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The EIM IAC is available to respond to specific questions from Member Companies, as well as respond to specific assignments from EIM's Board. Our goal is to communicate to the Board the thoughts, insights and suggestions received from EIM Member Risk Managers (you and your companies). The IAC meets quarterly, and as your EIM Insurance Advisory Committee (IAC) Member Representative I wanted to update you on the IAC's September 2018 meeting.

The following is a general summary of discussion items from the third quarter IAC meeting held on September 28, 2018:

- EIM Policyholders' Surplus grew to \$1.203 billion through August 2018.
- With a current membership count of 157, EIM's membership retention is at 98%.
- New business opportunities include 10 GL submissions, 1 D&O submission; 9 Property submissions and 7 Cyber submissions.
- There have been no Property Insurance Claim reports on Hurricane Florence damage to date.
- The Energy School registration sold out in two weeks. A total of 36 participants will be attending the school at Florida State University the week of October 29, 2018.
- The IAC task forces discussed the following topics:
 - Cyber Liability – the market is plentiful for cyber insurance. It is expected to see the costs for Global Ransomware/Extortion claims to rise to \$11.5 billion by 2019. Phishing appears to be the major and largely successful attack vector for those wishing to penetrate organizations information systems.
 - Pollution – the Trump administration is rolling back the regulations from the Obama years, one being the Methane Emission Rule giving companies more time to comply.
 - Emerging Risk – Bots and Artificial Intelligence are steadily becoming an integral part of enterprise operations. Robots could take over 38% of U.S. jobs within 15 years.
 - Renewables – New solar panels are entering the market which are lower price and smaller in size. Also, a new clear version and double-sided panels are hitting the market. Wind turbines are getting bigger and companies are putting these offshore.

- The IAC Survey will be sent out to Members and Brokers in October.
- Nominations for the David L. Hadler Risk Manager of the Year Award will be due November 15.
- The next IAC meeting is scheduled for December 4, 2018.

Please let me know any questions or comments you may have regarding the above items, or any issues or topics you would like the IAC to address for EIM Board and/or management consideration.

It will be my pleasure to discuss and answer questions you may have regarding the activities of the IAC and EIM.

Thank you for your continued support of EIM.