

ARAWC Research Update

• Telling Our Story With Data

- **The “Switcher Study” – Dr. Tony Losasso, DePaul University**
 - Sedgwick Institute
- **TX DWC Employee Satisfaction Surveys**
- **Future focus: Economic impact studies**

ARAWC 2019 Financial Update

Financial Profile @ 8/2019: Income Statement

Top Line

REVENUE

- Full Yr Budget \$431k
- Full Yr Forecast \$470k
- YTD Actual \$422k

Bottom Line

EXPENSE

- Full Yr Budget \$429k
- Full Yr Forecast \$425k
- YTD Actual \$260k

CONSISTENT, CONSERVATIVE FINANCIAL MANAGEMENT AND PERFORMANCE

Financial Profile @ 8/2019: Balance Sheet

Balances @ 8/31/19

- Total Assets \$276k
- Total Liabilities \$2k
- Total Equity \$274k

Projected End of Yr '19

- Net income \$45k
- Total Equity \$160k

A strong and growing stronger association

3 Year Financial Trends

	FY2017	FY2018	FY2019 (forecast)
Revenues	\$405,000	\$485,000	\$470,000
Expenses	\$441,000	\$425,000	\$425,000
Surplus Change	-36,000	+\$60,000	+\$45,000

**ENHANCED EXPENSE CONTROLS COUPLED WITH STEADY MEMBERSHIP GROWTH REFLECT
CONSISTENT FINANCIAL DISCIPLINE AND STRENGTH**

ARAWC 2019 MEMBERSHIP Update

Membership Trends

2019 Members	2018 Members	2017 Members	2016 Members
Full – 13	Full – 11	Full – 11	Full – 12
Sponsors – 10	Sponsors – 9	Sponsors – 5	Sponsors – 3
Associates – 16	Associates – 11	Associates – 12	Associates – 3
Friends – 13	Friends – 8	Friends – 7	Friends – 3
Total = 52	Total = 39	Total = 35	Total = 21

MEMBERSHIP UP 34%!

PROGRESSIVE RISK LEADERS SEE THE IMPORTANCE OF PROTECTING TEXAS

Why is Growing ARAWC Membership Important?

- **Strength to Protect & Promote TX Injury Benefit Programs**
- **Diverse employers & service providers working together**
- **Rollout of QCARE**
- **Active engagement and support by:**
 - 1. Strong public relations team, AND**
 - 2. Strong government relations team in Austin and DC**

Welcome 2019 New Members:

- **Corvel** - Third party claims administrator
- **Owen & Fazio** – Litigation attorneys
- **Special Insurance Services** – Sponsors the ACE/Chubb insurance program
- **The David Corey Company** – Provides home modifications for injured workers
- **OccAccRisk** – Third party claims administrator
- **Athens Administrators** – Third party claims administrator
- **Blanco, Ordonez, Mata & Wechsler** – Litigation attorneys

New Dues Structure 2019:

- Full Member - \$25,000
- Sponsoring Member - \$10,000
- Associate: - Level 1 – Less than 1,000 Texas Employees \$2,500.00
- Level 2 – More than 1,000 Texas Employees \$5,000.00
- Friend - \$1,000
- Insurance Brokers/Agents: (1-25 employees) - \$200.00
(26 – 50 employees) - \$400.00
(over 50 employees) - \$500.00

What Value does Protecting & Promoting Texas Injury Benefit Programs have to you?



2019 Membership Application

ARAWC MEMBERSHIP CATEGORIES and ANNUAL DUES

	Full Member [▲]	Sponsoring Member	Associate Member	Friend [■]
Annual Dues	\$25,000	\$10,000	\$5,000	\$1,000
Board of Directors	●	N/A	N/A	N/A
Officer Eligible	●	●	N/A	N/A
Executive Committee Eligible	●	●	●	N/A
Committee Membership	●	●	●	●
Member Meetings	●	●	●	●
Newsletters, Education & Updates	●	●	●	●
Member Advocacy	●	●	●	●

[▲] The Board of Directors will retain authority to approve all applications for "Full Member" status and appointments to the Executive Committee.

[■] Friend membership is limited to (A) company with fewer than 100 total employees, or (B) employer paying QCARE fee only.

How you can help Recruit New Members:

- **Talk with your employer, agent & service providers and invite them join**

ARAWC GOVERNANCE Update

- **Board structure and status**
- **Executive committee**
- **Standing committees**
- **Accountability**

Board Member Changes

Recent Additions:

- Phil Rearick, President, Special Insurance Services
- Jay Blakey, Chief Development Officer, SALUS

Replacement:

- Tim Osmond, Regional Risk Manager, Walmart

Resigned, but continuing as Full Member:

- Bill Richardson, Gen. VP Risk Management, Albertson's

Current Board of Directors

1. **Jerry Murphy, AmWINS**
2. **Al Wingfield, Big Lots**
3. **Andy Kush, Healthcare Services Group**
4. **Eric McConnell, J.B. Hunt**
5. **Wade Robinson, Lowe's**
6. **Bill Minick, PartnerSource**
7. **Jay Blakey, SALUS**
8. **Chris Mandel, Sedgwick**
9. **Phil Rearick, Special Insurance Services**
10. **Jeff Strege, Sysco Foods**
11. **Tim Osmond, Walmart**

**By unanimous vote of “Full” members conducted last week on September 25, 2019.
Two “Full” employer members chose to not elect a Director.**

Executive Committee

1. **Jeff Strege, Sysco**, President (Full)
2. **Al Wingfield, Big Lots**, Immediate Past President (Full)
3. **Chris Mandel, Sedgwick**, Treasurer (Full)
4. **Bill Minick, PartnerSource**, Secretary (Full)
5. **Wes Swinford, Baylor Scott & White**, At-Large (Sponsor)
6. **Karl Seelbach, Doyle & Seelbach**, At-Large (Associate)

By unanimous vote of the Board of Directors on September 25, 2019.

ARAWC Standing Committees

- 1. Executive**
- 2. Communications**
- 3. Legal**
- 4. QCARE (new)**
- 5. Government Relations**
- 6. Membership**
- 7. Claims & Insurance**

GOVERNMENT RELATIONS Update

The trade association Protecting & Promoting Texas injury benefit programs

Providing effective representation before:

- **Texas Legislature**
- **Texas Department of Insurance**
- **US Congress**
- **US Department of Labor**
- **Other states**

The Industry Voice with Texas Legislature



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Ryan Brannan
Gov't Relations Advisor

Meaningful Industry Comments on TDI's Proposed "Substitutes" Rule



**Texas Department
of Insurance**

Promoting Injury Benefit Programs & QCARE to Texas Business Groups



Explaining QCARE to Texas Trade Associations



Industry's Voice with Department of Labor



Represents Industry before Congress



TPPF and ARAWC Champion Texas Model



ARAWC Government Affairs

We are There for You!

- ARAWC is a member-driven organization
- We welcome your input and participation
- Please feel free to contact us directly:
 - Ryan Brannan... ryan@brannanllc.com
 - A.J. Donelson... ajdonelson@arawc.org

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**2019 ARAWC Annual Meeting:
Protecting & Promoting Texas Injury Benefit Programs**

