



## THE 2019 ANNUAL EIM RISK MANAGERS INFORMATION MEETING

### DATES

February 24-26, 2019

### LOCATION

Hyatt Regency  
Grand Cypress, Orlando



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**THE RISK MANAGERS INFORMATION MEETING**  
February 24-26, 2019  
Hyatt Regency Grand Cypress, Orlando

# changing currents

Orlando's Hyatt Regency Grand Cypress was once again the setting for three days of education, camaraderie and entertainment for Member Company risk managers, brokers and business partners as well as EIM, EIS and ECM staff. Using the theme "changing currents," the meeting celebrated 33 years of successful collaboration through risk management.

Highlights of the gathering included a Sunday evening presentation of the 2019 David L. Hadler Risk Management Award recognizing recipient, John Mellette, Manager of Corporate Insurance at SCANA in Columbia, SC. Attendees also enjoyed an interactive show by the very talented Jeff Civillico, who blended high energy physical comedy, action-packed stunts and world-class juggling with plenty of audience interaction.

Monday morning presentations included an overview of EIM, EIS and ECM 2018 performance, an update on Insurance Advisory Committee (IAC) initiatives, and a panel discussion highlighting how to anticipate change and better prepare for the future in risk management. In keeping with the "changing currents" conference theme, guest speaker and futurist, Dr. Bruce McCabe, shared insights on technologies that are changing our world, from artificial intelligence to fusion power plants. Monday afternoon provided a great opportunity to golf, tour one of many local theme parks, enjoy an off-roading "Getting' Muddy" adventure, ride at Andreotti's Indoor Karting, attend a Spring Training exhibition game or simply catch up with industry peers.

Tuesday opened with an inspiring presentation by former lead solo pilot of the Blue Angels and author, John Foley, on the subject of excellence and teamwork. Next, Timothy Murphy, President of Thomson Reuters Special Services and Retired FBI Deputy Director spoke about cyber threats on infrastructure, particularly for the energy industry. Finally, Steven Harris, Senior Manager, CoreLogic®, gave an informative talk about quantitative analytics, explaining how sophisticated computer models help in optimal risk management for natural and man-made catastrophes.

*Find details on all these events and much more inside this issue of the EIM Members Report.*

## **EIM Board Approves Record \$75 Million in 2018 Distributions**

At the 2019 Risk Managers Information Meeting (RMIM), EIM announced that the Board of Directors had approved a \$50 million distribution to Member Companies of record as of December 31, 2018. This action, together with the Member Company distribution of \$25 million in September 2018, produced a record \$75 million total for 2018. The 2018 actions mark the seventh consecutive year in which distributions have been made to Member Companies and bring the inception-to-date total distributions to \$397 million.

During Monday's General Session, Tommy Bolton observed that the 2018 total distribution of \$75 million is also anticipated for 2019 and 2020, with a target of \$85 million by 2022. Tommy went on to note that policyholders' surplus stands at \$1.135 billion at the end of 2018 with five-year growth of 28%. Further, Tommy observed that the investment portfolio now stands at \$1.7 billion with a five-year investment performance of 4.2% total annualized return and a 10-year annualized return of 6.7%.

Any questions regarding distributions should be directed to Tommy Bolton at [tbolton@eimtld.com](mailto:tbolton@eimtld.com).

The David L. Hadler Risk Management Award is presented each year to the Member Company Risk Manager who embodies the professionalism, commitment to excellence and long-standing dedication to risk management that were the hallmarks of David's career. In each of the past nine years, EIM has directed a \$5,000 donation to the risk management program at the college or university of the recipient's choosing and has now donated more than \$60,000 to risk management programs throughout the United States.

Jill Dominguez had the honor of presenting the award to John Mellette, Manager of Corporate Insurance at SCANA in Columbia, SC. John has a demonstrated history of working in various industries and government. He is skilled with complex property, casualty and liability insurance programs, captive insurance, claims management, contract negotiations, energy, risk management, and strategic insurance planning. John holds Associate in Risk Management (ARM) and Certified Safety Professional (CSP) designations.

John accepted the award giving special thanks to his wife and also noting the great importance of having built partnerships that will last a lifetime. John designated the \$5,000 donation for contribution to the University of South Carolina's Risk Management and Insurance Program in the Darla Moore School of Business. He also commented that he would personally match the donation to yield a total gift of \$10,000.

Prior David L. Hadler Risk Management Award recipients include:

**2011** - J. Gary Meggs, Risk manager, Southern Company

**2012** - Michael J. Anderson, Director of Hazard Insurance, Xcel Energy Corporation

**2013** - Jack Hadsall, Director, Risk Management, City Utilities of Springfield (retired)

**2014** - Bill Powell, former Manager, Risk Management & Environmental Services, Salt River Project

**2015** - Linda Barnett, Director-Corporate Risk Management, Dominion Resources

**2016** - Mike Kaminski, Manager of Corporate Risk Management, WEC Energy Group, Inc.

**2017** - Robert Frounfelder, retired Executive Director of Risk Management at Consumers Energy Company

**2018** - Julie Jackson, Assistant Vice President, Risk Management & Insurance at Targa Resources Corp.



From Left: Jill Dominguez, John Mellette, Scott Goodell

The 2019 Risk Managers Information Meeting got off to a great start on Sunday evening as attendees networked through receptions and dinner. Jill Dominguez, EIM's Vice President and Chief Underwriting Officer presented the 9th annual David L. Hadler Risk Management Award to John Mellette, Manager of Corporate Insurance at SCANA in Columbia, SC.



## SUNDAY NIGHT / FIRST-TIME ATTENDEES RECEPTION

First-time attendees joined the Board, Insurance Advisory Committee Members and EIM staff at a reception to break the ice where refreshments and appetizers were served. Scott Goodell made brief welcome comments emphasizing that nothing is more important than EIM Members. Photos captured the energy and enthusiasm of the group.



This group photo captures the energy and enthusiasm of first-time attendees



From left: Deanna Edmonds, Jed Rice, Betsy Santana



From left: Marianna Michael, Ann Joslin, Denise Straka



Shawn Anderson, Jane Murphy



From left: Sridhar Kocharakota, Stacy Corrie, Daniel Nelson



From left: Christopher Miracle, Nikki Miracle, Jill Manning



From left: Christine Freiherr, Clifton Tynes, Melissa Puglia



From left: Mike McFarland, Dean Jobko, Edsel Carlson, Roni Salo, LD Wade



Scott Goodell, Kathy McElwaine



From left: Byron Whitman, Kelly Grunza, Chris Gregorio



## SUNDAY NIGHT / MAIN RECEPTION

The Main Reception for all RMIM attendees was held in front of the hotel's Grand Cypress Ballroom. Greetings were exchanged with old and new friends alike. Refreshments and appetizers were served before the start of the evening's dinner, award presentation and entertainment.



From left: Derek Boyd, Jeanette Almanza, Gabriel Almanza



From left: Cliff Amey, Terri Amey, Richard Straney



From left: Jill Dominguez, Mike McFarland, Thomas Chamberlin, Becky Dobbs, Dave Rye



From left: Garrett Iaco, Sophia Wright, Byron Whitman, Janelle Whitman, Tina Zimmer, Karl Zimmer



From left: Richard Petter, Sandra Moore, Todd Frazee



From left: David Layne, Jeffery Butler, Lori Layne, Yogi Amar



From left: JP Agnesse, Nancy Agnesse, Marcia Philpott



## SUNDAY NIGHT / RECEPTION AND DINNER



From left: Katie Imm, Narmada Nanjundan, Mike McFarland



From left: Dean Jobko, Paul Sparks, Sandra Imbriani, Darren Smith



Jami Iamele, Anthony Rynne

## SUNDAY NIGHT / ENTERTAINMENT

Attendees enjoyed an incredible show straight from Las Vegas by world-class juggler Jeff Civillico, who blended physical comedy, action-packed stunts, friendly audience interaction and insane amounts of energy. With razor-sharp wit and a contagious smile, Jeff maneuvered a giant unicycle and juggled everything from bowling pins (mixing in a bowling ball!) to meat cleavers, at times while spinning a plate on a stick on his chin, while balanced on a Rolla Bolla! An audience participation highlight featured Randy Martin testing his juggling skills with Jeff. What a performance!



From left: Dave Britt (Hays Power & Utility), Jeff Civillico, Bryan Oliff (EIM)



The world-class master juggler warming up



Jeff testing Randy Martin's amazing juggling skills.



## MONDAY SESSION

Monday's General Session got off to a bright start as EIM's senior management team opened with a "State of EIM" review and panel discussion including updates on overall Company performance, as well as specific reviews of underwriting, claims, finance and EIS activities. During these remarks, various speakers observed findings from a recently completed Members' survey.



From left: Scott Goodell, Jill Dominguez, Randy Martin, Ann Joslin, Tommy Bolton





From left: Sarah Baldys, Lisa Hough, Jessie Guerrero



From left: Max Chen, Stacy Corrie, Keith Thomas



From left: Katie Imm, Amanda Martin, Taniyka Ragland



Sandy Meyers, Lisa Hough



From left: Deana Edmonds, Jeannette Almanza, Melissa Schoening, Jeanne Allen



Futurist Dr. Bruce McCabe sharing insights on technologies that are changing our world.

## MONDAY SPEAKER / DR. BRUCE McCABE

Dr. Bruce McCabe joined us to speak about game-changing technologies to help us think expansively and optimistically about technologies that will change our world. Dr. McCabe is a futurist with a Ph.D. in organizational and technological innovation who, for 30 years, has traveled and explored how people innovate and adopt new technologies. While observing the need for courage and more experimentation to address future needs, Dr. McCabe touched on technology from drones to autonomous vehicles to container ships. In the future, we may see flying taxis, roadways with lanes that charge vehicles, a decentralization of the energy grid and more solar renewable producers. Hydrogen fuel is now being developed from splitting water. Dr. McCabe also talked about superconducting magnets and the world's first magnetic fusion power plant: ITER, and its stronger more compact magnets. Bruce predicts that in the next 15 years we will see the first generation of fusion power plants and new technologies to access geothermal energy.





Carter M. Reid

EIM Chairman of the Board, Carter M. Reid, Executive Vice President & Chief Administrative and Compliance Officer at Dominion Energy, Inc., welcomed all to the 33rd Risk Managers Information Meeting (RMIM). She explained that the theme “changing currents” was not only a catchy play on words relating to electricity but also references a transforming energy industry where all of us are addressing many changes and searching for continuous improvement in the way we do business. Quoting John F. Kennedy, “Change is the law of life and those who look only to the past or present are certain to miss the future,” Carter confirmed her firm belief that change can be the catalyst for advancement. Carter expressed thanks for the support of IAC Members, Board, EIM staff, Member Company representatives and risk managers as well as EIM’s brokers and business partners. Carter emphasized that while we may not know exactly what change will bring, EIM will remain true to its core values of member focus, integrity, quality and innovation.

Carter introduced Scott Goodell, EIM’s President and CEO, who expanded on the meeting’s theme and underscored that EIM is only as strong as its Members. Scott outlined goals for the next two years: (1) provide information to better arm the group to anticipate change and develop a game plan, (2) address the reasons for changing existing strategies and (3) better preparing for the future.

Scott then chaired the “State of EIM” panel discussion that included Tommy Bolton, EIM Vice President-CFO; Ann Joslin, EIM Vice President-Claims; Jill Dominguez, EIM Vice President-Chief Underwriting Officer; and Randy Martin, EIS Vice President and COO.

Tommy Bolton reported on 2018 financial highlights of the Company. He provided an overview of 2018 and explained the 10-year surplus growth, surplus contributions, investment performance and distributions. Strategic investment allocation targets and some of the 2018 IAC survey results were shared. In summary, in times of change, EIM’s strong financial state means it’s well positioned for flexibility as EIM continues to serve its Members well.

Jill Dominguez reported on strong underwriting results with \$222 million gross premium written in 2018. Jill also highlighted underwriting capacity and minimum attachment points, additional general liability capacity deployed to members in 2018 as well as observing the current membership mix and new members joining in 2018. Jill also reported on The Energy School held the week of Oct. 29, 2018, at Florida State University and that the next Energy School will be in the fall of 2020.



From left: Edsel Carlson, Stephanie Rogers, Forrest Strachan, Denise Straka.

Randy Martin reviewed highlights of the 2018 year for EIS and ECM, noting EIS receipt of the 2018 Captive of the Year award; first cyber policy; California-based cat-bond reinsurance; record-breaking premiums written; and the MARS (Multi-line Aggregate Retention Stop Loss product). Randy invited all to attend the annual EIS conference Nov. 4 -7, 2019 at The Sanctuary at Kiawah Island, SC.

Ann Joslin reviewed claims activity, highlighting EIM’s claims history by claim type and open claim counts and noting that numbers have been stable. Ann reported that EIM has paid more than \$2.45 billion in Member Company claims since its inception in 1986. Ann also provided claim department updates, noting two new staff positions since mid-2015 and the implementation of an outside counsel panel in 2018, which has significantly reduced claims-related legal expense.

Jill and Tommy discussed the history of mutual partners, NEIL and OCIL, and reinsurance for catastrophic years.

Edsel Carlson, Stephanie Rogers, Denise Straka and Forrest Strachan provided an IAC overview and update. Topics included a review of IAC’s main purpose and key objectives, task force assignments and member survey results on the biggest issues facing the energy industry, along with views on the most important risk management considerations facing member companies in the next five years.

Scott closed the session by underscoring the importance of adapting to changing currents through underwriting, financial stability and strategic initiatives. He noted that EIM expects to see slow and steady growth marked by a conservative investment philosophy, prudent underwriting actions, and ongoing responsiveness to Member Company risk management needs.

Copies of all 2018 Risk Managers Information Meeting presentations are available [here](#).



## MONDAY / ACTIVITIES



Kevin Wolff getting hands on at the Dolphin Encounter, SeaWorld

## MONDAY EVENING / A NIGHT AT THE BEACH

From surf rock to doo-wop, rockabilly to beach music, attendees enjoyed a night at the beach wearing their best Key West attire.



From left: Caty Lobser, Eric Lobser, Tommy Bolton



From left: Jose Garza, Jami lanele, Prentice McIntosh, Stacy Roberts, Chad Yearwood, Lori Yearwood



From left: Pete McGoldrick, Jon Ball, Alex Post



Joining in the fun and antics with some wild photo props



From left: Chip Reagan, Ashlee Beltz, Maria Von, Elizabeth Nichols, Natalie Solomon, Rob Logan

## MONDAY RECEPTION / WOMEN IN POWER

This inaugural networking event gave attendees an opportunity to discuss the roles of female risk managers, brokers and underwriters in insurance and risk management. In the future, this networking group will host events with speakers for women, establish a mentoring network and raise money to award scholarships for young women in risk management programs.



Attendees of the Women In Power event gathered near the Grand Cypress Ballroom.



From left: Jill Dominguez, Cynthia Fee, Christina Palomba



## TUESDAY SESSION



Attendees were treated to three fascinating speakers. Former lead solo pilot of the Blue Angels and author, John Foley spoke on the subject of excellence and teamwork. President, Thomson Reuters Special Services and Retired FBI Deputy Director, Timothy Murphy spoke on the subject of cyber threats to infrastructure, particularly for the energy industry. And, Steven Harris, Senior Manager, CoreLogic®, gave an informative talk about Quantitative Analytics: Modeling Related Risks explaining how sophisticated computer models help to optimize risk management for natural and man-made catastrophes.

A captivated audience listens intently to Tuesday's speakers



## TUESDAY SPEAKERS

John Foley is a former lead solo pilot of the Blue Angels and Sloan Fellow at Stanford School of Business. In the Blue Angels, John consistently performed in an extreme high-stakes environment, flying at speeds of more than 500 miles per hour and in formations as close as 18 inches apart. To perform and survive in those circumstances, he explained that a culture of high trust, commitment and gratitude was essential. John's post-Naval experiences as an entrepreneur and a Sloan Fellow put him in a unique position to reverse-engineer the culture of excellence and teamwork found in the Blue Angels. He has created a framework and a "glad to be here" mythology that inspires greatness while propelling others on their own journey toward higher performance.

Timothy P. Murphy, President of Thomson Reuters Special Services and Retired FBI Deputy Director, has 33 years of public and private sector experience. As an FBI special agent, Timothy held a number of operational positions, investigating matters as diverse as cyber threats, counterterrorism and organized crime. Timothy revealed the seriousness and consequences of cyber breaches. He offered tips regarding security against cyber attacks for a utility's CSO, such as special training, penetration tests and the need for partners. Tim also offered tips for individuals within organizations, such as application whitelisting, patch OS, patch applications, the restriction of admin privileges, encryption and multi-factor authentication.

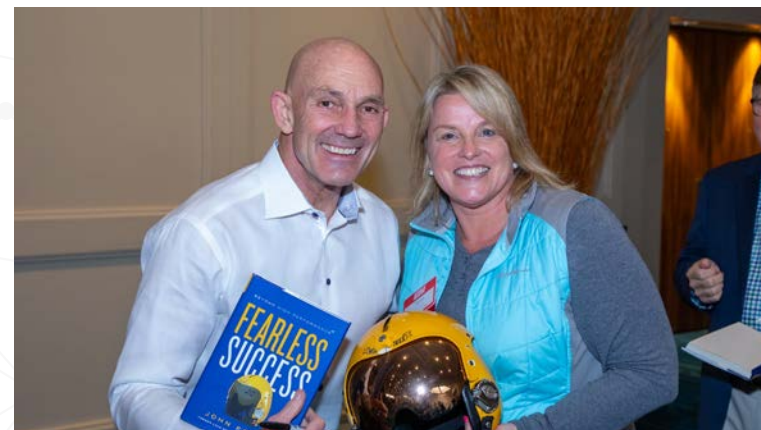
Steven Harris, Senior Manager, CoreLogic®, gave an informative talk about quantitative analytics and modeling-related risks. He explained how sophisticated computer models help in optimal risk management for natural and man-made catastrophes. He also touched on emerging risks with utility-scale renewable energy. Steven illustrated complex utility risk transfer problems posed by hurricane, storm surge, flood, earthquake, ice and winter storm, operational, and terrorism perils. As a project engineer and manager, he has worked on renewable power, hydro, solar, wind turbines, geothermal, fossil power plants, gas turbines, coal and oil, and nuclear power plant projects.



Tim Murphy

## TUESDAY CLOSING REMARKS

Tuesday's session finished with an action-packed video capturing key moments from the three-day event of activities that included Universal Studios, Islands of Adventure, Discovery Cove, Gettin' Muddy Revolution Off Road Experience, Andretti Indoor Karting & Topgolf, and Spring Training Camp - Atlanta Braves vs. Washington Nationals. Scott Goodell wrapped up the meeting, thanking all of the EIM staff and, importantly, observed how well the theme "changing currents" carried through the conference with all the speakers and presentations. Lastly, Scott thanked Members for their support, loyalty and commitment and invited everyone back to Orlando in February 2020.



Signing his book, "Fearless Success," John Foley with Terri Arney



Steven Harris

EIM's Members Report is electronically published four times per year. Comments, questions, and suggested subjects from members are sincerely welcomed.

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