

Where Government Contracting Starts



# Business Insurance Market Update

**Insurance Industry Changes 2024** 

Chris Pobieglo Business Insurance Associates March 21, 2024

Anchorage: 907-786-7258 / Fairbanks: 907-456-7830 www.apexalaska.org / info@apexalaska.org



### **Business Insurance Market Update**

Presented by







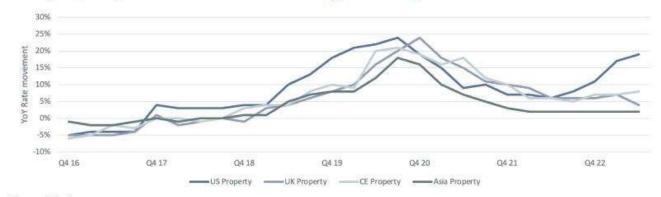
Increased Premium Costs



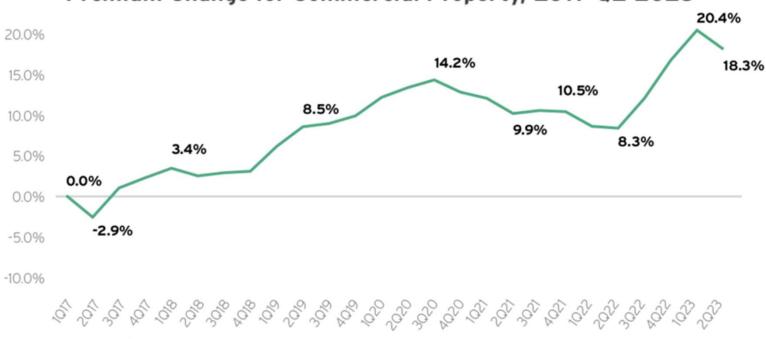
Increased Premium Costs

Restricted Underwriting

### US property rates have hardened significantly in the last 12 months



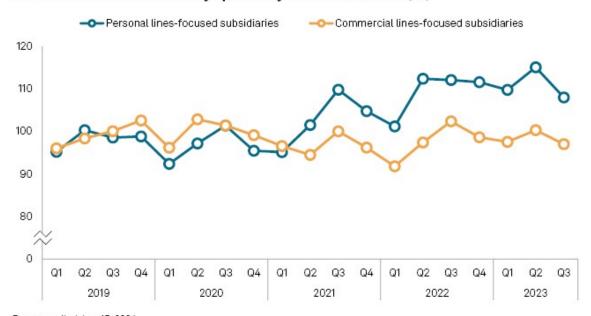
Source: Marsh



Premium Change for Commercial Property, 2017-Q2 2023

Source: The Council of Insurance Agents & Brokers

#### US P&C insurance industry quarterly combined ratio (%)



Data compiled Jan. 15, 2024.

P&C = property and casualty.

Personal lines-focused subsidiaries have at least 70% of their direct premium written within private auto, homeowners or farmowners lines of business in each respective year.

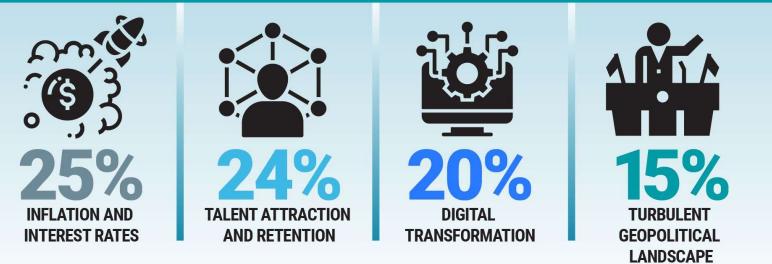
Commercial lines-focused subsidiaries have at least 70% of their direct premium written within business lines not considered personal insurance during each respective year.

Data reflects the aggregation of all individual property and casualty filers that submit regulatory statements to the National Association of Insurance Commissioners (NAIC).

Based on information contained within the Statement of Income of the quarterly NAIC statutory property and casualty statement filings. US filers only. May include business written outside of the US if reported on NAIC statements. Source: S&P Global Market Intelligence.

@ 2024 S&P Global.

### **BIGGEST CHALLENGES FOR INSURERS IN 2024**



Source: WTW: https://www.wtwco.com/en-gb/news/2023/11/insurers-predict-interest-rates-bridging-the-talent-gap-and-digital-transformation

### Estimated Insured Property Losses, U.S. Natural Catastrophes, 2013-2022 (1) (\$ billions)

| Year | In dollars<br>when occurred | In 2022<br>dollars (2) |
|------|-----------------------------|------------------------|
| 2013 | \$24.1                      | \$31.0                 |
| 2014 | 23.2                        | 29.2                   |
| 2015 | 22.9                        | 28.8                   |
| 2016 | 31.6                        | 39.3                   |
| 2017 | 130.9                       | 158.7                  |
| 2018 | 60.4                        | 71.6                   |
| 2019 | 38.8                        | 45.2                   |
| 2020 | 81.0                        | 93.3                   |
| 2021 | 93.3                        | 102.7                  |
| 2022 | 98.8                        | 99.9                   |

The Hard Market in Alaska

The Hard Market in Alaska

Commercial Property Commercial Auto Excess Liability (Transportation)



1. Never Risk more then you can afford to lose



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident
- 5. There is no such thing as an "uninsured" loss



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident
- 5. There is no such thing as an "uninsured" loss
- 6. Consider the likelihood of events and the impact (frequency & severity)



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident
- 5. There is no such thing as an "uninsured" loss
- 6. Consider the likelihood of events and the impact (frequency & severity)
- 7. Risk is present in every business activity



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident
- 5. There is no such thing as an "uninsured" loss
- 6. Consider the likelihood of events and the impact (frequency & severity)
- 7. Risk is present in every business activity
- 8. A combination of risk identification methods should be used



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident
- 5. There is no such thing as an "uninsured" loss
- 6. Consider the likelihood of events and the impact (frequency & severity)
- 7. Risk is present in every business activity
- 8. A combination of risk identification methods should be used
- 9. Don't treat insurance as a substitute for risk control



- 1. Never Risk more then you can afford to lose
- 2. Don't Risk a lot for little gain
- 3. Risk Identification is the most important step of managing risk
- 4. Risk is not always self evident
- 5. There is no such thing as an "uninsured" loss
- 6. Consider the likelihood of events and the impact (frequency & severity)
- 7. Risk is present in every business activity
- 8. A combination of risk identification methods should be used
- 9. Don't treat insurance as a substitute for risk control
- 10. Risk is subject to diagnosis and treatment

Send requests for the "Top 10 methods for identifying risk" to chris@businessinsuranceassociates.com





• Courts & Jury's often tilted in favor of injured party in lawsuits vs. property/business owners





- Courts & Jury's often tilted in favor of injured party in lawsuits vs. property/business owners
- An entire industry dedicated towards legal pursuit of claims vs. property/business owners



- Courts & Jury's often tilted in favor of injured party in lawsuits vs. property/business owners
- An entire industry dedicated towards legal pursuit of claims vs. property/business owners
- Free online coaching is readily available to assist those in pursuing claims



- Courts & Jury's often tilted in favor of injured party in lawsuits vs. property/business owners
- An entire industry dedicated towards legal pursuit of claims vs. property/business owners
- Free online coaching is readily available to assist those in pursuing claims







HOME INDUSTRIES V BLOG CAREERS CONTACT



#### Address

9138 Arlon Street, Suite A-1 Anchorage, Alaska 99507 USA

#### Phone Number

Telephone: 907.274.4142 Fax: 907.274.8721

Email

Info@BusinessInsuranceAssociates.com

https://businessinsuranceassociates.com/



HOME

GETTING STARTED EVENTS & TRAINING TOOLS NEWS ABOUT

FAQ »

### Answers to Common Questions

Our FAQ area has info on UEI, SAM, GSA, and other government contracting topics.

search here

Where Government Contracting Starts

### Are you new to government contracting?

Government contracting is a more complex, involved business process than what is usually found in the private sector.



# **Program Introduction**

### Now Alaska APEX Accelerator!

- Formerly Procurement Technical Assistance Center (PTAC)
- Free assistance with all aspects of government contracting, from cradle to grave (start to finish) for federal, state and local purchasing activity
- Free one-on-one appointments
- Free workshops (Special events and extended training session may have registration fees)
- The Alaska APEX is one of 94+ other PTACs across the US, Puerto Rico, & Guam

https://apexalaska.org/ https://www.aptac-us.org/ https://www.apexaccelerators.us/#/

UAA Business Enterprise Institute UNIVERSITY of ALASKA ANCHORAGE

The Alaska APEX is a program of the UAA Business Enterprise Institute (BEI) and funded in part through a cooperative agreement with the Department of Defense Office of Small Business Programs



#### Where Government Contracting Starts

## **Questions?**

### **Alaska APEX Accelerator Staff Contact Information**

### Anchorage: Phone: 907-786-7258

Carolyn Pratt, Program Manager Jody King, Contract Specialist II Lynda Gregory, Program Specialist

| <u>capratt@alaska.edu</u> | 907-786-7259 |
|---------------------------|--------------|
| <u>ilking8@alaska.edu</u> | 907-786-7270 |
| Imgregory@alaska.edu      | 907-786-7258 |

pdthompson@alaska.edu

### Fairbanks: Phone: 907-456-7288

Pierre Thompson, Center Director/Contract Specialist

General email: info@apexalaska.org

Website: https://alaskapex.org

To request assistance, sign up here: <u>https://akptac.ecenterdirect.com/signup</u>



How can the Alaska APEX help you?