CORSA’s Experience

Background
• History of CORSA Program
• History of Appraisal Program

Needs and RFP Process
• Regular RFP Cycles
• Implementation of “Pilot” Project

Lessons Learned: WWTP PROJECT
• SOV at time of project
  - Company A
  - Company B
  - Company C
  - Company D

• $11,625,494  $19,693,000  $17,335,430  $13,965,300  $24,821,000
CORSA’s Experience

Lessons Learned: Historic Properties
Reproduction Cost vs. Replacement Cost

How (Re)Insurers See YOU!

Nine Risks:
- Flood
- Surge
- Hurricane Wind
- Wildfire
- Quake
- Hail
- Tornado
- SL Wind
- Sinkhole

Source: CoreLogic 2014
Common Goals of Appraisals:

**Member’s side of the desk**
- Equitable Distribution of Premium
- Insurance Placement / Fiscal Management
- Track Construction Cost Changes *(annual updates)*
- Other potential uses of data?
- Clean up the SOV

**Common Goals of Appraisals (cont.):**

**Underwriting & Management Objectives:**
- ITV issues – is the premium correct??
- Consistent data in member SOV
- Offer competitive advantage
- Standard policy for new members
- Accurately assess flood, other hazards
- Provide reinsurers accurate SOV, other data (custom COPE)
Direct Benefits:

- Where appraisals add value:
  - Insurance to Value (ITV) Concerns
    - Pools & Members want...
      - Equity; and,
      - Smooth, renewal / reinsurance processes
  - Confirm / Develop Underwriting Data
    - C.O.P.E. and Secondary Data Collection
    - Appraisal Data Customization on Export
    - Customized Formats for CAT Loss Models
      - RMS; CoreLogic’s EQE; AIR; Others

Breaking News

Data Quality Big Issue For Property Re, E&Y Finds

Additional Benefits – Roof Data:

- Not all roofs are created equal...
  - Large Structures = Multiple Sections
  - “More Data, Please” -
    - Roof Frame
    - Roof Geometry
    - Roof Deck
    - Roof Pitch
    - Roof Year
    - Roof Condition
    - Other...
    - Each typically has specific data selections

- What do Two Examples Have in Common?
Additional Benefits – Occupancy:

• Specific Occupancy data
• Identification of Vacant Structures

Additional Data - Flood Determinations

Street Address vs. GPS
This plant: (37) structures;
combined value = $37 million
Introduction to Members and Training – Annual Meeting ‘16

Integration of PMIS system – Involve ALL Stakeholders early

Final Thoughts/Questions?

Thank You!

Sherry Barbosky, CIC, CRM – Underwriting Manager, CORSA
614.220.7995 / sbarbosky@ccao.org

Mark Hessel – SVP, HCA Asset Management
414.906.1921 / mhesel@hcamgt.com