

2018

# MEMBERSHIP

SOUTH DAKOTA PUBLIC ASSURANCE ALLIANCE

ANNUAL REPORT

# **Our Purpose**

Protecting local government assets since 1987, the South Dakota Public Assurance Alliance is a Member-owned local government risk-sharing pool providing liability and property coverage and risk management services to South Dakota municipalities, counties, townships, conservation districts, and special districts.

Our mission is to provide exceptional coverage and service to our Members, ensuring stable rates and risk reduction for South Dakota's future.

# **Board of Directors**



Tracy Turbak
Chairman
City of Sioux Falls



Kathy Glines
Harding County



Mike Wiese Vice Chairman Brown County



Michael Hall City of Sioux Falls



Jim Borszich Secretary/Treasurer City of Huron



Steve Harding City of Pierre



Becky Brunsing City of Wagner



Lisa Katzenstein City of Sturgis



Mic Kreutzfeldt McCook County



Yvonne Taylor SDML



Bob Wilcox SDACC

## Letter from the Chairman of the Board

#### Dear SDPAA Members:

On behalf of the Board of Directors and the SDPAA team, it is my pleasure to present this report to our Membership. If any Member has questions or concerns about the SDPAA, or would like to dig deeper into the financial condition or activity of the pool, please feel free to contact any member of the Board or call our Executive Director at the pool office. The pool's 2018 audited financial statements are available on our website.

Last year was another successful year for the SDPAA. As the enclosed report indicates, the pool further strengthened its financial position by adding more than \$4.0 million to our net position – due in large part to the favorable development on claims reported in prior years. The pool ended 2018 with a positive net position of just over \$29 million. The Board continued in 2018 with its historical practice of sharing the pool's financial success with the membership by granting over \$850,000 in contribution credits back to members.

By having a strong net position, the pool is better able to withstand the negative trends in claim losses and deal with the escalating reinsurance premiums we have seen in recent years – particularly within the line of coverage protecting our Member's buildings and other property. The pool's strong financial condition allows our Members to enjoy stable rates and excellent coverages that provide the very best value available to South Dakota's local governments in the market today.

The pool's history of financial success could not be achieved without the efforts of our Members to minimize claims. However, the true driving force behind the pool's success is the team of professional staff and service providers who dedicate their efforts each day to serving our Members. The Board is incredibly grateful to the entire SDPAA team for their hard work and dedication to our Members.

The Board of Directors truly appreciates your membership and continued participation in the South Dakota Public Assurance Alliance. Your questions and concerns are always welcomed.

Sincerely,

Tracy D. Turbak

Chairman of the Board

## **Letter from the Executive Director**

Dear SDPAA Members,

The benefits of public pooling and its combined purchasing power for public entities have never been more evident as recent tragic events, including national disasters and a substantial increase in the frequency and severity of convective storms (hail and wind) in the Midwest, have caused loss of life and significant property losses across the country. As a result, property reinsurance premiums have been increasing as much as 30 percent or more per year the last few years. During these trying times the SDPAA Board of Directors was able to maintain stable property coverage rates in 2018 for its fellow Members due to prudent contracting with reinsurers and sound fiscal management. The trend of rising premium prices in the property reinsurance market will likely continue for the foreseeable future. SDPAA Members will continue to be cushioned from these rising price fluctuations by jointly securing their liability and property coverage at more reasonable group rates than they could secure individually.

Our mission is to provide our Members with the unique benefits that only a public pool can provide. Unlike conventional insurance, which only shares the financial risks for property and liability claims among insureds, public pools also provide unique and seasoned approaches to manage and reduce risk for our Members. Among the unique benefits of participation in the SDPAA, our Members receive loss control surveys every three years and are eligible for participation in the Employment Practices Hotline, which provides expert legal advice for dealing with potential employment claims in a proactive manner. In October 2018, the SDPAA Board of Directors approved the launch of a Government Practices Hotline for 2019 which expands the scope of expert legal advice for most areas of government services.

Public pools uniquely combine the resources of their individual public entity members to address the collective needs of their members. Public pools are member owned, member governed, and member driven. As owners, SDPAA Members have the opportunity to actively participate and impact not only their own destiny, but that of the SDPAA as a whole. The SDPAA is led by an eleven-member Board of Directors who are elected from among SDPAA Members who can empathize with their fellow Members on the issues facing local governments in South Dakota. Our six-member staff is comprised entirely of public employees with considerable claims and local government experience, who also uniquely understand the needs of our Members.

The SDPAA is committed to continuing our history of providing SDPAA Members with exceptional coverage, services and return on investment.

Sincerely Yours,

Savid A. Refeifle

David A. Pfeifle

Executive Director

## **Member Services**

## Member-Owned, Protecting Local Government Assets since 1987

In 2018, the SDPAA and its Members literally weathered the storm, actually plural – storms. We saw several severe storms surge across the State during the summer, and a winter that left chills coursing through our veins.

Throughout 2018, the SDPAA grew to 428 Members which consist of cities, counties, conservation districts, townships and special districts. We were pleased and privileged to serve six new Members from the previous year. The growth continued in a highly competitive environment. The SDPAA has been able to maintain stable rates through its financial strength and solid financial planning. While most commercial carriers were assigning rate increases of over 10-20% on accounts with favorable loss history, the Pool was able to maintain an overall 2.5% increase, supporting the efforts of the Pool administration to maintain stable rates.

The SDPAA website continued to be a valuable resource for Members to obtain sample documents and policies, links to training information and the most current news articles prepared by SDPAA staff. The website was and will continue to be updated often to include the most up to date information available for our Membership. SDPAA staff continued development and implementation of an updated pool information management system which will afford our Members access to their coverage information and the opportunity to manage their asset schedules more efficiently through a Member Portal.

We have enjoyed the hundreds of one-on-one Member visits throughout South Dakota. By reviewing coverages, we have identified the importance of making sure that each Member is appropriately covered for the risks that face the public entities of our State.

We also appreciate the opportunities available at various Member conferences, conventions, schools and meetings to support education of Members' elected and appointed officials and staff.

The SDPAA continued to provide one of the broadest coverage programs available to governmental entities in South Dakota. The SDPAA's mission is to provide exceptional coverage and service to our Members ensuring stable rates and risk reduction for South Dakota's future.

We thank the Member-Owners for their long-term dedication and strong support. We will continue to enhance the Member Services Program and look forward to a productive and exciting 2019!

## **Claims Services**

## Helping Members Mitigate Damages and Risk

Dealing with claims is a fact of life. Providing our Members with professional, timely, and efficient claims services is one of our top priorities. A key component of the SDPAA's continued success is the close working relationship between Members and the claims administrator, Claims Associates, Inc.

Claims Associates handles liability and property claims for the SDPAA and its Members. Regardless of the type of claim, Claims Associates follows a claims handling policy that requires prompt contact and timely follow-up communications with all parties involved. The goal is to conduct a thorough investigation as close in time as possible to the date of loss or date notice is given while recollections are fresh and other evidence can be examined or collected. Thorough investigations allow for more detailed analysis of claims.

<u>Liability Claims.</u> We carefully analyze liability claims to determine the exposure to the Member and the Pool. Claims found to have merit are resolved in the most efficient and cost-effective manner, and hopefully without resorting to litigation. Claims Associates uses direct negotiation and formal mediation to resolve claims. The Pool maintains an aggressive defense posture against meritless or nuisance claims. When a claimant files suit, Claims Associates assigns defense counsel based on the type of suit, location, and Member input. We are fortunate to work with a select group of attorneys experienced in the unique situations that confront public entities. We work as a team with defense counsel to expeditiously bring litigation to a successful conclusion or put us on the best footing possible should the case go to trial. The Member is a key part of that team and is consulted and updated throughout the process.

<u>Property Claims.</u> The primary goal in any property claim is to help the affected Member get back to business as usual as quickly as possible. From catastrophic storm damage to buildings to minor fender benders, we help mitigate the loss and get clean up or temporary arrangements in place. We utilize the latest technology and our vast experience with vehicles, heavy equipment, and buildings of all shape and purpose to assess property losses and assure prompt, fair resolution.

Regardless how any claim is resolved, we always look for ways to leverage any lessons learned for the benefit of all Members. Claims Associates works closely with the SDPAA Executive Director, SDPAA Board, Underwriters, Member Services, and Loss Control personnel to educate Members about changes in law or provide practical advice to help eliminate or minimize future claims.

## **Loss Control Services**

## Helping Members Prevent and Manage Risks

The liability exposures facing local government in South Dakota are numerous. By utilizing risk management and loss control methods, liability can often be reduced, and in some cases it can be eliminated. The South Dakota Public Assurance Alliance (SDPAA) contracts with Safety Benefits, Inc. (SBI) to assist its Members in reducing and managing these exposures.

This past year, SBI conducted 176 on-site loss control surveys for SDPAA Members. During these surveys, recommendations were developed to assist Members with their loss control efforts. In 2018, the SDPAA continued the process of having SBI conduct property valuation surveys of all buildings that the SDPAA covers. This service helps Members ensure they have all their properties scheduled and have enough coverage on each for replacement. This past year, SBI conducted 83 property valuation surveys and reviewed 1,870 properties.

SBI continues to develop training programs to assist Members in reducing exposures. In 2018, a total of 3,520 local government employees attended 132 free on-site training classes offered by the SDPAA. The SDPAA continues to offer a free DVD library to assist Members with their training needs. This past year, 40 Members checked out 175 safety DVDs.

Also, in 2018, Members of the SDPAA continued to have access to free online training. Through an agreement with FirstNet Learning, Members can participate in 72 different training courses. A total of 62 Members had employees utilize this service and they successfully completed 3,739 on-line training courses.

The SDPAA sponsors an Employment Practices Hotline that provides Members with free access to attorneys that specialize in employment law. In 2018, a total of 53 Members made 134 calls to the hotline.

The SDPAA continued to retain the legal experts from the Legal Liability Risk Management Institute (LLRMI) to develop and keep updated model policies and procedures designed specifically for South Dakota law enforcement and jails. Additionally, Member law enforcement agencies and their personnel have access to free online training courses that deal with multiple liability topics for both law enforcement and jails. In 2018, 19 agencies completed 1,467 training courses.

SBI assists the SDPAA in keeping Members aware of the latest in risk management, loss control, and safety trends and techniques through articles in the South Dakota Municipal League and the County Comment magazines.

This year's annual Loss Control Training Conference had 195 attendees. Additionally, safety awards were presented to 68 Members recognizing them for their loss control efforts. The SDPAA presented 19 Bronze, 49 Gold and 33 Platinum Level awards at the Safety Award luncheons held in conjunction with the Annual SDML and SDACC Conferences. The Platinum Level award is presented to Members who have received the Gold Level award and have combined loss ratios of less than 60 percent for all lines of coverage.

## Staff and Service Providers

## **SDPAA Staff**

David Pfeifle, Executive Director Lynn Bren, Director of Member Services Kristina Peterson, Director of Underwriting Paytra Nichols, Underwriter Jerry Krambeck, Member Services Representative Deb Corkill, Executive Assistant

South Dakota Public Assurance Alliance Main Office: 208 Island Drive, Ft. Pierre, SD 57532 Satellite Office: 5024 Bur Oak Place, Suite 103 Sioux Falls, SD 57108

Office: 800.658.3633 or 605.224.8654 (Option 2)

Web: www.sdpaaonline.org

## **Service Providers**

## **Claims Administration**

Claims Associates, Inc. Jeff Jares, President PO Box 1898 Sioux Falls, SD 57101 888.613.7064

## **Financial Audit**

Eide Bailly Ryan Donahue, CPA 4310 17<sup>th</sup> Ave. S. Fargo, ND 58103 701.476.8826

#### **Actuarial Services**

AON Risk Solutions Mujtaba Datoo, Actuarial Practice Leader 100 Bayview Circle, Suite 100 Newport Beach, CA 92660 949.608.6332

#### **Investment & Custodial Services**

The First National Bank in Sioux Falls, Trust Department Kyle Cipperley and Tom Benz PO Box 5186 Sioux Falls, SD 57117-5186 800.553.7073

## **Loss Control Services/Property Valuations**

Safety Benefits, Inc.
Doug Kirkus, President
4901 Isabel Place, Suite 120
Sioux Falls, SD 57108
888.313.0839

#### **Reinsurance Broker**

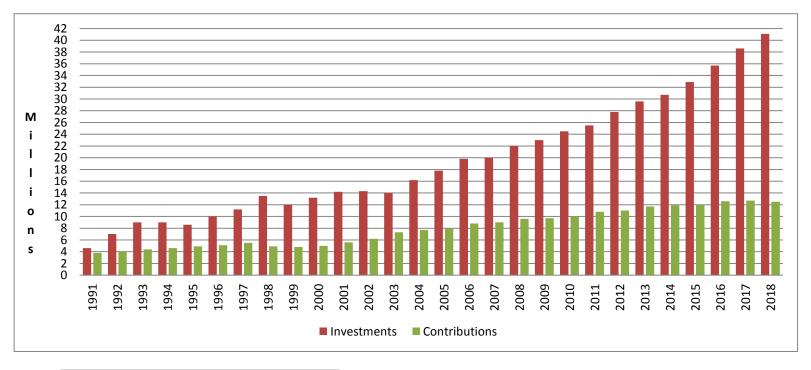
Alliant Insurance Services, Inc. Doug Wozniak, Sr. Vice President 1301 Dove Street, Suite 200 Newport Beach, CA 92660 949.756.0271

#### **General Counsel**

May, Adam, Gerdes and Thompson, LLC Rob A. Anderson PO Box 160 Pierre, SD 57501 605,224,8803

# **Membership Growth & Contributions**

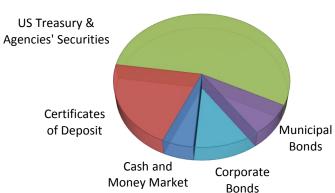
Since it began in 1987, the South Dakota Public Assurance Alliance has had steady growth in Membership and contributions. With 426 Members and over \$41 million in investments, SDPAA is one of the largest public entity-owned risk sharing pools of its kind in South Dakota.



## SDPAA Investments

# Investment Portfolio 12/31/2018

Cash and Money Market Fund 2,275,622 5.2% **Certificates of Deposit** 8,983,593 20.7% **US Treasury & Agencies' Securities** 55.1% 23,877,628 7.8% **Municipal Bonds** 3,368,289 **Corporate Bonds** 4,854,788 11.2% 100% 43,359,920



# **Statement of Net Position**

For the Year Ended December 31, 2018

ASSETS:	
Cash and Cash Equivalents	\$ 2,275,622
Receivables	\$ 486,908
Investments	\$ 41,084,298
Other Assets	\$ 1,086,258
Total Assets	\$ 44,933,086
LIABILITIES AND MEMBERS' EQUITY	
LIABILITIES:	
Accounts Payable and Accrued Expenses	\$ 29,294
Unearned Contributions	\$ 3,398,899
Losses and Loss Adjustment Expense Reserve	\$ 12,430,453
Total Liabilities	\$ 15,858,646
NET POSITION	\$ 29,074,440
Total Liabilities and Members' Equity	\$ 44,933,086

# Statement of Revenues, Expenses and Change in Net Position

For the Year Ended December 31, 2018

UNDERWRITING:	
Contributions	\$ 11,657,063
Reinsurance Ceded	(2,072,571)
Total Operating Revenue	\$ 9,584,492
LOSSES: Losses and Loss Adjustment Expenses Incurred	\$ 4,525,951
GENERAL AND ADMINISTRATIVE EXPENSES: Administrative Expenses	\$ 1,470,232
Operating Gain/(Loss)	\$ 3,588,309
NON-OPERATING INCOME AND (EXPENSE):	
Net Investment Income	\$ 411,687
Earned member equity, NLC Mutual Ins. Co.	34,646
Capitalization Contributions	 39,352
Total Non-Operating Income	\$ 485,685
CHANGE IN NET POSITION	\$ 4,073,994

# **SDPAA Membership**

Clear Lake Hill City New Witten Vilas **Deuel County** Cities Nisland Virgil Colman Hosmer **Douglas County** Aberdeen Columbia Hot Springs North Sioux City Volga **Edmunds County** Alexandria Conde Howard Fall River County Oacoma Wagner Alpena Wall Faulk County Corona Hudson **Oelrichs** Andover Crooks Hurley Ortley Warner **Grant County** Astoria Wasta Custer Huron Parker **Gregory County** Aurora Dallas Interior Peever Watertown Hamlin County Avon Davis Iroquois Pickstown Waubay Hand County Badger Deadwood Isabel Piedmont Webster Hanson County Baltic **Dell Rapids** Java Pierpont Wessington **Harding County** Batesland Kennebec Delmont Pierre Westport **Hughes County** Belle Fourche Doland Prairie Village Keystone White **Hutchinson County** Belvidere Quinn Lake Andes White River Draper Hyde County **Blunt** Ree Heights Lake City Whitewood Dupree **Jackson County** Bonesteel Roscoe Lake Preston Willow Lake Jerauld County Eagle Butte Box Elder Roslyn Edgemont Langford Wilmot Jones County Brandon St. Francis Egan Lead Wood Kingsbury County Brandt St. Lawrence Eureka Lebanon Woonsocket Lake County **Brant Lake** Sherman Fairburn Lennox Worthing Lawrence County Bridgewater Sioux Falls Fairfax Long Lake Yale Lyman County Bristol Sisseton Fairview Madison Yankton Marshall County Britton Spearfish Faulkton Marion McCook County Counties **Brookings** Springfield Flandreau Martin McPherson County Buffalo **Aurora County** Stockholm McIntosh Florence Meade County Buffalo Gap **Beadle County** Stratford Freeman McLaughlin Mellette County Burke **Bennett County** Sturgis Ft. Pierre Midland Minnehaha County Camp Crook Bon Homme County Summerset Garretson Milbank Moody County Canova **Brookings County** Summit Garv Miller Oglala Lakota County Canton Brown County Tea Mission Gettysburg Pennington County Carthage **Buffalo County** Timber Lake Mission Hill Sanborn County Gregory Castlewood **Butte County** Tolstoy Grenville Mitchell Stanley County Cavour Charles Mix County Toronto Groton Monroe Sully County Centerville Clark County Trent Montrose Harrisburg **Todd County** Central City Clay County Tripp Harrold Morristown Tripp County Chancellor Codington County Turton Hartford Mount Vernon Walworth County Chelsea Corson County Valley Springs Murdo Hayti Claire City **Custer County** Veblen Hecla **New Effington** Claremont **Davison County** Vermillion

Viborg

Day County

New Underwood

Newell

Hermosa

Herrick

Clark

## SDPAA Membership

**Townships** Aberdeen Civil Alban Allen Andover Athol

Baker

Butler

Cambria

Brainard

Broadland

Lansing Lawrence Lee LeSueur Lien Lincoln Lowe

Lyons Mathews Mellette Minnesota

Richland (Mina)

South Detroit

Spirit Lake

Springlake

Star Valley

Swan Lake

Union - Howes

Sumner

Union

Wahehe

Ward

Warner

Wavne

Webster

West Rondell

White Butte

Spring Valley

Spring Valley - Bradley

Rosefield

Rusk

Carthage Montpelier Castlewood North Detroit Choteau Creek Oneota Columbia Ordway Custer Rauville Richland (Cavour)

Darlington Dayton Dixon Dumarce Dunkel

Eden Edens Elmira Flrod

Esmond Foxton Fuller Garden Prairie

Garland Gem Harmon Fast & West

Henry Hickman Highland (Canton) Highland (Wagner)

Hartland

Highland (Webster) Hillside

Hoffman Jones

Kidder

**Conservation Districts** 

Whitewood

American Creek **Aurora County** 

**Badlands** Beadle

**Bennett County Brookings County** Brown-Marshall Soil Butte

**Campbell County** Charles Mix Clay County

Clearfield-Keyapaha & Hamill Codington County Soil

Corson Custer Davison Day County **Deuel County Douglas County** East Pennington **Edmunds County** 

Flk Creek Fall River Faulk County Soil

**Grant County Gregory County** Haakon County

Hamlin County Hand County Hanson County Harding County

**Hughes County Hutchinson County** Hyde County Jackson County Jerauld County Jones County Kingsbury Lake County

Lawrence County Lincoln

Marshall County McCook County Soil McPherson County

Mellette County Miner

Minnehaha Moody County Pennington Perkins County Potter County Roberts Sanborn County

South Brown Spink Stanley County Sully County **Todd County** 

Tri-County

Turner Walworth County Yankton County Ziebach County

**Special Districts** 

Alexandria Fire District

Belle Fourche Irrigation District Black Hills Council of Local Governments

Boulder Park Road District #2 **Brookings Municipal Utilities** 

Brown County Mud Creek Watershed District Canyon Springs Preserve Road District Canyon Springs Sanitary and Water District

Castlewood Ambulance District Castlewood Fire District Cedar Hills Road District Centennial Hills Road District

Central Plains Water Development District Central South Dakota Enhancement District

Claire City Fire Protection District Columbia & Community Fire Association Conde Rural Fire District

Corson Village Sanitary District **Custer Ambulance District** 

Custer-Fall River Waste Management District **Dakota Dunes Community Improvement District**  Diamond E Road District East Jones County Fire District **Edgemont Ambulance District** 

First District Assn. of Local Governments Hartford Area Industrial Park Road District

Health Pool of South Dakota Lake Cochrane Sanitary District Lake Herman Sanitary District Lake Madison Sanitary District Lake Pelican Water Project District Lead-Deadwood Sanitary District Lyons Volunteer Fire Department

Metro Communications Mountain Pines Road District

North East Box Canvon Road District North Marsh Lake Watershed District Northwest SD Regional Landfill Pickerel Lake Sanitary District

Planning & Development District III

Renner Sanitary District

South Dakota Municipal League SDML Workers' Compensation Fund SD Assn of County Commissioners

**SDPAA** 

SD Public Funds Investment Trust Sioux Falls Regional Airport Authority South Eastern Council of Governments Southern Missouri Waste Management Assn. Spearfish Rural Fire Protection District University & Bridle Estates Sanitary District **Upper Crow Creek Watershed District** West Dakota Water Development District

Woodland Hills Sanitary District

## **Past Board Members**

## **Richard Negstad**

Brookings County Commissioner 1986 – 1989

## Ray Woodsend

City Attorney, Rapid City 1986 – 1993

## **Carole Hillard**

Councilmember, Rapid City 1989 – 1994

## **Jack White**

Mayor, Sioux Falls 1986 – 1994

#### **Duane Anderson**

City Attorney, Sioux Falls 1986 – 1997

#### Karen Bulman

Councilmember, Rapid City 1993 – 1998

## **Gary Hanson**

Mayor, Sioux Falls 1997 – 2003

## Stan Rietveld

Councilmember and Airport Board, Mitchell 1987 – 1998

## Ralph Mack

Codington County Commissioner/Weed Board 1989 – 1999

## **George Opitz**

Lawrence County Commissioner 1987 – 2000

#### **Manfred Szameit**

Finance Officer, Sioux Falls 1986 – 2001

## **Gary Drewes**

Mayor, Pierre 1995 – 2002

## **Judy Larson**

Black Hills Council of Local Government 1993 – 2002

## Allen Aden

Director of Public Safety, Pierre 1997 – 2008

## **Gary Colwill**

City Attorney, Sioux Falls 2004 – 2008

## **Ted Eggebraaten**

Retired Brookings County Highway Superintendent, Brookings 2002 – 2011

## Jerry Krambeck

Mayor, Spearfish 2002 – 2013

## Jeff Heinemeyer

Adviser, Madison 2001 – 2016

## **Terry Weisenberg**

Lawrence County Commissioner, Lead 2005 – 2016

## **Dennis Olson**

Assistant City Administrator, Brandon 2000 – 2017

# In Appreciation

The South Dakota Public Assurance Alliance takes this opportunity to publicly thank the *South Dakota Municipal League*, for its foresight in creating a liability and property pool. Without the leadership of the League, the Pool would not be in existence today.

The primary goal of both organizations is to provide quality service, stable contributions and practice good risk management. This long-standing partnership has been beneficial to the public entities of South Dakota.

## **South Dakota Public Assurance Alliance**

David Pfeifle, Executive Director Main Office: 208 Island Drive, Ft. Pierre, SD 57532 Satellite Office: 5024 Bur Oak Place, Suite 103 Sioux Falls, SD 57108 Office: 800.658.3633 or 605.224.8654 (Option 2)

## **Sponsored and Endorsed By:**

South Dakota Municipal League Yvonne Taylor, Executive Director 208 Island Drive, Ft. Pierre, SD 57532 800.658.3633

## **Endorsed By:**

South Dakota Association of County Commissioners Bob Wilcox, Executive Director 211 East Prospect Avenue, Pierre, SD 57501 605.224.4554