

CFO Forum Pa. February 2024 Minutes

Virtual meeting was to learn about captive insurance.

Our SME speaker was John Zukus. Many years of specializing in captive insurance solutions for the middle market. His firm is Alliant Insurance, an insurance leader and his office is in Wayne, Pa. He can be reached at 717 371 0430 or john.zukus@alliant.com

As background, captives have been used by large firms and industry groups for self-insurance of the best risk companies with phenomenal savings along with investment benefits. In the private sector, captives also exist and the key is to have a trusted, very capable advisor to evaluate and administer the process to apply to a captive and then manage the relationships. The relevant insurance coverages include workmen's comp, general liability and often fleet coverage.

From a CFO standpoint, we learned, and you can review on the zoom recording on our website if you missed the session, that this clearly is a best practice, not available to everyone that encompasses a culture change, creates a very long term approach to managing risk coupled with a financial structure with incredible benefits. Also, captives of 30 years ago were crude and had some problems so don't let a past perception or problem taint your review of what a current captive can do for you.

My engineering firm is in NYC and an expensive insurance market. We have had a perfect record in work comp, general liability and fleet in the last two years-wish I would have met John 3 years ago!

If your premiums for the above coverages exceed \$200k AND you are a safety conscious, above average risk firm, you should schedule some time with John. If you don't know where you stand on near misses, recordables, claims, loss management-you need an insurance advisor and

not an insurance broker/ sale-person! For example, if you ,as CFO, are not analyzing risk, driving the appropriate analysis and reporting and actively managing the cost, your successor will likely do a better job. RISK management is a pillar of the financial executive's responsibility. If this is foreign to you, give me a call as we have covered this topic before and we have many best practices to help you.

Housekeeping:

Visit the slides and the recording on the website. www.thecfosolution.org

Other:

If you are in need of employees feel free to contact me and I will share with our network OR you can reply all to our distribution list. IF you know anyone looking for fractional Controller or CFO positions within the area, please have them contact me.

Healthcare analysis of 2023 spending should be done now. If you want an assessment, contact me. Same for tax credits, insurance, operating cost savings and other topics. Call me to chat about your situation.

As always, if you want to support Folds of Honor as we raise funds to provide scholarships for families of our fallen and disabled veterans and first responders, please contact me. Scholarships of up to \$5,000 per year. The window for a someone to apply is now open for 60 days. Love to have you attend or provide a donation for our fund raising. Contact me for our calendar and opportunities to volunteer, promote or contribute.

March 20 topic is TIME management-could you handle a 20% productivity improvement in your life and in your company?

April 17 topic is likely to be a great analytic tool for Finance, Sales and other functions. Mark your calendar 8 30 to 10 30. Zoom invites will be sent. Bring a guest.

