps was Jane Murphy, captain; Deana Edmonds, Jill Dominguez, Larry Baccari, and Cindy Prosser. The four teams walked a total of 3,020,679 steps or almost 5,721 miles—almost the distance across the United States.

EIM's *Members Report* is published four times per year. The Company's annual report is published in May. Comments, questions, and suggested subjects from Members are sincerely welcomed. Please send information to the EIM office in Tampa.



Energy Insurance Mutual
Bayport Plaza, Suite 550, 3000 Bayport Drive, Tampa, FL 33607-8418
1-800-446-2270 ■ 813-287-2117 ■ Fax: 813-874-2523
www.eimltd.com