

August 29, 2022

Ms. Christine Savage
Contracts Specialist
City of Cocoa
65 Stone Street
Cocoa, FL 32922

[Sent via Vendorlink](#)

RE: Solicitation No. CS22-02-COC – Workers' Compensation Actuarial Study

Dear Ms. Savage:

We greatly appreciate this opportunity to submit our proposal to provide actuarial services for the City of Cocoa's ("*the City*") Self-Insured Workers' Compensation Fund.

AMI understands the requirements of the City and the services to be provided to meet the requirements of the Government Accounting Standards Board Statement No. 10 ("GASB 10") as they relate to this service.

Background on AMI Risk Consultants, Inc. (AMI)

Although the City has already known AMI, it might be appropriate to reintroduce ourselves. AMI is a property/casualty actuarial and risk management consulting firm that specializes in performing actuarial reviews of Loss and Loss Adjustment Expense (LLAE) reserves for the following: self-insurance programs, property/casualty insurance companies, pools and risk retention groups. For more information about AMI, please visit our website at <http://www.amirisk.com>.

Advantages of Engagement with AMI

Renewing the Contract with AMI will assure continuity, with the following expected benefits:

- ***Continuity***

No surprises. No uncertainty. No learning curves. Because we performed the actuarial review of the City's Self-Insured Workers' Compensation Fund since 2015, with AMI, you know who and what you are dealing with. There will be a continuity of methodologies, assumptions and judgments used. You will avoid potential large swings in estimates.

- *Expert Staff*

Including myself, our staff includes two (2) Fellows of the Casualty Actuarial Society (FCAS) and Members of the American Academy of Actuaries (MAAA) with over eighty (80) years of combined actuarial experience. AMI's background and experience are broad, covering such areas as loss reserving, forecasting, pricing, statutory accounting, risk management, claims administration, and reinsurance. *For further details, please refer to the attachments labeled "AMI's Project Team" and the resumes of our Consulting Actuaries.*

- *Experience and Knowledge of Self-Insurance Programs of Florida Public Entities*

We have performed numerous engagements for government entities and municipalities in Florida, including the City of Cocoa. Consequently, we understand and appreciate the issues and the intricacies involved in managing self-insurance programs in Florida. *We understand the claims and insurance environment in Florida. We operate in Florida, and most importantly, we work with more Florida government entities than any other actuarial consultant.*

- *Prompt and Responsive Service*

Our clients have engaged us because they know we fully commit our resources to deliver prompt and responsive service. In addition, we pride ourselves in our ability to not only identify and communicate potential problems, but to aid in their resolution.

- *Effective Communication*

You will be well informed of project status. We are committed to working closely with the City to assure that project findings and subsequent recommendations are consistent with your objectives and reflect your concerns and considerations.

- *Reasonable Cost*

Due to our relentless efforts to improve our productivity, we manage to maintain low overhead costs. Consequently, you can be assured of a better quality product and service at very competitive rates.

Scope of Services and Work Plan

AMI will perform the following Scope of Services:

- A. Estimate the funding level for outstanding claim liabilities for incurred but not reported (IBNR) losses as well as the development of existing losses for all years with open claims as of September 30th of the expiring year to comply with GASB-10.
- B. Provide an estimate of the funding for outstanding claim liabilities that will occur during prospective three (3) fiscal years.

In performing the calculations, we will follow these procedures:

1. Estimate ultimate losses, by accident year, using information as of September 30th for the expiring fiscal year. When appropriate, we will be using these actuarial methods: the Paid Loss Development Approach (PLDA), the Bornhuetter-Ferguson Paid Approach (BFPA), the Incurred Loss Development Approach (ILDA), the Bornhuetter-Ferguson Incurred Approach (BFIA) and the Loss Rate Approach (LRA).

Each actuarial method has unique strengths and weaknesses. By using several methods, we draw on each method's strengths and minimize the effect of its weaknesses. The ILDA is ideal if there is no change in case reserving procedures. Meanwhile, the PLDA is ideal if there is no change in claims paying approach and/or philosophy. The BFILA and the BFPLA assume the unreported and unpaid losses, respectively, will emerge in accordance with expected losses. The LRA is ideal for accident years that are relatively new.

2. Estimate the loss reserves (outstanding reserves including IBNR), both undiscounted and discounted for prospective investment income, as of September 30th of the expiring year.
3. Estimate the funding requirements at various confidence levels to determine the appropriate margins to reflect the uncertainty inherent in estimating loss reserves.
4. Project ultimate incurred losses for the next three (3) fiscal years at various confidence levels.

We will prepare a draft report to summarize our estimates and conclusions and to describe the methods and assumptions we used to reach those conclusions. After discussing the draft report with the City and agreeing on the necessary changes, we will prepare and submit a final report.

Timing

AMI is prepared to begin the study at the City's earliest convenience. Draft reports are normally completed within three weeks after all the required data are received.

References

Please see the duly completed *Reference Form* in the Attachments.

Ms. Christine Savage
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Professional Fees

To perform the actuarial valuation of the City's Self-Insured Workers' Compensation Fund as described above, AMI will bill the City *a total fixed annual fee (not-to-exceed cost) of \$2,500.*

With AMI, the City will be working with a local firm that specializes in performing GASB-10 actuarial reviews and risk management services for Florida municipalities. Enclosed for your additional information are *AMI's qualifications* and experience in performing the requested services.

We certainly hope you will choose AMI Risk Consultants, Inc. to continue performing the actuarial consulting services. Rest assured that we are committed to continue providing the City with prompt, responsive, and highest-quality service. Please give me a call at (305) 273-1589 if you have any question regarding our proposal.

Sincerely,



Aguedo M. Ingco, FCAS, MAAA, CPCU, ARM
President

Attachments:

Reference Form

AMI's Background and Capabilities

AMI's Qualifications and Experience

Client Listing

AMI's Project Team

Resumes

Aguedo Ingco, FCAS, MAAA, CPCU, ARM

Gail Flannery, FCAS, MAAA

ATTACHMENTS

City of Cocoa
CS22-02-COC
Workers Compensation Actuarial Study

References

The Firm shall complete and submit this Reference Form as a part of their bid response. References from projects that are at substantial completion will be accepted. (A Reference from City of Cocoa is not acceptable). The contact person provided shall be a person who has personal knowledge of the Bidder's performance for the specific requirements listed and is aware the City may be contacting them.

| Project #1: | | | | |
|--|-------------|------|-----------|---------|
| Project Name: Actuarial Review of the Self-Insurance Program | | | | |
| Type of Project/Service: | | | | |
| <ul style="list-style-type: none">• Calculated for the County since 2015, the outstanding claim liabilities and the funding requirements for new claims occurring in each of the next two fiscal years.• Determined the appropriate allocations of the liabilities and future funding requirements to the different departments and cost centers of the County. | | | | |
| Address: 111 NW 1st Street 23rd Floor, Miami, FL 33128 | | | | |
| Contracting Agency/Client: Miami-Dade County, FL | | | | |
| Contact Name and Phone #: Ms. Dawn Obidiebube (Data Unit Administrator) Tel. No. (305) 375-4453 | | | | |
| Contact Email Address and Fax #: Dawn.Obidiebube@miamidade.gov | | | | |
| Contract Amount: \$16,000 | Start Date: | 2015 | End Date: | Present |
| Project #2: | | | | |
| Project Name: Actuarial Review of the Self-Insurance Program | | | | |
| Type of Project/Service: | | | | |
| <ul style="list-style-type: none">• Estimated and verified self-insurance reserves and future funding requirements since 1994. Coverages include workers' compensation, general liability, automobile liability, public officials liability and police liability. | | | | |
| Address: City Hall, 405 Biltmore Way, Coral Gables, FL 33134 | | | | |
| Contracting Agency/Client: City of Coral Gables, FL | | | | |
| Contact Name and Phone #: Ms. Diana Gomez, Finance Director Tel. No. (305) 460-5275 | | | | |
| Contact Email Address and Fax #: Email: dgomez@coralgables.com | | | | |
| Contract Amount: \$10,000 | Start Date: | 1994 | End Date: | Present |
| Project #3: | | | | |
| Project Name: Actuarial Review of the Self-Insurance Program | | | | |
| Type of Project/Service: | | | | |
| <ul style="list-style-type: none">• Calculated for the City every other year since 1994 the outstanding claim liabilities and prospective year funding requirements for future claims. Coverages include workers' compensation, general liability, automobile liability, and property/auto physical damage. | | | | |
| Address: 101 N. Church Street, Kissimmee, FL 34741-5013 | | | | |
| Contracting Agency/Client: City of Kissimmee, FL | | | | |
| Contact Name and Phone #: Ms. Amy Ady, Finance Director Tel. No. (407) 518-2220 | | | | |
| Contact Email Address and Fax #: aady@kissimmee.org | | | | |
| Contract Amount: \$10,400 | Start Date: | 1994 | End Date: | Present |

*add additional pages as necessary

Name of Bidder: **AMI Risk Consultants, Inc.**

AMI's Background and Capabilities

AMI Risk Consultants, Inc. is an actuarial and risk management consulting firm based in Miami, Florida. It was established as an S-Corporation in the State of Florida in May of 1992 (27 years in the business).

The company has worked for various government entities as well as non-government entities. We are well diversified geographically by type of client and type of work. We have performed consulting services throughout the country for various state insurance departments and divisions, state insurance funds, municipalities, insurance companies, self-insurance programs, health insurance providers particularly Blue Cross Blue Shield and its HMO subsidiaries.

AMI has grown significantly. It has attained financial growth and stability as shown in the numerous entities (both from the government and private sectors) that have relied on our capabilities and have continuously engaged our services.

The staff of AMI are extremely motivated and committed to providing the best quality consulting services possible. We think this is a sure formula to success.

Company Name and Address

Main Office:

AMI Risk Consultants, Inc.
1336 SW 146th Ct.
Miami, FL 33184
Tel. (305) 273-1589
Fax. (702) 359-0926
<http://www.amirisk.com>

Satellite Office:

AMI Risk Consultants, Inc.
2878 Loveland Drive, #2208
Las Vegas, Nevada 89109
Tel. (702) 478-5924

Type of Entity

S Corporation - established in May 1992 in the State of Florida

Number of Years of Existence

29 years

Federal ID Number

65-0339007

Contact Persons

Bob Ingco, FCAS, MAAA, CPCU, ARM
President

Tel. No. (305) 273-1589

Email Address: bobingco@amirisk.com

Gail Flannery, FCAS, MAAA
Consulting Actuary

Tel. No. (305) 273-1589

Email Address: gailf@amirisk.com

AMI's Specializations:

- Workers' Compensation
- Vehicle/Automobile Liability
- General Liability
- Property (real/personal; auto physical damage)
- Professional Errors and Omissions
- HMO and Blue Cross Blue Shield Coverage.
- Post Retirement Benefits Other than Pension
- Health
- Private Passenger Auto
- Employer's Liability
- Commercial Multi Peril
- Crime
- Reinsurance
- Medical Malpractice
- Private Mortgage Insurance
- Umbrella and Excess Coverage
- Commercial and Public Liability

AMI's Background and Capabilities (continued)

AMI's Client Base for Actuarial Consulting Services

AMI specializes in loss reserving and review, forecasting, pricing, rate filing and review, statutory accounting, risk management, and claims review for the following:

- Municipalities (City of Tucson, City of Jacksonville, City of Coral Gables, City of Baltimore, etc.)
- School Boards (Miami-Dade County, Broward County, Collier County)
- Transit Authorities (Chicago Transit Authority, Hampton Roads Transit, Alameda Contra Costa County, Jacksonville Transport Authority)
- State Funds (Arizona, Oregon, California, Pennsylvania, Maine, Wisconsin, & Texas)
- Self Insurance Programs (Burger King, Applied Industrial, etc.)
- State Insurance Departments (Vermont, Maryland, Texas, Oklahoma, California, Maine, Wisconsin, Oregon, Michigan, Ohio, etc.)
- Insurance Companies (Capital City, Agrinational, Safe Insurance, AZ-Mont, etc.)
- Offshore Captive Insurance Companies (United Insurance Co., Blair International, etc.)

AMI's Capabilities on Regulatory Compliance

We provide actuarial assistance to property and casualty insurance companies, captive insurance companies, and self-insurance funds in such areas as:

- GASB 10
- Loss reserves analysis and certification
- Commercial and personal lines product pricing and development
- Reinsurance
- Financial projections calculation
- Risk Based Capital calculation.

AMI's Statistical Analysis Capabilities:

AMI has the ability to perform various statistical analysis including the following:

- Tests of hypothesis and statistical significance
- Confidence Intervals
- Simulations
- Regression Analysis
- Variance Analysis.
- Statistical Modeling

AMI's Risk Management Consulting Service Capabilities

AMI has the ability to perform various risk management consulting services including the following:

- Self-insurance financial performance review
- Cost of risk allocation design and calculations
- Claims administration effectiveness review
- Feasibility studies for alternative financing arrangements
- Captive insurance company feasibility studies
- Insurance effectiveness reviews
- Claims management information system development

AMI's Qualifications & Experience

AMI's Project Team

AMI's qualifications and expertise gained through our extensive experience can be summarized as follows:

Fellows of the Casualty Actuarial Society

AMI has two (2) Fellows of the Casualty Actuarial Society (CAS) employed to perform the actuarial services that meet all appropriate standards of practice established by the CAS. Aguedo Ingco, who will lead the engagement team, is a Fellow of the Casualty Actuarial Society (FCAS) and will be responsible for coordinating all the appropriate resources of AMI for an effective and efficient execution of the required tasks.

Gail Flannery, FCAS, will be the technical manager. Most services for the County will be performed by her or will be under her direct supervision.

Members of American Academy of Actuaries (MAAA)

All key personnel assigned to the project are Members of the American Academy of Actuaries (MAAA). All of them have completed an average of 12 credit hours per year of activities obtained over a two year period necessary to satisfy the continuing education requirement.

Chartered Property/Casualty Underwriter

Aguedo Ingco is a certified Chartered Property/Casualty Underwriter.

Continuing Education

AMI's goal is to offer quality service by using qualified and experienced people. AMI pursues this goal by emphasizing and requiring all actuarial staff to continuing education and knowledge of emerging issues from the National Association of Insurance Commissioners (NAIC) and the Casualty Actuarial Society (CAS). As an example of compliance, we make it a point to attend 2 to 3 NAIC conventions a year, the annual CAS Conference and numerous actuarial and risk management conventions.

Subconsultants

For this engagement, AMI will not be utilizing subconsultants.

AMI's Qualifications & Experience (continued)

AMI's Expertise in Workers' Compensation Insurance

AMI's extensive experience in workers' compensation can be summarized as follows:

- AMI has/had performed the actuarial review and analysis of various State Self-Insured Workers' Compensation Funds:
 - *Arizona Industrial Commission Special Fund*
 - *Colorado Subsequent Injury Fund*
 - *Florida Self-Insurance Fund*
 - *Florida Special Disability Trust Fund*
 - *Maine Workers' Compensation Self-Insurance Fund*
 - *Maryland Insurance Trust Fund*
 - *Montana Self-Insurance Fund*
 - *Pennsylvania State Workmen's Insurance Fund*
 - *Texas Subsequent Injury Fund*
 - *Wisconsin Self-Insurance Fund*
 - *Wisconsin Health Care Liability Insurance Plan*
 - *Wisconsin Injured Patients and Families Compensation Fund*
- AMI estimated workers' compensation funding requirements for various municipalities and other government entities to comply with GASB 10 requirements.
- AMI has assisted several state insurance departments in its examination of workers' compensation insurance companies domiciled in their respective states.
- AMI completed the actuarial review of the Oregon State Accident Insurance Fund (SAIF) on behalf of the Oregon Insurance Division.
- AMI assisted the California Department of Insurance in the financial examination of the State Compensation Insurance Fund (SCIF).
- AMI has worked as a subcontractor of William Mercer, Inc. in performing workers' compensation loss reserves evaluation for the Pennsylvania Catastrophic Fund and the Workers' Compensation Security Fund.
- AMI reviewed the Workers' Compensation rate filings for the Oklahoma Insurance Department.
- AMI has certified workers' compensation reserves of captive insurance companies, pools, and self-insurance programs.
- AMI assisted the California Insurance Department in evaluating the effect of the Open Rating by evaluating the profitability of its two largest workers' compensation specialty companies.

AMI's Qualifications & Experience (continued)

AMI's Extensive Expertise in Property and Casualty Insurance

- AMI has estimated funding requirements for various municipalities and other government entities to comply with GASB 10 requirements. *Clients include Miami-Dade County (FL), Hidalgo County (TX), Lake County (FL), Orange County (FL), Palm Beach County (FL), Bay County (MI), Collier County (FL), Baltimore County (MD), Anne Arundel County (MD), Montgomery County (MD), City of Chesapeake (VA), Hampton Roads Transit (VA), School Boards of Broward, Dade, City of Hollywood (FL), City of Ocala (FL), City of Bridgeport (CT), City of Coral Gables (FL), City of Sparks (NV), Jacksonville Transportation Authority (FL), Newark Housing Authority (NJ), Navajo Housing Authority (AZ), etc.*
- AMI has performed loss reserve review of self-insured programs for non-government entities. *Clients include Burger King Corporation, Performance Food Group, Applied Industrial Technologies, Inc., Broyhill Furniture, Blue Cross Blue Shield of Florida, Ikon Office Solutions, etc.*
- AMI performed the actuarial review of several State Insurance Funds including: *the Wisconsin Self-Insurance Program, the Maine Self-Insurance Fund, the Texas Subsequent Injury Fund, the Arizona Special Workers' Compensation Fund, the California State Compensation Insurance Fund, the Pennsylvania State Workers' Insurance Fund, and the Oregon State Accident Insurance Fund.*
- AMI is the appointed consultant for several auto insurance companies.
- AMI has certified loss reserves of captive insurance companies, pools and self-insurance programs.
- AMI has assisted several state insurance departments in their examination of property and casualty insurance companies in evaluating the reasonableness of loss reserves and rates used.
- AMI assisted the California Department of Insurance (CDI) evaluate the effect of Open Rating by evaluating the profitability of its two largest workers' compensation specialty companies.
- AMI reviewed the rate filings for the Oklahoma Insurance Department and the Texas Department of Insurance.

Client Listing

AMI's Client Listing

AMI specializes in self-insurance programs, loss reserving analysis, alternative risk financing analysis, statistical analysis, and rate reviews. AMI has performed loss reserves calculations, rate reviews, and risk management consultancy services for entities that include the following:

Counties:

- Miami-Dade County, FL
- Orange County, FL
- Osceola County, FL
- Palm Beach County, FL
- Collier County, FL
- Leon County, FL
- Anne Arundel County, MD
- Montgomery County, MD
- Bay County, MI
- Baltimore County, MD
- Washoe County, NV
- St. Louis County, MO
- Rockingham County, NH

Cities:

- | | |
|---------------------|-------------------------|
| • Thousand Oaks, CA | • Baltimore, MD |
| • San Antonio, TX | • Bridgeport, CT |
| • Key West, FL | • Miami Beach, FL |
| • Boca Raton, FL | • Kissimmee, FL |
| • Boise, ID | • Lubbock, TX |
| • Chesapeake, VA | • North Miami Beach, FL |
| • Coral Gables, FL | • Pompano Beach |
| • Coral Springs, FL | • Riviera Beach, FL |
| • Dover, DE | • Sparks, NV |
| • Dover, NH | • Tamarac, FL |
| • Hialeah, FL | • St. Petersburg, FL |
| • Hollywood, FL | |

State Insurance Departments:

- | | |
|--------------|----------------|
| • Maine | • Vermont |
| • Missouri | • Oklahoma |
| • Florida | • Texas |
| • California | • Pennsylvania |
| • Michigan | • Oregon |
| • Maryland | • Virginia |
| • Ohio | • Wisconsin |

Education:

- School Board of Broward County, FL
- School Board of Dade County, FL
- Collier County Public Schools, FL

State Funds:

- Arizona Industrial Commission Special Fund
- Colorado Subsequent Injury Fund
- Florida Self-Insurance Fund
- Florida Self-Insured Flood Program
- Florida Special Disability Trust Fund
- Maine Workers' Compensation Self-Insurance Fund
- Maryland Insurance Trust Fund
- Montana Self-Insurance Fund
- Wisconsin Self-Insurance Fund
- Wisconsin Health Care Liability Insurance Plan
- Wisconsin Injured Patients and Families Compensation Fund
- Wisconsin Local Government Property Insurance Fund

Districts and Authorities:

- Alameda– Contra Costa Transit Dist., CA
- Newark Housing Authority, NJ
- Hampton Roads Transit, VA
- Jacksonville Transportation Authority, FL
- Massachusetts Port Authority, MA
- New Jersey Turnpike Authority, NJ
- Lake Worth Drainage District, FL
- South FL Water Management, FL
- Suffolk County Water Authority, NY

Insurance Companies:

- Agrinational Insurance Co. (VT)
- AZ-Mont Insurance Company (VT)
- Blair Int'l Insurance Co. (Cayman)
- Capital City Insurance Co. (SC)
- GK Insurance Company (VT)
- Safe Insurance Company (WV)
- United Insurance Company - R-Pool and Nexus Treaties (BWI)

Private Companies

- Public Services of New Hampshire
- United Church of Christ Retirement Community, Inc. (NH)
- Applied Industrial Technologies (OH)
- Blue Cross Blue Shield of Florida
- Burger King Corporation (FL)
- Companion Assurance Co. (US VI)
- Florida Power & Light Corp.
- McDonald's Corporation (IL)
- Performance Food Group (VA)

AMI's Project Team

Organization Chart

***Project Director & Peer Reviewer -
Aguedo Ingco, FCAS, MAAA, CPCU, ARM***

Aguedo will be responsible for coordinating all the appropriate resources of AMI for an effective and efficient execution of the required tasks. He is the President and the Lead Actuary of AMI. *He will lead the engagement team and will directly supervise all services to be performed.* He has estimated and certified loss reserves for various state funds, municipalities, self-insurance programs, captive insurance companies, and associations. He has performed allocation of the cost of risk and other risk management consultancy services for various entities. He will also perform the peer review for this engagement. He will check the appropriateness of the methods, assumptions and selections we will use in our calculations.

Technical Manager - Gail Flannery, FCAS, MAAA

Gail will act as the technical manager for this engagement. She will help in developing an effective strategy and approach for this engagement. She will work closely with the City's contacts. She has worked extensively in the ratemaking and reserving of property and casualty lines of insurance. She has more than 20 years of first-hand experience performing actuarial services for AMI's self-insured clients. *Most services for the City will be performed by her or will be under her direct supervision.*

Actuarial Analysts

AMI has several Actuarial Analysts who will perform some of the actuarial calculations that may need to be done. They have been actively providing actuarial support and assistance in our engagements with several counties, cities, self-insurance funds, state insurance departments, and insurance companies regarding review of loss reserves and rate settings. They have passed several actuarial exams for the actuarial society.

Aguedo Ingco, FCAS, MAAA, CPCU, ARM

Professional and Business Experience

Mr. Aguedo Ingco, who will be the **Project Director and Peer Reviewer** for this engagement, is a Fellow of the Casualty Actuarial Society (FCAS), Member of the American Academy of Actuaries (MAAA), a Chartered Property Casualty Underwriter (CPCU), and an Associate in Risk Management (ARM). His expertise is in estimating and analyzing loss reserves for government and non-government entities. *He has demonstrated working knowledge and understanding of self-insured programs and compliance of GASB 10 requirements.* He has first hand experience in the evaluation and assessment of the reserving practices of governmental entities. He has audited the reserves of various State Funds. He has also performed insurance effectiveness and claims administrative reviews. *He has extensive experience in developing self-insurance funding requirements for such lines of business as workers' compensation, automobile liability, general liability, auto physical damage, property losses, etc.*

Education and Professional Certifications

B.S. Mathematics and Physics

United States Naval Academy
Annapolis, MD

Fellow, Casualty Actuarial Society
(FCAS)

Member, American Academy of Actuaries
(MAAA)

Chartered Property Casualty Underwriter
(CPCU)

Associate in Risk Management
(ARM)

Member, South Florida Chapter of the CPCU

Professional and Business History

- **AMI Risk Consultants, Inc., Miami, FL**
1992 to Present: President and Consulting Actuary. Currently provides actuarial and risk management consulting services to self-insurance funds, insurance regulators, and captive insurance companies.
- **Price Waterhouse, Miami, FL**
1984-1992: Actuary and Director. For eight years, provided actuarial support and assistance regarding audits of and consulting services for insurance companies, Workers' Compensation State Funds, HMO's, and other self-insurance funds.
- **Booke & Co. (McNeary Risk Management) Charlotte, NC**
1981-1984: Vice President and Actuary. Performed rate filings, loss reserve reviews, and certifications. Developed medical malpractice insurance rates for several State Medical Association sponsored medical malpractice companies.
- **Fireman's Fund Insurance Co., San Francisco, CA**
1978-1981: Associate Actuary. Developed Commercial and Personal Auto rates for the Company.
- **American International Group Insurance, New York, NY**
1974-1978: Assistant Actuary.

Gail Flannery, FCAS, MAAA

Professional and Business Experience

Ms. Gail Flannery who will act as the **technical manager** for this engagement, has worked extensively in property/casualty insurance ratemaking and reserving for over 40 years. Before joining AMI in 1997, she was Vice President and Actuary for American Bankers Insurance Group. She was responsible for the ratemaking and rate filing support for American Bankers' products in various states. She also supervised statistical reporting for over ten years. She has expertise in estimating and analyzing loss reserves for government and non-government entities. As the Technical Manager for most of the projects of AMI, she has demonstrated working knowledge and understanding of self-insured programs and compliance of GASB 10 requirements.

Education and Professional Certifications

- **M.S. Statistics**
Florida State University
Tallahassee, FL
- **B.A. Mathematics**
Hollins College
Roanoke, VA
- **Fellow, Casualty Actuarial Society (FCAS)**
- **Member, American Academy of Actuaries (MAAA)**

Professional and Business History

- **AMI Risk Consultants, Inc., Miami, FL**
1997 to Present: Actuarial Consultant. Acts as Technical Manager for most of the current actuarial consulting work of AMI.
- **American Bankers Insurance Group, Miami, FL**
1992-1996: Vice President and Actuary. Responsible for 20 actuaries, actuarial students, and statistical reporting staff. Provided ratemaking and reserving support to American Bankers Insurance Company and six P&C subsidiaries (three Foreign). Rendered reserve opinions for nine companies. Prepared annual business plan.
- 1980-1991: Actuarial Analyst/Senior Actuarial Assistant/Assistant Actuary. Progressive responsibilities over the years including the following: rate reviews and rate filing support of specialty products, including Automobile Liability, Auto Warranty, Force-Placed Auto/ Antique, and Collectible Auto. Proposed rates and rating plans. Filed rates. Wrote system specifications to capture necessary data and to alter statistical calls to include product. Set quarterly reserves for all product lines. Wrote and maintained loss reserving software used from 1981-1995.
- 1978-1979: Project Team Member. Part of a four-member "user team" that tested "Policy Management System" (PMS) software. Designed statistical coding for 25 insurance products. Assisted with conversion of in-force policies and open claims to new system.
- **Florida Department of Commerce, FL**
1976-1978: Labor Market Analyst. Conducted employer surveys.