Three Parts of ARM Ministry

- Risk Identification
- Risk Control (prevention)
- Risk Financing (insurance)
Tim Northrop, President / Chief Executive Officer

Andrea Ashman, VP Chief Human Resources Officer

Robert Burrow, VP Chief Legal Officer
David Fournier, VP Chief Client Care Officer

Jermaine Jackson, VP Chief Financial Officer

Tony Vargas, Chief Information Officer
General Conference

Adventist Risk Management®

UNIBRAS
South America (Brokerage)

ARM
South America

GICV

GENCON Insurance Company International
Financial Stewardship
GICV/GICI 2018 Projected Premiums

PROPERTY
- Premiums: $30.8 million

CASUALTY—GENERAL LIABILITY
- Premiums: $14.1 million

CASUALTY—EXCESS LIABILITY
- Premiums: $15.6 million

AUTO LIABILITY
- Premiums: $5.0 million

EMPLOYMENT PRACTICES WITH SEXUAL MOLESTATION
- Premiums: $5.9 million

HEALTHCARE STOP LOSS
- Premiums: $19.7 million

HOSPITAL PROFESSIONAL LIABILITY
- Premiums: $1.7 million

TOTAL: $92.9 million
How $92.9M is Spent

- Fees to ARM (22% auto, excess various, 15% all other) = $13.3 million
- Ceded Premium = $27.2 million
- Other Policy Acquisition Cost = $600,000
- Reserve Accruals = $50.8 million

TOTAL: $91.9M

UNDERWRITING PROFIT: $1M
ARM 2018 Projected Income

- **Fees from GICV/GICI** (22% auto, excess various, 15% all other)
  = $13.3 million
- **Healthcare Admin Fees**
  = $1.9 million
- **Placement/Personal Risk Commissions**
  = $2.7 million
- **Miscellaneous Income**
  = $380,000

**TOTAL:**
$18.9M
How $18.5M is Spent

- **Salaries/Benefits**
  - $11.5 million
- **Travel**
  - $580,000
- **Office Expense**
  - $1.8 million
- **Operating Expense**
  - $3.8 million

**TOTAL:**

$17.6M

**ARM PROFIT:**

$1.3M
#1 PRIORITY
CLIENT EXPERIENCE
The New ARM Website!

Adventistrisk.org
Safe Travels: How to Protect Your Valuables While Traveling

By: Elizabeth Camps - Writer and Public Relations Specialist

Oct 18, 2017

Understanding how to protect your valuables while traveling can help you avoid theft, delays, and unnecessary insurance claims.

Traveling can be a fun and exciting journey, whether it’s to another city, another state, or another country. It’s an opportunity to connect with new people, spread the message of Jesus, and learn about other cultures. Travel is truly a one-of-a-kind experience.

www.adventistrisk.org
...our ministry is to protect your ministry
Your Team of Professionals

- Account Executives
- Customer Service Representatives
- Loss Control Experts

Gideon Dayak – Loss Control Specialist
CANADIAN UNION
SOUTHERN UNION
Vilma Reynolds

ATLANTIC UNION
Hunter Pettis

COLUMBIA UNION
Tim Bullard

HIGHER EDUCATION,
GUAM-MICRONESIA
MISSION
Terry Rawson

MID AMERICA UNION
LAKE UNION
Leander Tomazeli

SOUTHWEST UNION
Phyllip Baker

PACIFIC UNION
NORTH PACIFIC UNION
JoAnn Abeyta

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CLIENT EXPERIENCE
2017 NAD Risk Management Initiatives

- Risk Management Committees
- Remove 15 Passenger Vans
- Compliance with Inspections
- Emergency Planning
- Camp Safety
Risk Management Committees

5/6 Atlantic Union
3/9 Columbia Union
5/8 Southern Union
3/7 SDA Church in Canada
1/5 Lake Union

4/6 Mid-America Union
5/6 North Pacific Union
5/7 Pacific Union
2/5 Southwestern Union

TOTAL 36/59
Remove 15 Passenger Vans

✓ ARM provided a template letter to Pastors/Principles
✓ 29/59 Conferences responded YES they would use letter
✓ ARM provided quarterly resources via Solutions
✓ ARM provided a checklist which Conferences can use when bringing new church into conference
Compliance with Inspections

• ARM uses a system to track and follow up on recommendations
  o For survey/inspections by ARM only so far
  o Follow up is manual rather than automated

• Conference financial audit to include risk management

• 29/59 Conferences responded YES they will include in audit
## Safety Sabbath – March 25, 2017

<table>
<thead>
<tr>
<th>Church Participation by Union</th>
<th>Registrations</th>
<th>Completions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Atlantic Union</td>
<td>35</td>
<td>9</td>
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<tr>
<td>Canadian Union</td>
<td>19</td>
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<tr>
<td>Columbia Union</td>
<td>47</td>
<td>7</td>
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<tr>
<td>Lake Union</td>
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<td>2</td>
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<tr>
<td>Mid-America Union</td>
<td>88</td>
<td>30</td>
</tr>
<tr>
<td>North Pacific Union</td>
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<td>8</td>
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<tr>
<td>Pacific Union</td>
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<tr>
<td>Southern Union</td>
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</tr>
<tr>
<td>Southwestern Union</td>
<td>46</td>
<td>4</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>500</strong></td>
<td><strong>96</strong></td>
</tr>
</tbody>
</table>
2018 NAD Risk Management Initiatives

1. Risk Management Committees
2. Pastors Risk Management Emphasis
3. Preparing for 2019 Chosen Camporee
4. Inspection Follow-up
5. Emergency Planning
Pastors Risk Management Emphasis

• ARM provide an updated risk management guide by March 30, 2018

• Bring Safety Committee report to church board by July 30, 2018

• ARM will prepare educational materials by September, 2018
Prepare for 2019 Chosen Camporee

• ARM provide a list of topics for Pathfinder clubs to address in preparation for 2019 by March 30, 2018

• Conference Risk Management Committee to review and update policies and guidance as needed. Communicate these (as well as Risk Management resources) to club leadership by October 30, 2018
Stewardship Report 2017

• 9 Unions, 59 Conferences

• Executive Summary
  o Activity report (surveys and presentations)
  o Loss Analysis
  o Schedule of Insurance
  o Risk Management Initiatives
Partner to Prevent Losses

- Must have Leadership Support
- We provide Model, Templates, and Resources
- Gain Support at Worker/Leadership Meetings
- Presentations/Webinars
significant issues

WHEN A LOCAL CHURCH BUYS ITS OWN INSURANCE
• Contracts
• Use Agreements
• Vicarious Liability
LITIGATION

- Do not delay
- Keep documents
- Contact insurer
- Do not assume
  - The case will settle
  - Will have to go to trial
  - Timetable
- Do not agree to anything with opposition
FILE CLAIMS IMMEDIATELY

24/7 Hotline: (888) 951-4276 option 2

claims@adventistrisk.org
QUESTIONS?

Tim Northrop
CEO | President

Email: TNorthrop@AdventistRisk.org
Office: (301) 680-6856
Mobile: (240) 485-6721

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