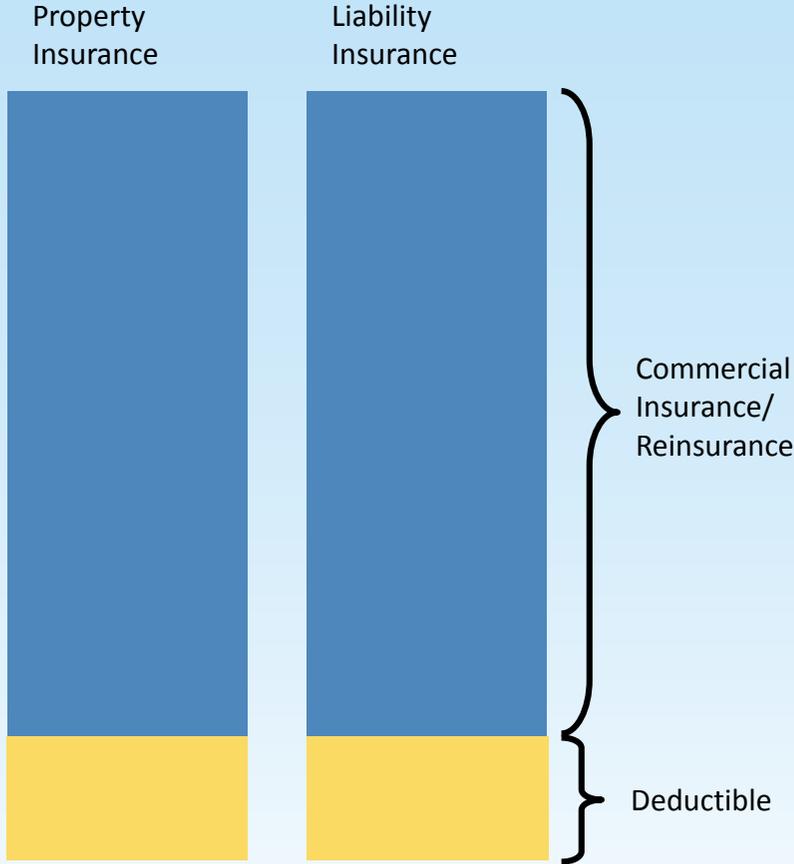


RECIPROCAL 101

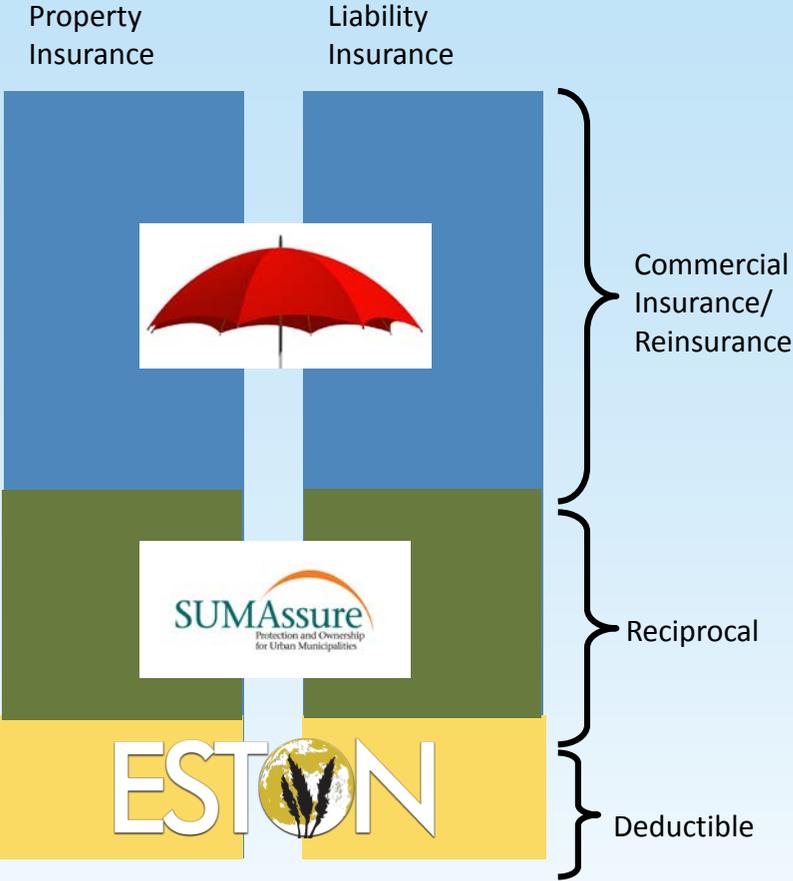
Why are we better?

What is a reciprocal?

Conventional Insurance



Insurance Reciprocal





History of SUMAssure

- 2000 - SUMAdvantage insurance program with Aon Reed Stenhouse Inc. (traditional Insurance)
- 2006 to 2008 – SUMA Task Force feasibility study to see if a reciprocal would work for SUMA members
- October 1, 2008 – 132 founding members committed to SUMAssure
- October 1, 2009 – SUMAssure Insurance Reciprocal launched

Mission, Vision and Guiding Principles

Mission:

SUMAssure is a member-owned insurance program dedicated to offering the best possible products and services at the most cost effective prices for Saskatchewan urban municipalities.

Vision:

SUMAssure – providing risk management solutions for all Saskatchewan cities, towns and villages.

Guiding Principles:

- Integrity – Our processes are fair, ethical and transparent
- Responsive – We make every effort to meet the needs of our subscribers
- Strategic – We think, plan and operate in a planned and strategic manner
- Transparent – We are open and accountable to our subscribers and partners
- Collaborative – We work in partnership with our subscribers and partners
- Innovative – We are a progressive and dynamic organization open to new ideas
- Community-Minded – We invest back into our subscribing communities

Management Board



John Enns-Wind - Chair, Town of Battleford

Dale Domeij – Vice Chair, Village of Mortlach

Glenn George - Treasurer, City of Melfort

Al Heron - Mayor, Town of Eston

Dean Josephson – Mayor, Village of Edenwold

Rebecca Otitoju – Councillor, Town of White City

One vacant position

Coverages

Basic Coverages

- Property/Equipment Breakdown
- General Liability
- Crime
- Municipal Errors and Omissions
- Boiler and Machinery
- Legal Advice and Expenses

Other Coverages

- Umbrella Liability
- Aviation Liability
- Accidental Death & Dismemberment
- Automobile
- Environmental Impairment Liability
- Course of Construction
- Wrap-Up Liability

Where are we now?

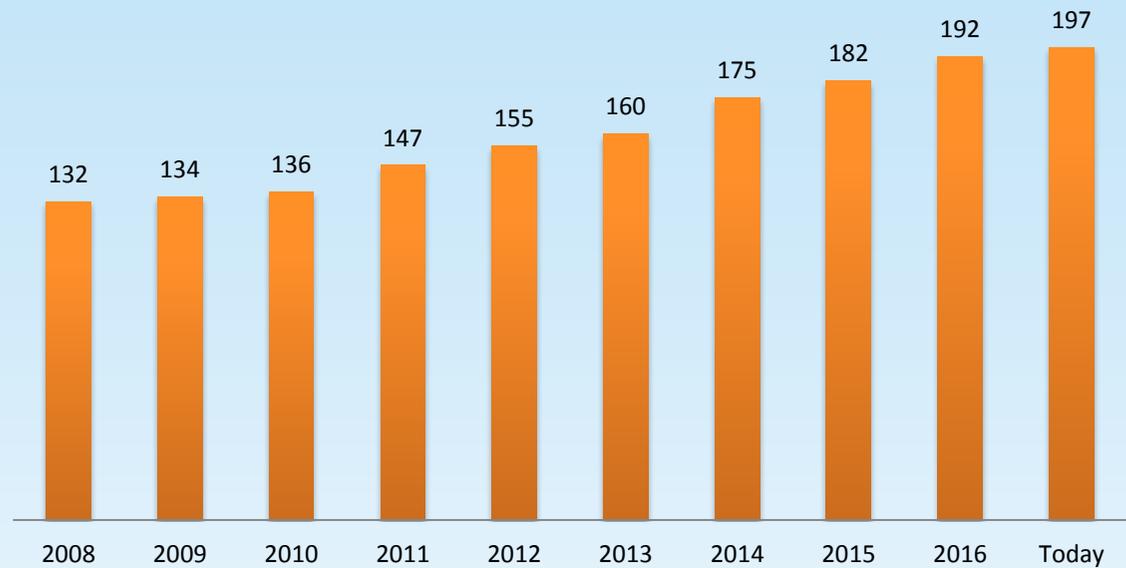


SUMAssure Growth

■ Number of Subscribers

2008-132 Subscribers

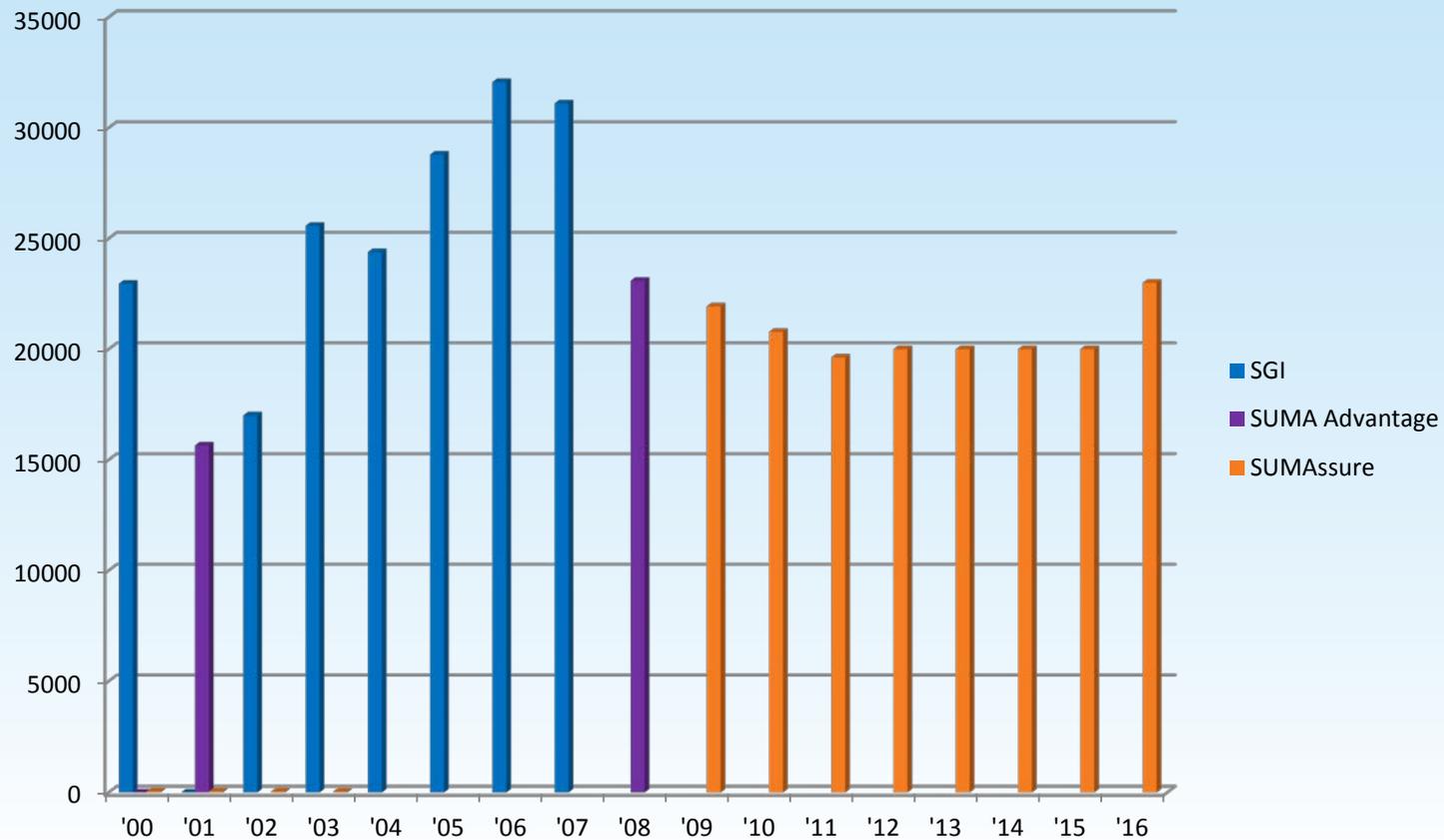
2017-197 Subscribers



Case Study



Town of Eston – 16 year property insurance premium history
2001 – SUMAdvantage introduced
2008 – SUMAssure introduced



Why are we better?



- Ownership and control over your municipal insurance program
- The ability to earn equity in the program
- Stabilized premiums for members providing budget predictability
- Products and services tailored specifically to subscribers
- Creative and pro-active solutions
- Protection from external insurance market fluctuation
- Faster settlement of claims
- Risk control and risk management programs and education
- Shared knowledge

Reciprocals work.

SUMAssure works!

Kevin Madden, CAIB, CIP
Aon Reed Stenhouse Inc.

1-306-975-8860

www.sumassure.ca