



Minnesota Insurance Scholastic Trust

Full Membership Renewal Meeting
July 1, 2023 – July 1, 2024

May 9, 2023

Agenda



- I. Introductions and Welcome Sandy Linn
- II. Roll Call
- III. Approval of Agenda – motion required
- IV. Public Comment
- V. Approval of Meeting Minutes
 - a. December 20, 2022 – motion required
- VI. Chairperson's Report Sandy Linn
- VII. Treasurer's Report Lisa Johnson
- VIII. Program Administrator's Annual Renewal Presentation: - motion required Byron Given & Jack Kurcab
- IX. Gallagher Bassett Presentations:
 - a. Claim's Administration Presentation Emily Wells
- X. Other Matters
 - a. Cyber Loss Control Resources
- XI. Future Full Membership Meeting Date:
 - a. Midterm Review – December 2023 – Virtual via Teams
- XII. Adjournment- motion required



Minnesota Insurance Scholastic Trust

Chairperson's Report

Sandy Linn

MIST Chairperson's Report



- **MIST provides your district a HOME, you wont be dropped**
- MIST is owned & operated by Minnesota school districts
- **A net position of over \$1.9M**
- All MIST Members enjoy comprehensive Cyber Individual Cyber Limits - \$2M
- Program is 100% transparent, all financials, rates, fees and commissions are disclosed to all members.
- MIST provides members surplus distributions - \$375K distributed to date

**MIST's 10th year of
service to
Minnesota Schools!**

Stronger Together

Your MIST Executive Board



MIST Position	Name	Member District
MIST Chairperson	Sandy Linn	New Prague Area Schools
MIST Vice - Chairperson	Andrew Adams	Austin Public Schools
Treasurer	Kent Fritze	Park Rapids Area Schools
Board Member	Sarah Slaby	Winona Area Public Schools
Board Member	Kristi Anderson	Maple Lake Public Schools
Board Member	Kim Sandry	MACCRAY Public School District

MIST Net Position

As 3/31/2023



\$1,919,051

*3/31/23 Net Position

Previously Carrier Profit, now it belongs to MIST



Minnesota Insurance Scholastic Trust

Treasurer's Report

Lisa Johnson - ARTEX

Treasurer's Report



FINANCIAL STATEMENTS
MINNESOTA INSURANCE SCHOLASTIC TRUST

March 31, 2023

Artex

Treasurer's Report - Statements of Net Position

March 31, 2023



ASSETS

Cash	\$ 1,748,075
Contributions Receivable	32,250
Deductible Receivables	21,380
Premium Refunds Receivable	1,049
Excess Insurance Recoveries Receivable	1,698,585
Aggregate Excess Receivable	958
Prepaid Expenses	9,129

TOTAL ASSETS	\$ 3,511,426
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LIABILITIES AND NET POSITION

LIABILITIES

Accounts Payable and Other Accrued Expenses	\$ 2,250
Due to Related Parties	1,049
Due to Insurance Carriers	10,000
Reserve for Outstanding Losses	931,656
Reserve for IBNR Losses	647,420

TOTAL LIABILITIES	1,592,375
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NET POSITION

Retained Loss Fund FY 16-17	-
Retained Loss Fund FY 17-18	262,227
Retained Loss Fund FY 18-19	102,753
Retained Loss Fund FY 19-20	25,586
Retained Loss Fund FY 20-21	955,887
Retained Loss Fund FY 21-22	-
Retained Loss Fund FY 22-23	150,530
Contingency Fund	268,921
Unallocated Surplus	153,147

TOTAL NET POSITION	1,919,051
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TOTAL LIABILITIES AND NET POSITION	\$ 3,511,426
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Statements of Revenue/Expenses – March 31, 2023



	March 31, 2023	Budget for Year Ending June 30, 2023	Variance Over/(Under) Budget (\$)	Variance Over/(Under) Budget (%)
REVENUES				
Premium Contributions	\$ 4,675,678	\$ 4,605,443	\$ 70,235	1.53%
Broker and Pool Management Contributions	455,848	455,848	-	0.00%
Loss Fund Contributions	1,815,922	1,815,922	-	0.00%
Operating Fund Contributions	127,649	95,399	32,250	33.81%
Investment Income	43,731	-	43,731	0.00%
Total Revenues	7,118,828	6,972,612	146,216	2.10%
EXPENSES				
Premiums to Excess Insurance Carriers	4,675,773	4,605,443	70,330	1.53%
Losses and Loss Expense Paid and Incurred				
Paid Losses	2,444,853	1,815,922	628,931	34.63%
Change in Case Reserves	(222,083)	-	(222,083)	0.00%
Change in IBNR	231,029	-	231,029	0.00%
Deductible Reimbursement	(43,207)	-	(43,207)	0.00%
Excess Insurance Reimbursement	(479,086)	-	(479,086)	0.00%
Excess Aggregate Reimbursement	(958)	-	(958)	0.00%
Subrogation Recoveries	(21,462)	-	(21,462)	0.00%
Net Loss Expense	1,909,086	1,815,922	93,164	5.13%
Broker and Pool Management Fees				
Management Fees-AJG	335,167	335,167	-	0.00%
Claims Processing (GB)	19,080	92,601	(73,521)	(79.40%)
Loss Control Fees-GB	28,080	28,080	-	0.00%
Total Cost of Broker and Pool Management Fees	382,327	455,848	(73,521)	(16.13%)
Other Operating Expenses				
Treasury Services (Artex)	28,875	28,875	-	0.00%
Pool D&O, E&O Insurance	35,921	35,921	-	0.00%
Crime Insurance for Board	2,199	2,199	-	0.00%
Property Appraisal Services	32,250	-	32,250	0.00%
Audit Services	9,050	8,875	175	1.97%
Actuary Services	5,250	9,750	(4,500)	(46.15%)
Legal Services	-	3,000	(3,000)	(100.00%)
Bank Charges	9	1,000	(991)	(99.10%)
Board Meeting Expenses	-	1,000	(1,000)	(100.00%)
Miscellaneous	-	1,000	(1,000)	(100.00%)
Total Other Operating Expenses	113,554	91,620	21,934	23.94%
TOTAL EXPENSES BEFORE DIVIDENDS	7,080,740	6,968,833	111,907	1.61%
Member Dividends	-	-	-	-
CHANGES IN NET POSITION	\$ 38,088	\$ 3,779	\$ 34,309	907.89%
Net Position-beginning	1,880,963	-	-	-
Net Position-ending	\$ 1,919,051	\$ 3,779	-	-

**MIST Net
Position**



The financial information contained in this report was prepared by Artex Risk Solutions, Inc. in its capacity as administrator of MIST. The information contained in this report is solely for the information and use by the management of MIST and is not intended to be used, and should not be used, by any other party.



Minnesota Insurance Scholastic Trust

Pool Administrator's Report

Byron Given, Jack Kurcab, Nick Lano



Minnesota Insurance Scholastic Trust

MIST Brokerage & Admin Team



RPA / Gallagher Team

Name/Title	Phone/Alt. Phone	Email
Byron Given – Area Vice President – Senior Program Director	630-694-5367	Byron_Given@rpadmin.com
Jack Kurcab – Area Vice President – Program Director	630-634-4036	Jack_Kurcab@rpadmin.com
Nick Lano – Area Vice President	(612) 597-6327	Nick_Lano@ajg.com
Laura O'Malley - Executive Program Manager	630-228-6717	Laura_OMalley@rpadmin.com
Katie Navin- Senior Client Service Manager	630-228-6665	Katie_Navin@rpadmin.com

Loss Control - Gallagher Bassett

Name/Title	Phone/Alt. Phone	Email
Jonathan Wilson - Loss Control Consultant	630-936-3048	Jonathan_Wilson@gbtpa.com



Pool Administrator's Report

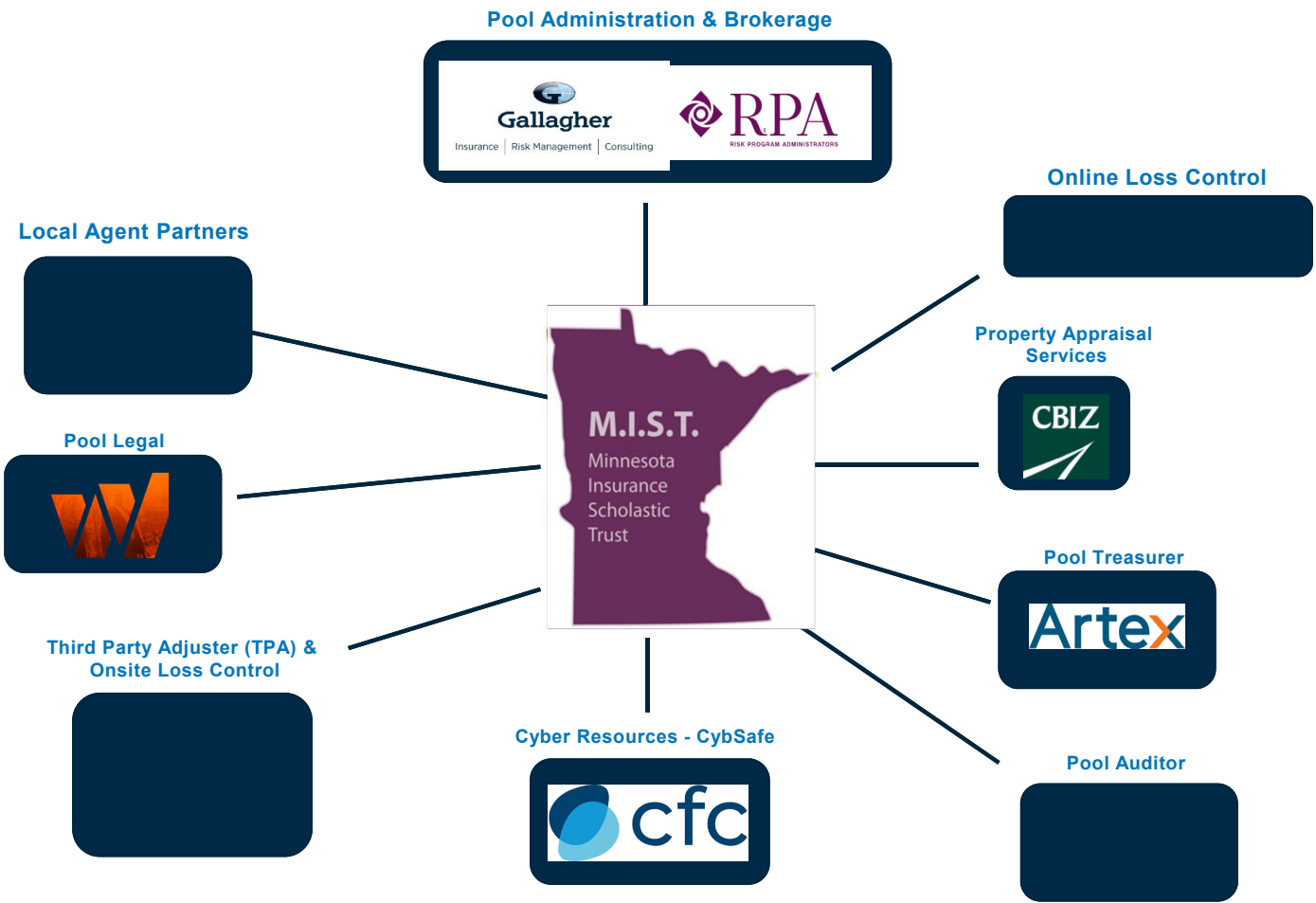
Feb, March, April, May



- Coordinated 2 Executive Committee meetings
- Reviewed online Questionnaires/Changes and followed up with members regarding outstanding information missing as well as supplemental applications.
- Prepared renewal submissions to the marketplace
- Met with carriers to discuss 2023-2024 targets
- Prepared and submitted renewal requests to carriers for P&C
- Prepared and submitted renewal requests to carriers for E&O and Crime
- Prepared Property/Casualty Renewal proposal for Executive Committee Meeting
- Compiled Property/Casualty data and submitted it to Casualty Actuarial Consultants for preparation of the program actuarial report, funding levels and premium allocations
- Prepared and set up meeting packets for Board meetings and full membership meetings
- Attending AGRIP – Association of Governmental Risk Insurance Pools
- Worked with MIST Treasurer Artex to finalize 2023-2024 Operating Budget
- Negotiated renewal terms and conditions with carriers
- Place Builders Risk Policy for Members as Needed
- Reviewed, responded and subsequently issued Certificates of Insurance on behalf of MIST Members.
- Reviewed and answered coverage questions from MIST Members
- Reviewed contracts as needed for members
- Settlement Requests sent out for claims
- Secured vendor renewal contracts for 2023 renewal
- Negotiated discounted pricing on cyber loss control – Secure Halo



MIST Partners





Minnesota Insurance Scholastic Trust

2023-2024 Property / Casualty Renewal

MIST Members

New Prague Area Schools 721
Austin Public Schools 492
Winona Area Public Schools 861
Park Rapids Area Schools 309
Maple Lake Public Schools 881
MACCRAY Public School District 2180
ACGC Public Schools 2396
Albert Lea ISD 241
Barnum Public Schools 91
Belle Plaine Public Schools 716
Breckenridge Public Schools 846
Eastern Carver County Schools 112
Edina Public Schools 273
Elk River Area School District 728
Fillmore Central School District 2198
Grand Rapids ISD 318
Greenway Public Schools 316
Hastings Public Schools 200
LeSueur-Henderson Public Schools 2397
New London Spicer Schools 345
South St. Paul ISD 6
SouthWest Metro 288
St Louis Park Public Schools 283
Waconia Independent School District 110
Watertown-Mayer Public School 111
White Bear Lake 624



26 Member Districts

MIST Statistical Renewal Information



	2022-2023	2023-2024	% Change
Members	26	26	
Total Insured Values	\$5,598,215,788	\$7,345,215,788	31.2%
Student Count	89,949	91,348	1.6%
Vehicle Count	763	735	-3.7%



* Property Valuation



Minnesota Insurance Scholastic Trust

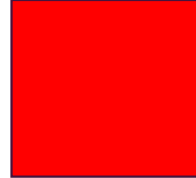
State of the Insurance Marketplace



State of the Insurance Marketplace in one Slide



- **Property**
- **Property Valuations**



Extremely Hard Market: Rates increasing, terms eroding, shrinking capacity. (If you get something good take it and run)

- **General Liability & Abuse**
- **Auto**
- **Excess Liability**
- **Pollution**



Hard Market: Challenging renewals. General rate increase but options and coverage readily available.

- **Cyber**



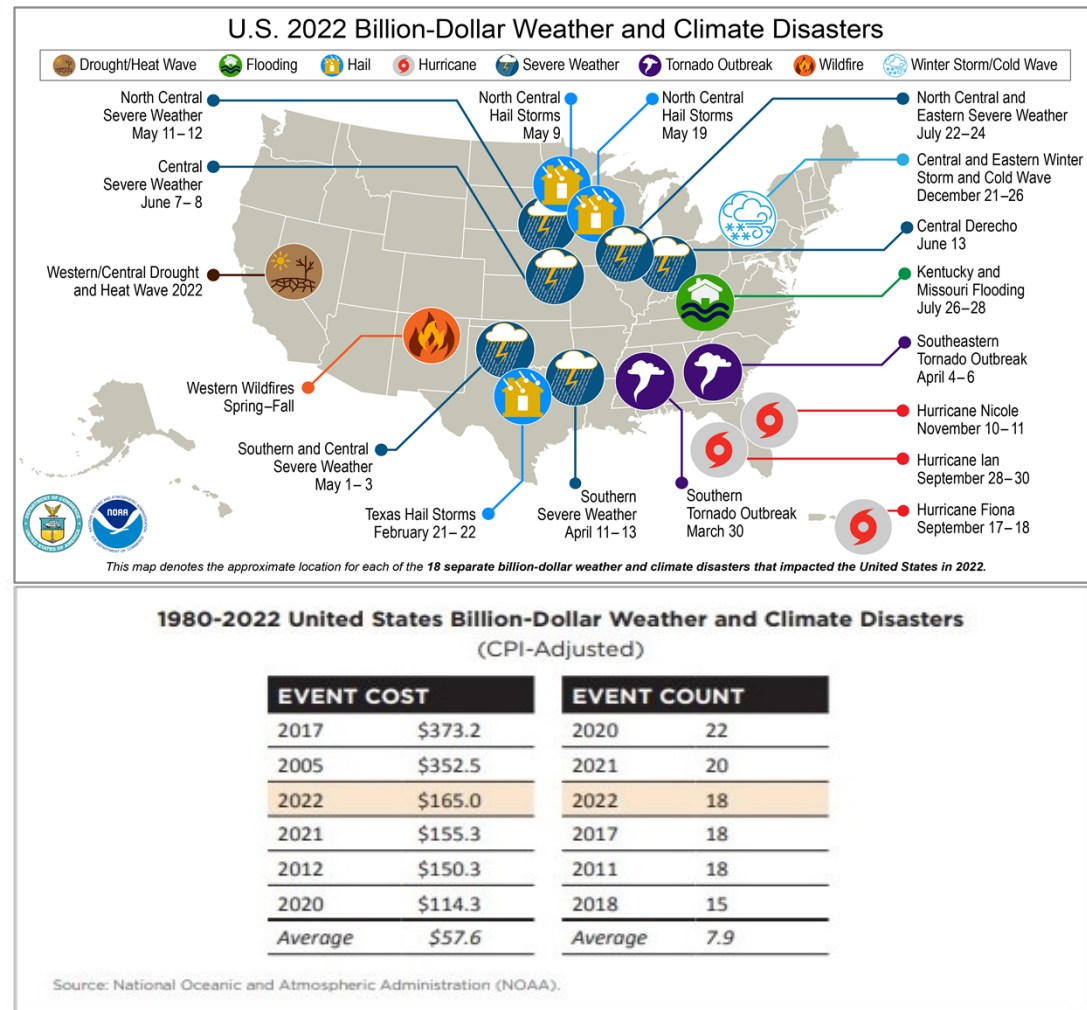
Soft/Softening: Carriers compete for MIST's business. We can drive down rates and costs. In some cases market is still hard but shows dramatic signs of improvement (Cyber)

Key Driver #1: Frequency & Severity of Losses



Continued Trend of Severe Weather :

- Global Insured Losses from Natural Disasters topped **\$165B in 2022 – 3rd costliest year on record**
 - Ian tied for the 2nd strongest hurricane on record
 - Winter Freeze – December 25, 2022
 - (Major impacts on 1.1, reinsurance treaties)
- Serve Convective Storms (SCS) one of the main drivers of the above losses now that % deductibles have been applied on coastal risks
- Primary insurers are looking to pass off more risk to Midwest insureds by adding percentage deductibles for secondary perils such as Hail/Tornado/Flood/Etc. (1-3%) and cosmetic roof exclusions
- Insureds with losses will see larger rate increases than those with clean losses

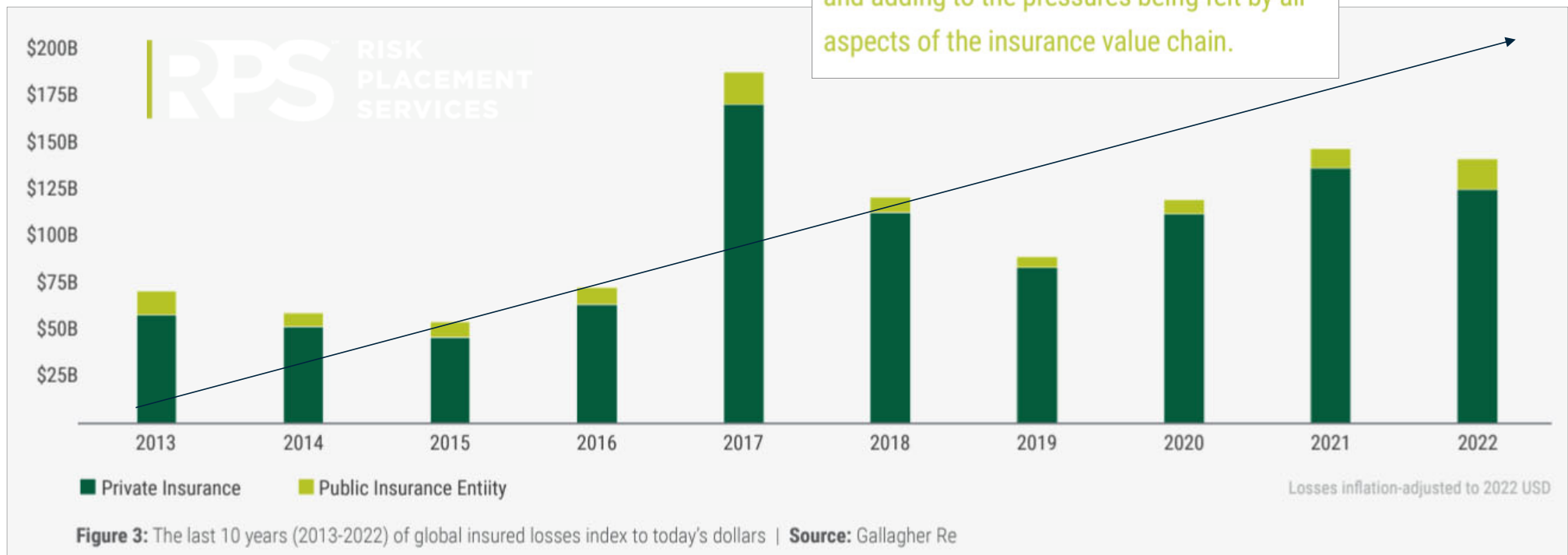


State of the Insurance Marketplace

10 year look back



The US property market finds itself in turbulent times, with a number of internal and external factors affecting market dynamics and adding to the pressures being felt by all aspects of the insurance value chain.



Key Driver #2: Reinsurance Scarcity



January Renewals See Hardest Property Catastrophe Reinsurance Rates in Generation
By L.S. Howard | January 4, 2023



APCIA Says Property Insurance Market ‘Hardest in a Generation’
By Jim Sams | March 29, 2023

BUSINESS INSURANCE

RISK MANAGEMENT WORKERS COMP INTERNATIONAL RESEARCH & REPORTS PEOPLE

[Risk Management](#)

Property reinsurance rate hikes reach high double-digits
[Matthew Lerner](#)
April 03, 2023

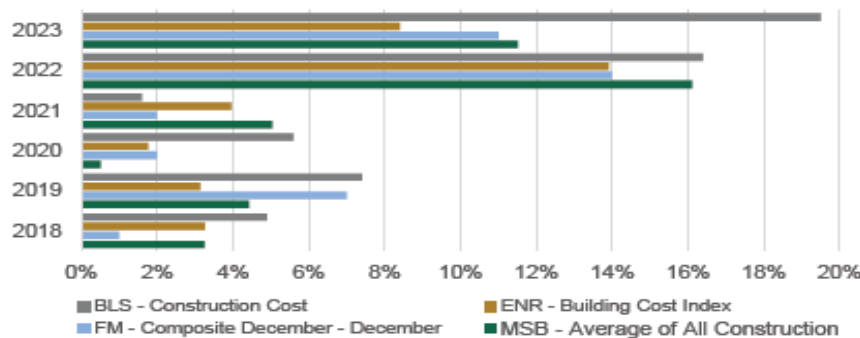
Key Driver #3: Property Valuations

Inflation and Valuation

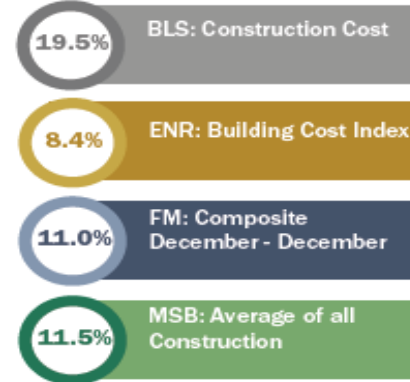
- Persistently high inflation has driven up replacement costs. Supply chain challenges impacting downtime and business income losses. Current CPI – Inflation: 6-7%
- Focus on accurate building values for all insureds across all sectors, not just the public sector



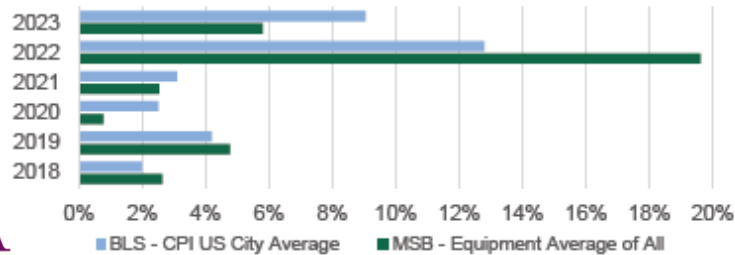
Construction Cost Trends January Yearly



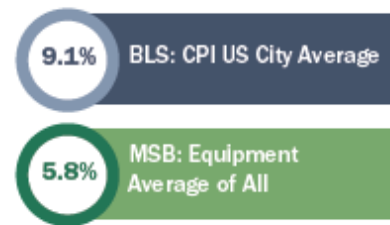
2023 Construction Cost Trends



Equipment Cost Trends January Yearly



2023 Equipment Cost Trends



Sources
 Marshall & Swift/CoreLogic - Quarterly Cost Indexes
 FM Global - Cost Trends - Industrial Buildings
 US Bureau of Labor Statistics - Consumer Price Index
 Engineering News-Record
 Risk Management Solutions

General Liability & School Board Legal Liability



Liability:

- Loss trends continuing to increase albeit at slower rate than property.
- Social inflation driving higher nuclear verdicts for liability and sexual abuse claims.
- Continued underwriting focus on sexual abuse, frequency and severity continue to increase.
- General Liability and School Board Legal are both difficult and see rising premium costs in the neighborhood of 5-20%+ depending on a variety of factors such as loss experience and jurisdiction.
- Higher Excess Limits are still most challenging.

SBLL/IEP:

- Influx of claims coming in from pent up COVID-19 closures/slowdown like many other lines of coverage.
- Employment practices activity continues to increase across all sectors and all regions
- Costs and deductibles still seeing increase across the board, retro dates continues to be an underwriting focus



Other Challenging Lines of Coverage



Automobile:

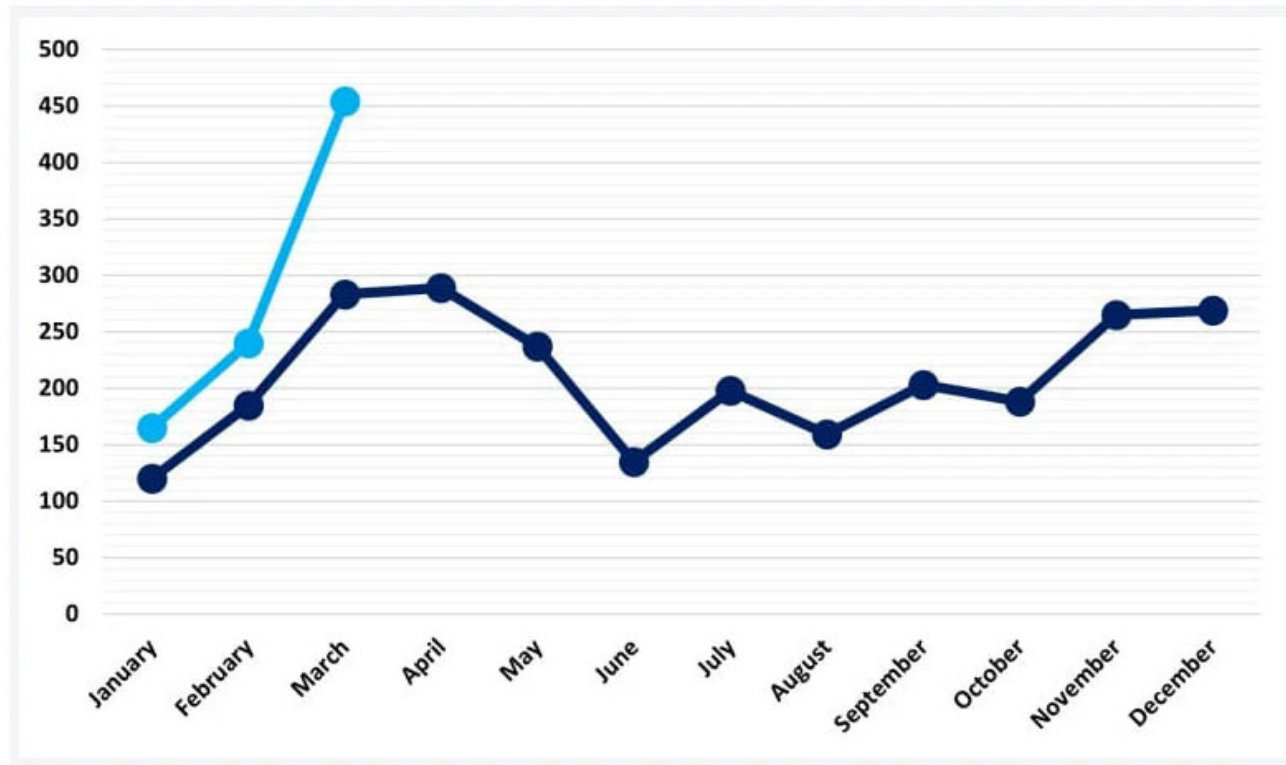
- Claims back to pre-pandemic levels
- Driver shortage – quality of drivers
- Focus on “Drop of and Pick Up” Process
- Lost costs continue to rise with each auto accident
 - Material, Labor and Supply Shortage continue to be a challenge
 - Higher Liability Settlements during economic downturns
- Rate per auto continues to increase, deductibles are rising
- Inflation & social inflation continue to have a major impact on auto renewals:
 - ✓ New Technologies making it more expensive to repair
 - ✓ Distracted driving – i.e. Cell Phones
 - ✓ Jurisdiction of insured losses – Increased claim costs on litigation environment
 - ✓ Out of state travel continues to be a concern of underwriters

Cyber: The Pleasant & Somewhat Unexpected Surprise



- K-12 Cyber Market has stabilized however we believe this may be temporary. Market has potential to change quickly.
- Capacity has returned however the market softening says more about where rates and deductibles are now vs 3-4 years ago. Carriers now see profit potential returning.
- Insureds with losses will see higher rates than insureds with clean loss experience
- Schools have been forced to improve:
 - ✓ Training Employees/Phishing Emails
 - ✓ MFA for Email
 - ✓ Endpoint Detection
 - ✓ Penetration Testing
- War in Ukraine helping us? Unintended positive effects for cyber attack?
- Carrier Competition has pushed competitive renewals for K-12 sooner than anticipated for **more Favorable K-12 Risk**

Cyber Attacks Continues – 2022 vs 2023



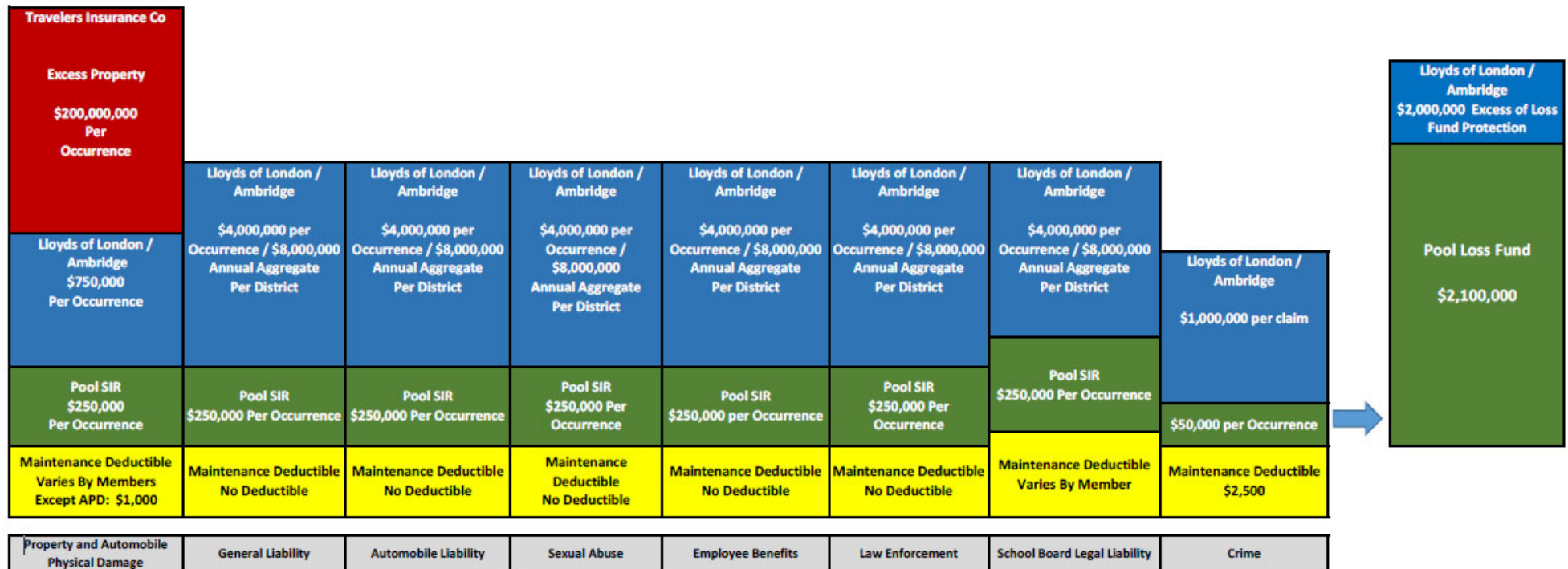
Monthly ransomware attack graph, dark blue: 2022, light blue: 2023 (NCC Group)



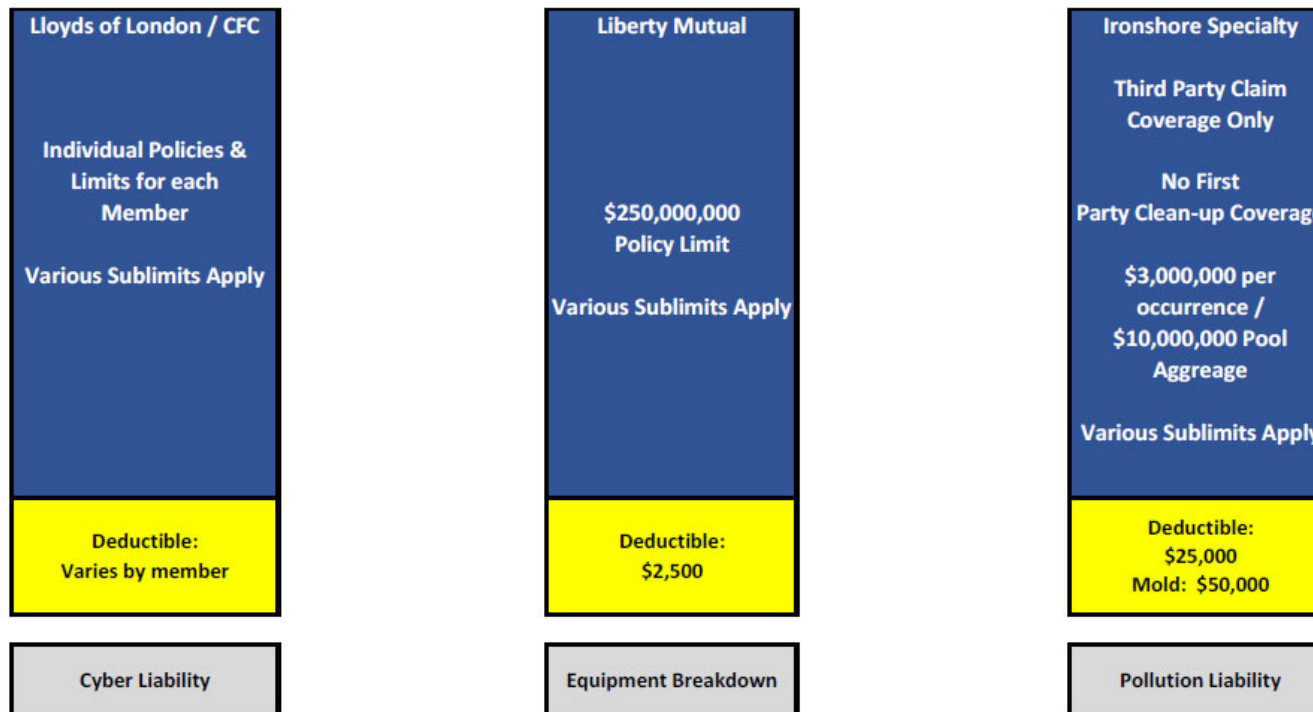
**2 MIST Districts had
Cyber Claims in 2022-23**

Property/Casualty Program Structure

Property & SBLL Maintenance Deductible Tiered by TIV 2023-2024



MIST First Dollar/Traditional Policies 2023-2024



- (1) Various deductibles/sub-limits by district apply.
- (2) * Individual policy, individually underwritten, individual limits of liability

Key Meeting Takeaways



- MIST is still more competitive than the open marketplace with better coverage terms & deductibles
 - MIST continues to grow and expect to continue to add new members through 2023/2024.
 - Expect to continue to increase net position.
 - **No % Wind/Hail deductibles for MIST, which are becoming the norm in MN outside of MIST. (Example Next slide)**
 - No roof restrictions on coverage, no change in terms and conditions
 - Over 75% of increase this renewal cycle is pure exposure increases due to building value inflation.
 - Less than a quarter is true rate increase.
 - Competitive Cyber Renewal even with recent claims from several members.
- MIST has confidence going forward on valuations. Our members are properly protected from a large loss which is the reason for insurance in the first place.
- MIST provides renewal Numbers Early. Many districts outside of MIST won't have renewal figures until late May or even June due to difficult market conditions.
- **You Have a HOME in MIST.**



How do % wind/hail deductibles work?



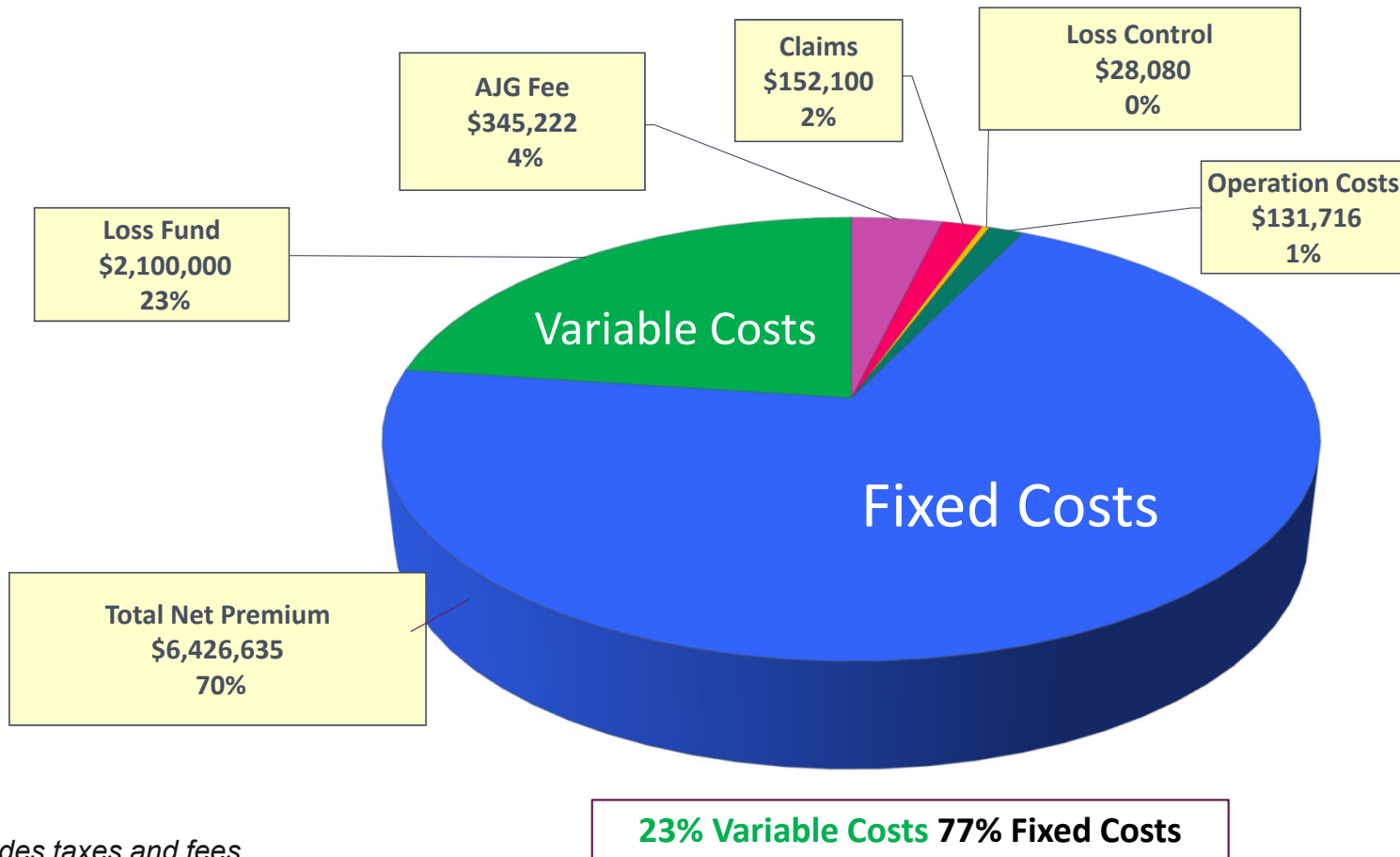
We are seeing a lot of standard market carriers adding % wind/hail deductibles. We feel that most districts don't have a strong understanding of what this means to them in the event of a loss:

Example:

- MIST Average Location is valued at \$40,000,000
- Percentage applies to the value of building/contents that incurred the loss
- 3% wind/hail deductible of this location would be \$1,200,000
- 1% wind/hail deductible of this location would \$400,000

MIST DOES NOT HAVE % Wind/Hail Deductibles

2023-2024 Property/Casualty Renewal



Excludes taxes and fees



Minnesota Insurance Scholastic Trust

Allocation Methodology Review

Byron Given & Jack Kurcab

Allocation Methodology



PACKAGE AND LOSS FUND:

- Package and loss fund are allocated by the MIST actuary for current members.
- New members are quoted for the package & loss Fund based on quotes provided by the carrier.

BOILER, EXCESS PROPERTY, POLLUTION

- These lines of coverage are rated on a rate per \$100 of total insured value (TIV) for each member.
- New members are quoted at that same rate.
- The rate is the same for all members.

Allocation Methodology



CYBER LIABILITY

- Individual policies. Premium is designed as a group purchase but each member's premium will vary subject to their individual security protocols and claims.

TPA COSTS – GALLAGHER BASSETT

- All members receive the same % increase or decrease for TPA costs.
- New members are charged in accordance with the per unit claim charge listed in the TPA contract applied to their 5-year average.

LOSS CONTROL

- This service is charged on a flat fee of \$1,120 per visit. Additional units can be purchased.

Allocation Methodology



GALLAGHER ADMINISTRATIVE AND BROKERAGE FEE

- All members receive the same % increase or decrease for administrative/brokerage costs.
- New members are charged on a rate per student.

OPERATION FEE

- All members receive the same % increase or decrease for operation costs.
- New members are charged for operation costs based on a fixed % applied to their total contribution.
- The percentage is calculated at each renewal by dividing the operation cost into the total program contribution.



Minnesota Insurance Scholastic Trust

Actuarial Debit/Credit Review

Byron Given & Jack Kurcab



MIST Debit / Credit for Package Premium & Loss Fund

1. # of loss years used? 5 loss years

2. Which loss years are used?

Only completed loss years are used, so that would include:

7/1/17-18, 7/1/18-19, 7/1/19-20, 7/1/20-21, 7/1/2021-22 in the current analysis.

New Members (joining on 7/1/18 or after) – Receive no debit credit allocation for first year (receive % change of pool renewal for Package/Loss Fund)

3. What Cap (if any) is applied to individual members large losses (not the debit/credit price cap). For example, a P/C loss gets capped at the \$250,000k SIR for P/C (if that option is chosen)?

The losses in the credit-debit process are capped at the corresponding SIR – \$250,000, if recommended program is selected.

4. Are loss years used in the debit/credit calculation for years members were not in MIST or are only the years they participated in MIST used for the calculation?

Yes, non-MIST loss years are used in the process to complete the 5 years analysis.

5. What is the weighting of the debit credit system?

Similar to last year, we use a weighting of 80% loss and 20% exposure.

Property/Casualty Loss Fund & Package Premium Allocation

Actuarial Analysis - Allocation Methodology (Debit/Credit System)



- **Exposures used:**
 - Total Insured Values, Student Count, Vehicle Count
- **The actuarial approach to allocating the Pool's Loss Fund and Package premium will further allow MIST members to control their own destiny and pricing**
 - Expiring debit/credit is 15% for both the Package Premium & Loss Fund
 - Renewal debit/credit is the same 15% debit/credit for Package Premium and Loss Fund

MINNESOTA INSURANCE SCHOLASTIC TRUST (MIST)
MAY 2023



 **GALLAGHER BASSETT**
GUIDE. GUARD. GO BEYOND.

AGENDA

- Partnership review
- Claim trends – 5 years
- Litigation Management savings
- Misconduct reporting reminder
- GB Team

PARTNERSHIP REVIEW

- Partnership began: 7/1/2013

- Total claims handled: 960

- Total incurred: \$15,975,931

- Litigation: 4%

- Average cost per claim

- Auto: \$5,199

- GL: \$12,183

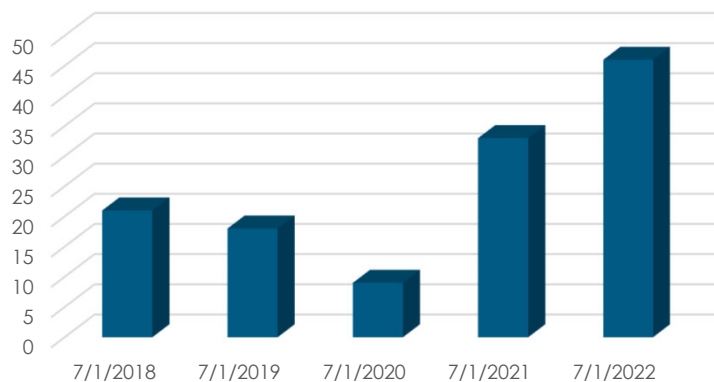
- Professional: \$36,977

- Property: \$23,840

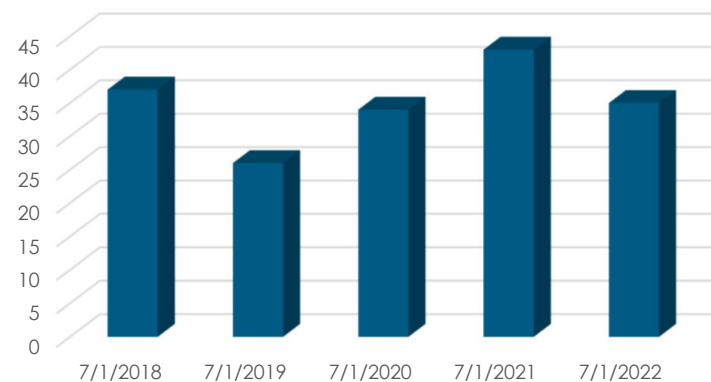
*Numbers are uncapped

5-YEAR CLAIM FREQUENCY TRENDS BY COVERAGE

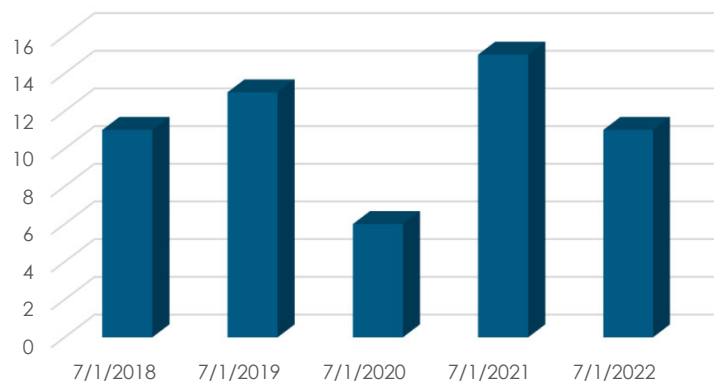
AUTO



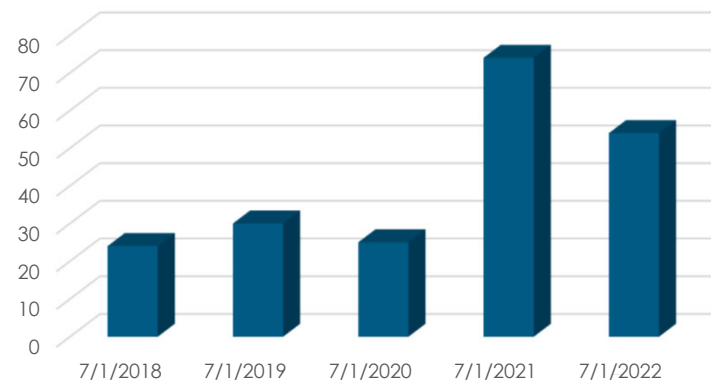
GL



SBLL/EPLI

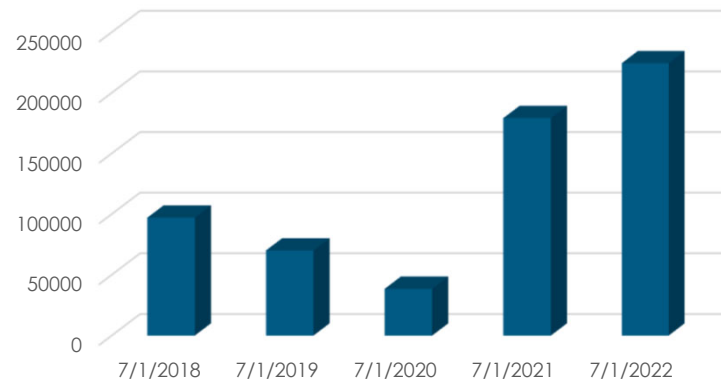


PROPERTY

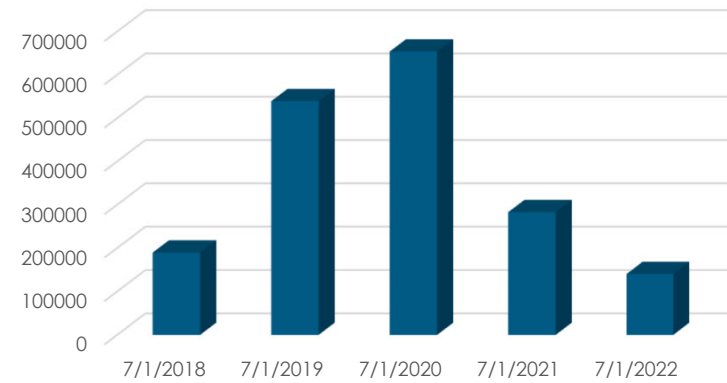


5-YEAR CLAIM SEVERITY TRENDS BY COVERAGE

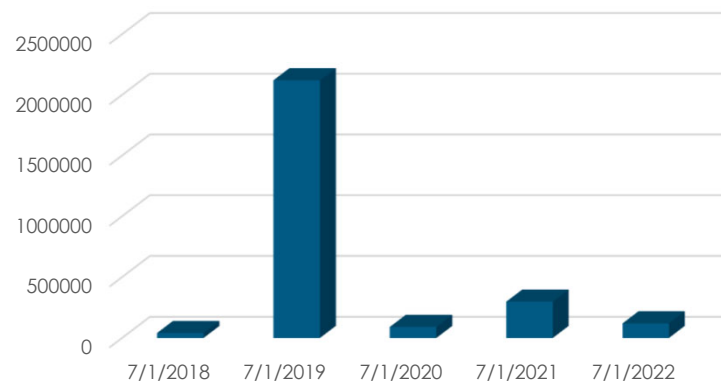
AUTO



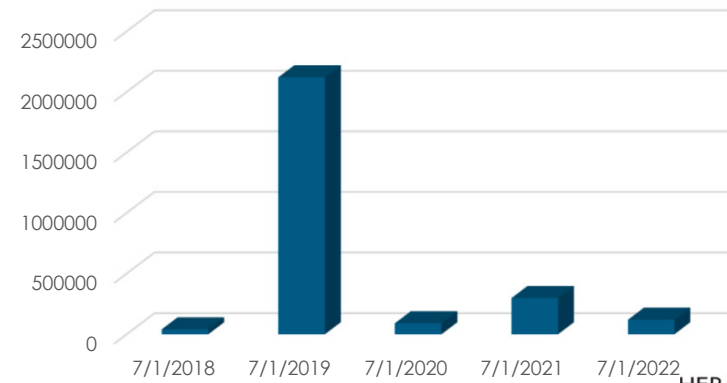
GL



SBLL/EPLI



PROPERTY



GBLMP SAVINGS OF ALMOST \$18K OVER THE LAST 12 MONTHS, WHICH IS ALMOST A 5% SAVINGS

Period	Billed Fees, Expenses, and Taxes	Net Adjustments	% Savings
4/1/22-6/30/22	\$66,033	(\$3,817)	5.78%
7/1/22-9/30/22	\$95,990	(\$8,923)	9.30%
10/1/22-12/31/22	\$240,057	(\$4,390)	1.83%
1/1/23-3/31/23	\$66,665	(\$646)	0.97%
Total	\$468,745	(\$17,776)	4.47%

180 DAY REPORTING REQUIREMENT

Sexual abuse and harassment incidents must be reported **as quickly as possible**
MIST's carrier partner requires notice within 180 days of the District's **discovery** of an incident

"Discovery" Policy Definition:

Any actual, attempted or pending alleged SEXUAL ABUSE shall exist when any of the NAMED ASSURED'S officials, trustees, directors, officers, partners or any person that the NAMED ASSURED has made responsible in an official capacity to prevent SEXUAL ABUSE has taken receipt, learned, or in the exercise of reasonable care should have known:

- (a) of any lawsuit alleging SEXUAL ABUSE; or
- (b) of any demand for money or services based upon alleged SEXUAL ABUSE; or
- (c) of any criminal investigation or prosecution alleging SEXUAL ABUSE; or
- (d) of any allegation by an alleged victim or by a parent or guardian of the alleged victim of SEXUAL ABUSE, whether the allegation is or is not accompanied by a demand for money or services; or
- (e) of any report from any other person alleging SEXUAL ABUSE, and a person or group designated by the NAMED ASSURED to investigate the allegation has investigated and as a result of the investigation has recommended that any action of any kind be taken by or on behalf of the NAMED ASSURED with respect either to the alleged ASSURED or the alleged victim; or
- (f) that the alleged ASSURED has admitted to acts of SEXUAL ABUSE.

GALLAGHER BASSETT TEAM

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***Denotes change**



 **GALLAGHER BASSETT**
GUIDE. GUARD. GO BEYOND.

THANK YOU!



Minnesota Insurance Scholastic Trust

Cybersecurity Loss Control - **Secure Halo**

Byron Given & Jack Kurcab



What would Cybersecurity Consulting encompass?

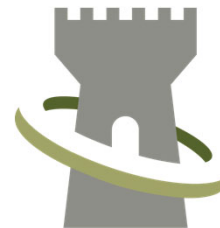


8 hours or 4 hours of Cybersecurity consulting per member district

- Secure Halo will provide a retainer of up to eight (8) hours of cybersecurity consulting services to discuss specific questions, interests, needs of each district. Retainer hours allow each district to utilize Secure Halo expertise more in depth to increase overall cyber security posture across the district.

Cybersecurity Topics may include, but not limited to:

1. Information Security Governance
2. Cybersecurity Baseline Assessment
3. Third Party Risk Management
4. Information Security Documentation Review
5. Risk Assessment/Risk Register
6. Compliance Readiness
7. Network Security
8. Vulnerability Management
9. Configuration Management
10. Secure Remote Connectivity
11. Incident Response Development
12. Insider Threat
13. Training and Awareness



SECURE HALO

SECURING THE ENTERPRISE

A Mission Critical Partners Company

Dedicated MIST Cyber Loss Control

Supplementing Insurer Provided Resources



- ✓ Ensure continued Cyber Best Practice and Underwriting Compliance
 - Identifies Vulnerabilities Contributing to a specific district's IT infrastructure
- ✓ Better Risk Profile = Better Cyber Renewals.
- ✓ To be the best market risk, underwriters look for dedicated loss control program
- ✓ Cyber claims continue to occur... as of today.
- ✓ **Be proactive, continue to ADAPT**

MIST membership will be surveyed after the meeting
on their interest in Secure Halo





Dedicated MIST Cyber Loss Control Program

Two (2) Options – 4 Hours Per Member or 8 Hours Per Member

Service Plan	Description	Timeline	Price Per District*	Total Price for Cooperative*
Option #1 – 4 Hours	Cyber Security Consulting 4 Hours per District	One Year	\$990	\$25,740
Option #2 – 8 Hours	Cyber Security Consulting 8 Hours per District	One Year	\$1,830	\$47,580

**Includes \$150 Administration Fee per district*

Future MIST Meeting Dates



Full Membership Mid-Year Meeting

December 20, 2023 – 10:00 AM – Virtual

Thank you MIST Members!