

FLORIDA HOSPITAL RISK ALLIANCE



The Florida Hospital Risk Alliance (FHRA) is a special purpose entity founded and owned by Florida Hospitals. It is designed to reduce the cost of property insurance while ensuring ample capacity for catastrophic hurricane and flood exposures for member hospitals. FHRA members save hundreds of thousands of dollars annually through economies of scale, efficient utilization of reinsurance, advanced statistical modeling techniques, targeted asset hardening strategies, and statutory immunity from premium taxes and residual market assessments.



Mission to Care. Vision to Lead.



www.hardeninsight.com

Lowest Cost of Risk with Membership



- Minimizes unstable insurance market fluctuations
- Reduces member costs
- Helps hospitals reduce their risk exposures through focused risk assessments
- Provides expert guidance for asset hardening investments
- Shares improved statistical analysis
- Facilitates exclusive relationships with A.M. Best A-rated capacity
- Full catastrophic perils limits for large, multiyear builders risk projects

Named Storms to Impact Florida since 2000

- Charley (2004)
- Francis (2004)
- Ivan (2004)
- Jeanne (2004)
- Dennis (2005)
- Katrina (2005)
- Rita (2005)
- Wilma (2005)
- Hermine (2016)
- Matthew (2016)
- Irma (2017)
- Michael (2018)
- Dorian (2019)



Owned by Florida Hospitals, Created for Florida Hospitals

- Facilitated savings of over \$6 million to its owners since its founding in 2009
- Provides manuscript coverage unique to health systems
- Delivers consistent access to the best coverage at the most competitive price
- No pooling of risks

Improving Risk Quality for its Members




- Reduces the risk of loss with exposure driven risk engineering
- Improves risk quality by driving down the probability and severity of loss
- Benchmarks the total cost of risk for member hospitals against other hospitals throughout the state and in coastal exposed regions.
- Provides benchmarking data and tools to enhance decisions regarding coverage limits and deductibles

Risk Alliance Member Advantages

The Florida Hospital Risk Alliance (FHRA) has been a tremendous asset to Baptist through its unique policy coverages, access to Reinsurance markets and the cost savings afforded our organization as a member.

*~Cory Meyers,
VP/Risk Management
Baptist Health and
Secretary of the FHRA*

- Named Storm and Flood Following (including storm surge) included in definition of Named Storm
- Enhanced extensions of coverage including:
 - ✓ Built-in builder's risk for renovations and projects under \$25 million
 - ✓ Patient evacuation
 - ✓ Business interruption caused by the actions of Civil Authorities
 - ✓ Business Interruption from impaired Ingress/Egress to the health system's locations.
- Collection of secondary wind characteristic data to improve hurricane damage estimates
- Advanced claim advocacy to maximize insurance proceeds
- Customized Builder's Risk facility for large capital projects
- Full compliment of insurance advisory services

A large, light gray silhouette of the state of Florida is positioned in the background. The word 'FLORIDA' is written vertically in a light gray, sans-serif font across the center of the map.

The Florida Hospital Risk Alliance (FHRA) has been a great property risk financing program for us for many years. We have benefited by its unique policy coverages and significant cost savings. By accessing the reinsurance markets directly, our property insurance and builders risk insurance programs have been consistently better than we could have purchased on our own.

-Bill Woeltjen, Chief Financial Officer, Sarasota Memorial Health Care System

Endorsed by the Florida Hospital Association, Harden is a technically knowledgeable, detail oriented and customer focused firm with extensive experience in the healthcare industry. Our specialized Healthcare Practice consists of a dedicated team of professionals who work with many of the largest, most complex healthcare institutions and physician practices in Florida. This team supports its healthcare clients to develop practical, comprehensive solutions involving risk identification, risk mitigation, risk financing, and risk administration.

With offices in the Southeast, Harden is a leading insurance brokerage firm serving clients across the country, providing risk management, commercial and personal insurance, and employee benefits. Harden maintains a strong focus on serving enterprise clients, middle market businesses, and successful individuals with deep expertise and a consultative approach. Serving clients since 1953, Harden is the preferred employer to approximately 130 associates and has been named as a Best Practices Agency. For more information, visit www.hardeninsight.com.