**SUNDAY, MARCH 6**

2:00 PM – 5:00 PM
REGISTRATION & INFORMATION DESK
Governor’s Registration Desk

5:00 PM – 7:00 PM
WELCOME RECEPTION
Atrium Water Edge
Be sure to pack your western wear for our Best Boots and Best Cowboy Hat competition, serenaded by the country-western stylings of Brassfield Aly!

**MONDAY, MARCH 7**

7:30 AM – 4:45 PM
NETWORKING LOUNGE
Governor’s Chamber B
Share ideas and experiences with your pooling industry peers in the networking lounge, open to conference attendees during conference hours.

7:00 AM – 5:00 PM
REGISTRATION & INFORMATION DESK
Governor’s Registration Desk

7:30 AM – 8:45 AM
BREAKFAST
Governor’s North

FIRST TIME ATTENDEE BREAKFAST
Governor’s South 2

8:00 AM – 8:45 AM
SOURCE GAME FOURTH ROUND RESULTS & FIFTH ROUND DECISIONS
Governor’s Chamber CDE
Ann Conway, Managing Director, Maureen Stazinski, Senior Consultant & Julie Hagerstrand, Consultant, Willis Towers Watson

For pre-registered SOURCE Game participants. The SOURCE (Simulated Operating and Underwriting Results in a Competitive Environment) Game offers participants the opportunity to observe the causes and effects of their teams’ decisions on an entity’s financial results. Participants will gain a greater understanding of the business realities of the competitive insurance/pooling marketplace, accounting interactions between the balance sheet and income statement, and the importance of understanding financial implications of the product management process. The two conference sessions complement four pre-conference webinar sessions. Final results – and the winning team – will be presented on Tuesday morning.

9:00 AM – 10:15 AM
KEYNOTE PRESENTATION
CYBERSECURITY AND CYBERWAR: WHAT EVERY POOL NEEDS TO KNOW
Delta B & C
P.W. Singer, Strategist and Senior Fellow, New American Foundation
A generation ago, “cyberspace” was just a term from science fiction, used to describe the nascent network of computers linking a few university labs. Today, our entire modern way of life, from communication to commerce to conflict to business operations, fundamentally depends on the Internet. Resulting cybersecurity issues mean pools face new and increasingly complex risk questions not just as entities of their own, but also as membership organizations with obligations to local municipal members and citizens. And yet, there is perhaps no issue that has grown so important, so quickly, and that touches so many, that remains so poorly understood. Join P.W. Singer, acclaimed author of several books including Cybersecurity and CyberWar: What Everyone Needs to Know, for a better understanding of cyber issues and what your pool can do to mitigate the risks.

10:15 AM – 10:30 AM
REFRESHMENT BREAK
Governor’s Lobby

10:30 AM – 11:30 AM
CONCURRENT SESSIONS
DEVELOPING A STRATEGIC APPROACH TO MEMBER COMMUNICATIONS
Governor’s South 2
Susan Schoepke, Marketing Manager, League of Minnesota Cities; Amy Guilford, Associate Director, Property/Casualty Pool and Workers’ Compensation Fund & Lisa Truscott, Chief Administrative Officer, SET SEG
With the expected generational turnover in the next ten years and Millennials entering the workforce, pools need to rethink how, when, what and why they are communicating with external audiences. In this session, two organizations will discuss their respective goals and tactics to implement a strategic, consistent, targeted and planned approach to member communications.
<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
<th>Location</th>
<th>Speakers</th>
<th>Summary</th>
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</thead>
<tbody>
<tr>
<td>11:45 AM – 12:45 PM</td>
<td><strong>CONCURRENT SESSIONS</strong></td>
<td>Governor's South 1</td>
<td>Ann Gergen, Executive Director, Association of Governmental Risk Pools</td>
<td>This session will provide an overview of common and emerging public entity uses of drones, the opportunities and risks presented by such uses, and related pooling considerations.</td>
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<td><strong>PUBLIC ENTITY DRONE USE &amp; RELATED CONSIDERATIONS</strong></td>
<td>Governor's South 1</td>
<td>Lisa Freiley, Staff Counsel/PACE Administrator, Oregon School Boards Association &amp; John Rexford, Superintendent, High Desert Education Service District and Trustee, Property and Casualty Coverage for Education Trust (PACE)</td>
<td>Hear how two Oregon pools decided that forming a partnership was the best direction for providing the best possible coverage, price, and service to Oregon’s school districts. Learn how they went from bitter rivals to partners, and the obstacles, steps, and opportunities they faced along the way.</td>
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<td><strong>FROM COMPETITORS TO PARTNERS</strong></td>
<td>Governor's South 2</td>
<td>Frank Stratton, Executive Director, Special Districts Association of Oregon; Lisa Freiley, Staff Counsel/PACE Administrator, Oregon School Boards Association &amp; John Rexford, Superintendent, High Desert Education Service District and Trustee, Property and Casualty Coverage for Education Trust (PACE)</td>
<td>This session will discuss the development of a comprehensive head injury prevention program for a school insurance reciprocal. Hear from one pool that implemented such a program, and learn about the decision-making process and components of this initiative.</td>
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<td><strong>PARLIAMENTARY PROCEDURES FOR POOL BOARDS, Continued</strong></td>
<td>Governor’s North</td>
<td>Ann Macfarlane, Professional Registered Parliamentarian, Jurassic Parliament</td>
<td>A continuation of the previous session.</td>
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POOLING BASICS: UNDERWRITING, ACTUARIAL SCIENCE, AND CLAIMS FOR POLICYMAKERS
Governor’s North
Joel Kress, Director of Special Projects, Association of Governmental Risk Pools; Mujtaba Datoo, Actuarial Practice Leader, Aon Risk Solutions & Sheryl Brandt, Chief Risk Officer, Enduris
The first of two pooling basics presentations, which together will provide a soup-to-nuts overview of everything someone new to pooling might need or want to know! Material will be shared in traditional presentation style, with subject matter experts engaged throughout for group discussion and opportunities for peer-to-peer collaboration. This session will cover actuarial rate and funding studies, the claims process, and underwriting for people not charged with doing such analytical work, but who must act on the results. It is recommended that pooling basics attendees go to Ann Macfarlane’s Parliamentary Procedures for Pool Boards earlier on Monday.

3:30 PM – 3:45 PM
REFRESHMENT BREAK
Governor’s Lobby

3:45 PM – 4:45 PM
CONCURRENT SESSIONS

DIABESITY: THE EPIDEMIC THAT POOLS CANNOT IGNORE
Governor’s Chamber CDE
Michelle Despres, Vice President, National Product Leader, Align Networks
Diabetes – the intersection of obesity and diabetes – is associated with increased medical costs, higher indemnification costs, slower recovery times and heightened risk for re-injury. This session will discuss the diabetes epidemic, what it means for pools and their members, and identify best practices for managing claims related to these conditions.

MEDICAL MARIJUANA
Governor’s South 2
Richard Spiers, Vice President, Claims Department, Genesis Management & Insurance Services Corporation & Thomas Lyons, Attorney, Hall & Evans, LLC
This session will impart current information on the scope of the marijuana economy throughout this country, the legal controversies being fueled by the subject and the ethical dilemmas posed by the trade for professional counselors and advisors in multiple fields.

USING ERM TO ENHANCE DECISION-MAKING: PART 1
Governor’s South 1
Scott Moss, Property/Casualty Trust Director, CIS; Maryam Sherkat, Legal Counsel & Risk Officer, Municipal Insurance Association of British Columbia (MIABC) & Mayor Teunis Westbrook, MIABC Board Chair
ERM can help you create or enhance a decision-making process useful to any number of pool issues. Hear from pooling executives and a Board Chair and learn about key concepts of ERM, implementation lessons specific to pooling operations, ways ERM has improved decision-making at the Board level, and problems ERM cannot solve for an organization. The first part of this presentation will establish preliminary set-up for a discussion exercise in Part 2.
MONDAY, MARCH 7 – continued

COURT CASES, REGULATORY SHIFTS, AND CAUTIONARY TALES
Governor’s South 2
Kirk Mylander, General Counsel, CIS; Robert Spolzino, General Counsel, Public Employer Risk Management Association & Geoffrey Beauchamp, General Counsel, Delaware Valley Insurance Trust
Pooling regulation and oversight is state specific and can vary widely from one environment to the next. This panel presentation will provide an opportunity to hear case studies from pools in several different states, swapping stories about related pooling news to gain perspective into shifts worth watching.

USING ERM TO ENHANCE DECISION-MAKING: PART 2
Governor’s South 1
Scott Moss, Property/Casualty Trust Director, CIS; Maryam Sherkat, Legal Counsel & Risk Officer, Municipal Insurance Association of British Columbia (MIABC) & Mayor Teunis Westbrook, MIABC Board Chair
ERM can help you create or enhance a decision-making process useful to any number of pool issues. In Part 2 of this presentation, we will be building off the foundational information discussed in the earlier session and conduct a discussion exercise to allow you the opportunity to put an ERM decision-making model into action in a smaller group setting.

POOLING BASICS: UNDERWRITING, ACTUARIAL SCIENCE, AND CLAIMS FOR POLICYMAKERS, Continued
Governor’s North
Joel Kress, Director of Special Projects, Association of Governmental Risk Pools & Sheryl Brandt, Chief Risk Officer, Enduris
A continuation of the previous session.

6:00 PM – 10:00 PM
BUS TRANSPORTATION TO DOWNTOWN NASHVILLE
Buses will be running from 6:00 PM to 10:00 PM, taking AGRiP conference attendees to and from the Gaylord Opryland Resort and Downtown Nashville. Hotel departure will be from the Magnolia Lobby. Downtown drop-off and pickup will be at the Court of Flags. A bus will be at either location every 20 minutes and the last bus from downtown will depart the Court of Flags at 10:00 PM.

TUESDAY, MARCH 8

6:00 AM
GROUP RUN/WALK
Meet in Governor’s Lobby

7:30 AM – 4:45 PM
NETWORKING LOUNGE
Governor’s Chamber B
Share ideas and experiences with your pooling industry peers in the networking lounge, open to conference attendees during conference hours.

7:00 AM – 5:00 PM
INFORMATION DESK
Governor’s Registration Desk

7:30 AM – 8:45 AM
BREAKFAST
Governor’s North

8:00 AM – 8:45 AM
$OURCE GAME OVERVIEW & FINAL RESULTS
Governor’s Chamber CDE
Ann Conway, Managing Director, Maureen Stazinski, Senior Consultant & Julie Hagerstrand, Consultant, Willis Towers Watson
In this concluding $OURCE Game session, we will recap how the game works – including other practical applications – review the final results, and announce the winning team. All conference attendees are welcome to attend this session and learn about the game for future conferences.

9:00 AM – 10:15 AM
KEYNOTE PRESENTATION

ARE YOU READY FOR SPRING?
Delta B & C
Rebecca Ryan, Futurist, Next Generation Consulting
America goes through long cycles that mimic those we see in nature – fall, winter, spring and summer. We are currently experiencing winter, but spring is coming. Are you ready for it? In this keynote presentation, Rebecca Ryan will address the cyclical nature of our economies, generational profiles, and world view; and will help us identify the leadership skills and attributes of each cycle, asking the important question of
TUESDAY, MARCH 8 – continued

ARE YOU READY FOR SPRING?, continued
“What kind of leader do we need right now?” Using these grounding concepts as a foundation, we’ll explore ideas and outcomes from AGRiP’s recent report Thriving in Uncertainty, including how technology, generational shifts, leadership changes, and catastrophic weather events are likely to impact the public entity pooling world and how best to prepare for the coming changes. Throughout the keynote presentation and more in-depth conversations that follow throughout the day, we’ll match influencing trends with organizational needs and help pools identify what they need to watch for and how to manage through so many unknowns, who needs to be ready to lead through a shifting landscape, and how to prepare for spring.

10:15 AM – 10:30 AM
REFRESHMENT BREAK
Governor’s Lobby

10:30 AM – 11:30 AM
CONCURRENT SESSIONS

ADVANCED ACTUARIAL CONCEPTS
Governor’s South 2
Mujtaba Datoo, Actuarial Practice Leader, Aon Risk Solutions
This session, appropriate for pool Board members and staff, complements the actuarial concepts that will be presented in the Pooling Basics track. From pooling fundamentals, one learns how to compute the largest element on the balance sheet – reserves. In this session, we will dig deeper to try to understand the reserve estimates, determine whether the estimate makes sense, and uncover the risk inherent in any estimate. Have the science of actuarial concepts de-mystified so you can bring back meaningful questions to your own pool’s actuary.

MINORITY REPORT: PREDICTIVE POLICING
Governor’s Chamber CDE
Chris Kogut, Principal and Consulting Actuary & Allison Van Steensburg, Consultant, Milliman
“Minority Report” is a film and TV series where a specialized police department apprehends criminals based on foreknowledge provided by psychics. As we move further into the technology age, advances in data analytics could be substituted for psychics and accelerate the imagined into reality. This session will be a non-science-fiction thriller about the use of predictive analytics by non-insurance entities in the public entity arena.

FUTURING CONVERSATION:
CATASTROPHIC WEATHER EVENTS
Governor’s South 1
Rebecca Ryan, Futurist, Next Generation Consulting
We’ll go deeper into a risk evaluation for pools from every angle – including social, technology, economic, environmental, and technology trends likely to influence pooling operations and the overall local government environment. Then, in a conversational format, we’ll further explore weather trends and the potential for catastrophic weather events. What are the possible futures for pools sustaining such events within their membership (and those who dodge the CAT loss bullet), where are there common themes, and what sorts of things can pools do right now in order to prepare for any future?

POOLING BASICS: FINANCIAL REPORTING, AUDITING, AND RISK MANAGEMENT FOR POLICYMAKERS
Governor’s North
Joel Kress, Director of Special Projects, Association of Governmental Risk Pools; Carolyn Rice, Partner, Johnson Lambert & Magali Welch, Partner, Johnson Lambert
The second act in this two-part introductory series. This session will cover financial reporting, auditing, and risk management for pools. The session will conclude with an open Q&A amongst participants and presenters. Together with answering your questions, our goal is to send everyone back home with at least one good question, the answer to which will enhance your understanding of – and ability to – engage in the leadership and governance of your pool. It is recommended that pooling basics attendees go to the Effective Board Governance for Pools session later on Tuesday.

11:45 AM – 12:45 PM
CONCURRENT SESSIONS

DATA MAPPING AND MINING – TIPS, TOOLS, TALES AND TRICKS
Governor’s Chamber CDE
Alex Swedlow, President, California Workers’ Compensation Institute
Your pool has probably already embarked on some sort of data mapping or data mining journey – maybe as part of an analytics project, to coordinate data between work groups, or as the starting step in a new system implementation. The need for such projects will continue to grow, both in
TUESDAY, MARCH 8 – continued

DATA MAPPING AND MINING, continued

number and complexity. Whether you are the pool executive director, a manager, or on the pool Board of Directors, you will be asked to approve a data mapping project and its related, sizable investment in technology and staffing resources. Regardless of the underlying project or technology need for data mapping and mining, such efforts are fraught with difficulty. To be successful, your pool must effectively align information resources, make sure the project starts with “clean” data, choose an appropriate technology solution, assign correct timelines, establish accountabilities, and more. This session will help you identify key concerns, common problem areas, and techniques to avoid typical mistakes when reviewing a data mapping or mining project.

FUTURING CONVERSATION: LEADERSHIP
Governor’s South 1
Rebecca Ryan, Futurist, Next Generation Consulting

Shifting leadership within pools and their public entity members is a given, but the exact timing and influences of those leadership changes remain unknown. With so many uncertainties, how can a pool adequately prepare and address leadership needs? This conversational session will follow themes from the morning keynote, going deeper into the specific trend of leadership changes and possibilities pools face. We’ll take another holistic look at all sorts of influences to evaluate where and how they connect with leadership challenges and opportunities. Together, we’ll identify commonalities and solutions to pursue.

POOLING BASICS: FINANCIAL REPORTING, AUDITING, AND RISK MANAGEMENT FOR POLICYMAKERS, Continued
Governor’s North
Joel Kress, Director of Special Projects, Association of Governmental Risk Pools

A continuation of the previous session.

LEVERAGING GOVERNANCE AND LEADERSHIP IN CATASTROPHIC COMPLICATED LOSSES
Governor’s South 2
Dave Grubb, Executive Director of the New Jersey MEL; Fred Semrau, General Counsel to the New Jersey MEL; Joe Hrubash, Underwriting Manager of the New Jersey MEL; Current Deputy Executive Director of the New Jersey MEL; Heather Steimiller, General Counsel to Conner Strong & Buckelew/ PERMA, acted as Claims Advocate on Entire Claim & David Edsey, Senior Coverage Counsel, Zurich American Insurance Company

Approximately 110 of the 537 members of the New Jersey Municipal Excess Joint Insurance Fund (“NJ MEL”) were affected by Superstorm Sandy in October 2012. Hear one pool’s experience of dealing with a catastrophic claim when its clear limits will be exceeded, receiving FEMA dollars is complicated, and members are more focused on rebuilding communities than documenting losses for insurance claims. Attendees will leave this session with lessons learned and ideas for how to equip their pool to deal with a catastrophic claim.

1:00 PM – 2:15 PM
LUNCH & AGRiP UPDATES
Delta B & C

2:30 PM – 3:30 PM
CONCURRENT SESSIONS

YOU’VE BEEN HACKED – NOW WHAT?
Governor’s Chamber CDE
Reg Harnish, Chief Executive Officer, GreyCastle Security

The pace of data breaches has reached untold proportions. Your pool’s intellectual property, data and information have never been at greater risk – it’s not if, but when, your pool will be hacked. Strategizing, developing and maintaining an effective Cyber Incident Response plan and team has never been more important and is a key good governance consideration for any Board. This session will present an in-depth look at several recent data breach victims and how their incident response processes led to effective business resumption or epic failure, outlining best practices for pool’s responding to cyber incidents.

FUTURING CONVERSATION: TECHNOLOGY
Governor’s South 1
Rebecca Ryan, Futurist, Next Generation Consulting

It’s hard to identify a more meaningful trend than technology and the influence it has on all our lives, our workspace, the risk profile of public entities, and our pooling operations. It seems that as fast as we identify one technology trend and begin to address it, there are two more beginning to have influence! This session will engage participants in a conversation about the
TUESDAY, MARCH 8 – continued

FUTURING CONVERSATION: TECHNOLOGY, continued
wide array of pooling influences and then zero in on the impact of technology. What does a technology-enabled future look like and how dramatically will it change what pools do? How can pools prepare for changes that are happening so quickly, and outpace even our wildest imaginations? We’ll work together to identify which technology trends are worth watching, how to keep up, and how to prepare.

EFFECTIVE BOARD GOVERNANCE FOR POOLS
Governor’s North
Sara Peterson, Owner/Management Consultant, Sara Peterson Consulting
This session complements the Pooling Basics track and is focused on pool governance. Do you want to be part of an exceptionally governed pool? If you’re a pool Board member, key traits involve forging a partnership with pool management by communicating forthrightly and understanding a mutual commitment to mission. Likewise, pool executives need to provide the Board the right tools to make sound decisions, and welcome differing points of view to be heard. This session will give you valuable context and practical advice about improving the governance function, whether you are a Board member or pool executive.

ALICE WORKPLACE VIOLENCE TRAINING
Governor’s South 2
Gary Kamp, National Trainer, ALICE/RAIDER
ALICE (Alert, Lock-down, Inform, Counter, and Evacuate), developed after Columbine, teaches research-based strategies to survive a life-threatening event. ALICE has been adopted in more than 40,000 schools, universities, businesses, non-profits and healthcare institutions, and the program is emulated by federal and state agencies including the Department of Homeland Security, the Department of Education, FEMA and state governments across the country. In this session, learn strategies that empower and authorize individuals with proactive responses that utilize existing infrastructure and human action to increase survivability, and consider implementation issues for introducing the program across various pool member sites.

3:30 PM – 3:45 PM
REFRESHMENT BREAK
Governor’s Lobby

3:45 PM – 4:45 PM
CONCURRENT SESSIONS

A PREPPER’S GUIDE TO THE INCIDENT RESPONSE GO-BAG
Governor’s Chamber CDE
Reg Harnish, Chief Executive Officer, GreyCastle Security
Even if you’ve implemented a best practice-based cyber response plan, you have to be thinking “then what?” This session will focus on tactics, techniques, and tools your pool should have on hand to contain, counteract, and continue after a breach. Appropriate for pool staff and those more directly involved in pool operations, the materials in this presentation will highlight the essential tools pools should have at the ready to address a cyber incident and successfully come out the other side.

FUTURING CONVERSATION: NEW GENERATIONS IN THE WORKPLACE
Governor’s South 1
Rebecca Ryan, Futurist, Next Generation Consulting
The influence of Millennials in the workplace is becoming more and more familiar, and pools are adapting their cultures and environments accordingly. We’re still in the early stages of these changes, though, and the next generations will continue to push pools even faster into altogether new operating models. Participants in this session will go deeper into a risk evaluation for pools from every angle, then hone in on the changes and challenges presented by new generations in the workplace — including at pools, within pooling member entities, and in the broader insurance environment. In a conversational format, we’ll explore opportunities and threats, and identify next steps likely to help all pools prepare for any number of possible futures.

EFFECTIVE BOARD GOVERNANCE FOR POOLS, Continued
Governor’s North
Sara Peterson, Owner/Management Consultant, Sara Peterson Consulting
A continuation of the previous session.

ALICE WORKPLACE VIOLENCE TRAINING, Continued
Governor’s South 2
Gary Kamp, National Trainer, ALICE/RAIDER
A continuation of the previous session.
10:45 AM – 11:00 AM
REFRESHMENT BREAK
Delta Lobby

11:00 AM – 12:30 PM
KEYNOTE PRESENTATION
DE-ESCALATION STRATEGIES FOR LAW ENFORCEMENT
Delta B & C
Chuck Wexler, Executive Director, Police Executive Research Forum

Recent incidents in Ferguson, Baltimore, and many other cities have raised questions about local police agencies’ policies and training on use-of-force. Pre-escalation and de-escalation tactics and strategies for responding carefully to incidents help increase the safety of officers and community members alike. This session will discuss the strategies that can help prevent situations from escalating to the point where force is used either by or against officers.

CONFERENCE ENDS

WEDNESDAY, MARCH 9

7:30 AM – 11:00 AM
NETWORKING LOUNGE
Governor's Chamber B
Share ideas and experiences with your pooling industry peers in the networking lounge, open to conference attendees during conference hours.

7:00 AM – 12:00 PM
INFORMATION DESK
Governor’s Registration Desk

7:30 AM – 9:00 AM
BREAKFAST ROUNDTABLES BY LINE OF COVERAGE – WORKERS’ COMPENSATION, PROPERTY & LIABILITY, HEALTH
Workers’ Compensation Room: Governor’s South 2
Property & Liability Room: Governor’s South 1
Health Room: Governor’s North

GUEST BREAKFAST
Governor’s Chamber CDE

9:15 AM – 10:45 PM
WHAT YOUR GENERAL COUNSEL WISHES YOU KNEW
Delta B & C
Nan Hundere, General Counsel & Lamar Sawyer, Executive Director, Texas Association of Public Schools Property and Liability Fund; Suzie Paulson, Associate General Counsel & Jon Woods, Chief Executive Officer, Oklahoma Municipal Assurance Group; Steve Wade, General Counsel, Montana Municipal Interlocal Authority & Barb Zemlock, Insurance Boards Legal Counsel, County Commissioners Association of Pennsylvania

There is no absolute among pool members when it comes to the general counsel’s (GC) job description and role – the GC might be involved in managing internal HR issues, interpretation of coverage matters, overseeing in-house defense work and/or external defense counsel, participating in Board governance, and more. And interactions can further vary based upon whether the GC role is in-house or contracted! In this spirited conversation between pool general counsel and executive directors, learn what general counsel wishes administrators and governing Boards knew about their role, common questions and frustrations, and how building a better relationship with your GC can impact pool operations and strategic foresight.

UPCOMING EVENTS

AGRiP provides many opportunities throughout the year for pool staff, executives, board members, and service providers to learn, grow, and network in the arena of public sector pooling.

AGRiP POOLING TRACK AT PRIMA ANNUAL CONFERENCE
June 5-8, 2016
Hyatt Regency Atlanta
Atlanta, GA

CEO & SENIOR STAFF INSTITUTE
August 7-10, 2016
Loews Coronado Bay Resort
Coronado, CA

NATIONAL ISSUES POOLING TRACK AT CAJPA ANNUAL CONFERENCE
September 13-16, 2016
Lake Tahoe Resort
Harrah’s and Harveys
South Lake Tahoe, CA

FALL EDUCATIONAL FORUM
October 2-5, 2016
Sheraton Denver Downtown Hotel
Denver, CO