



**County
Reinsurance,
Limited**

CRL Renewal Process Overview & Underwriting Update Webinar

April 15, 2026

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HOUSEKEEPING

- This session will be recorded and distributed following the session.
- Attendees placed on mute. Submit questions and comments through the Q&A button or chat. Questions will be answered at the end.
- Complete and submit the post session survey. We want to hear your feedback.
- Questions following the session can be directed to CRL.Underwriting@countyre.org.
- Available for additional training, if needed.
- All participants will receive following the session a copy of the recording, presentation, tools and policies referenced in the training.

Agenda

- 01** | Introduction of the underwriting team
- 02** | Background, partnerships, and current program structure
- 03** | Renewal timeline
- 04** | Overview of the renewal process
- 05** | Enhancements, revised questionnaire, and exposure workbooks
- 06** | Next steps
- 07** | 2026 Renewal expectations
- 08** | Questions and answers

Underwriting Team



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Meet the Underwriting Team



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Underwriting Manager

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Direct: 336.968.5889



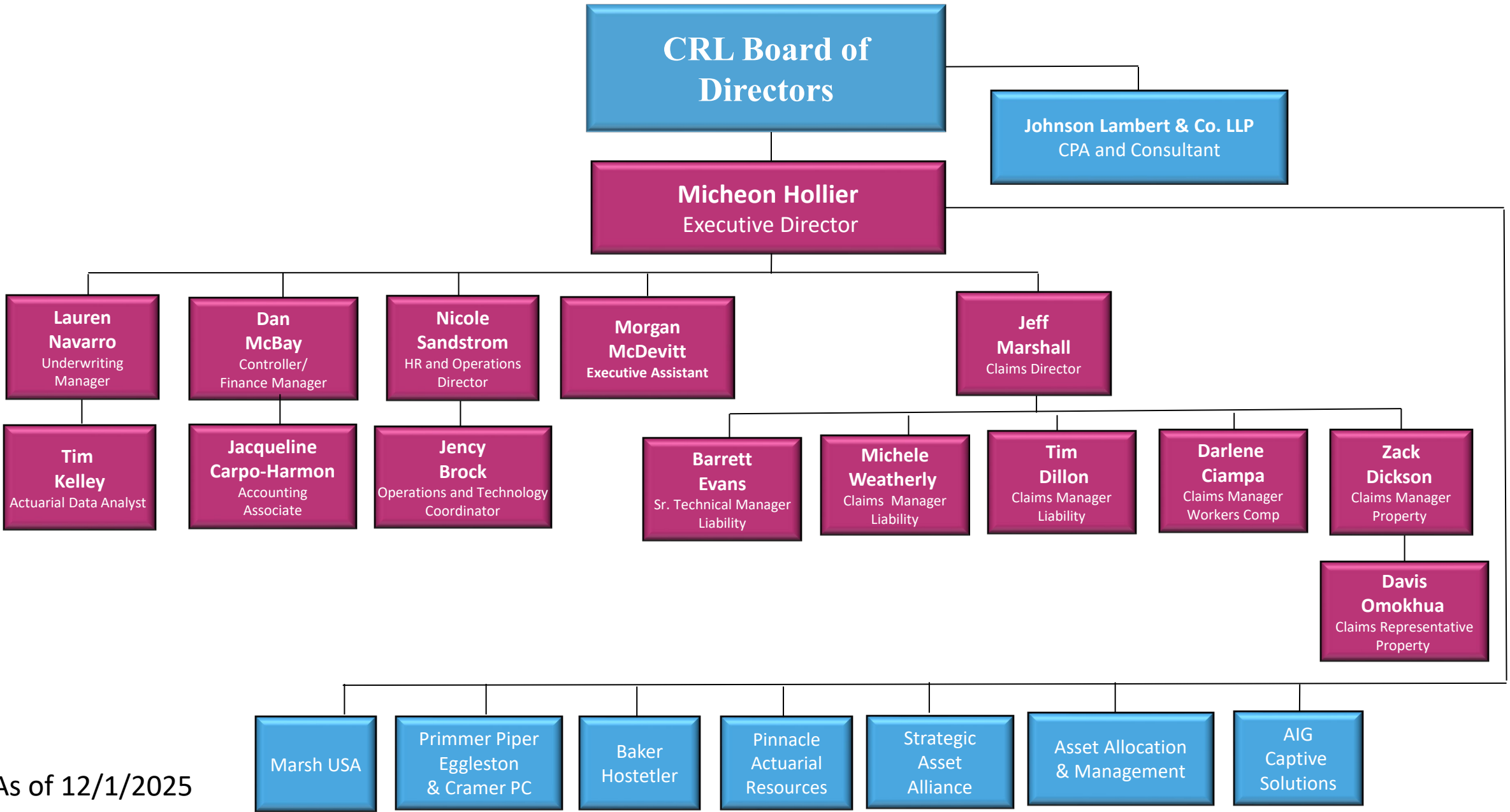
Tim Kelley

Actuarial Data Analyst

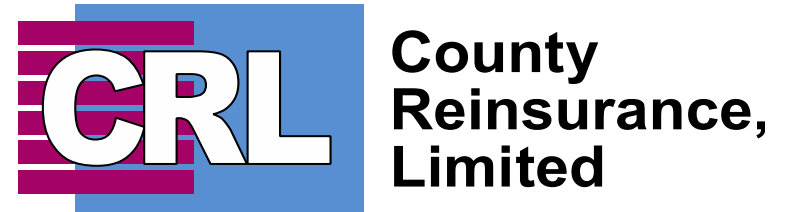
Timothy.Kelley@CountyRe.org

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General Inquires: CRL.Underwriting@Countyre.org



Background and current
program structure



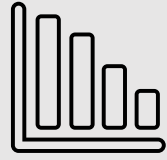
Background and Current Program Structure



Background



Partnerships



Current Program Structure

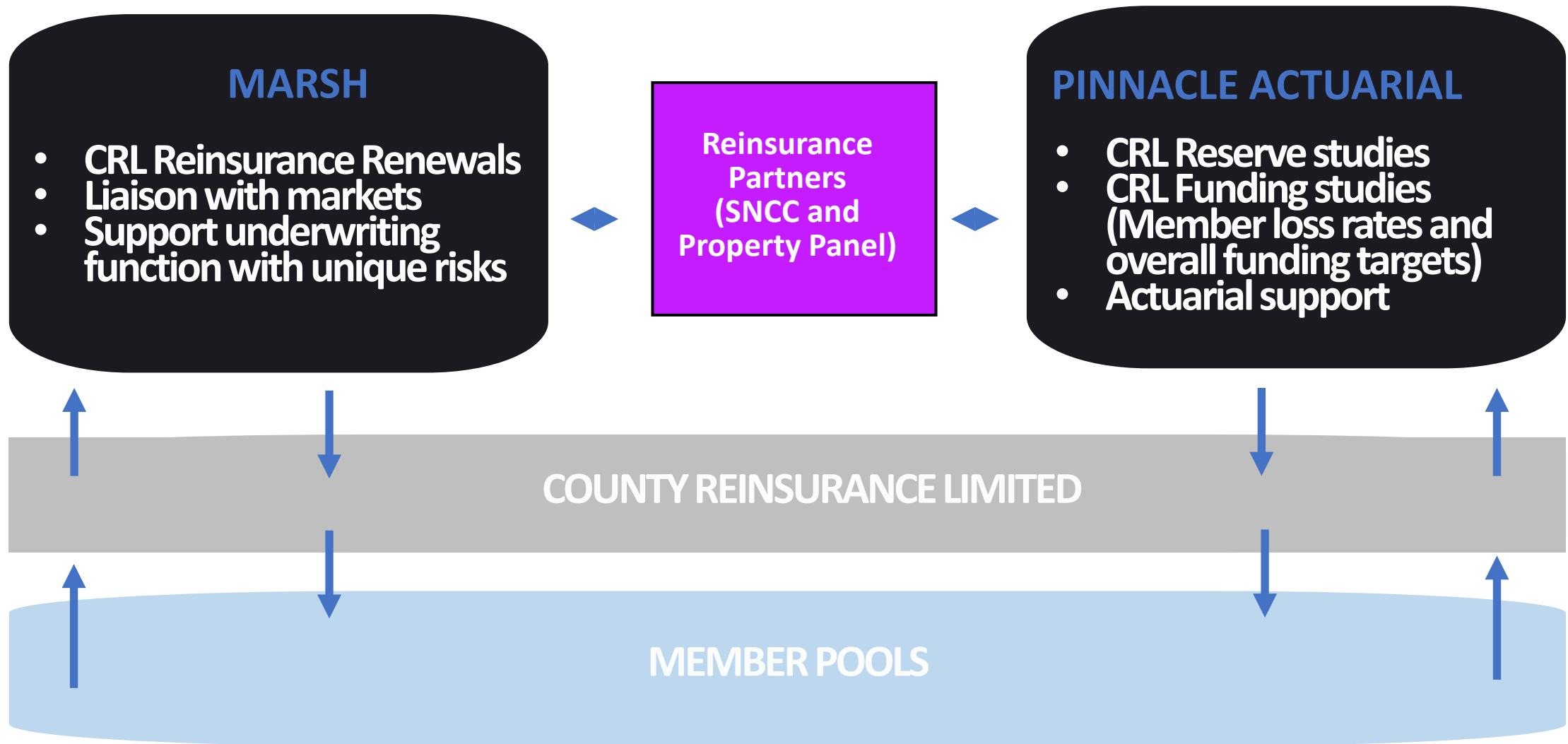
Background

- Vermont Domiciled Captive – Regulated by the State of Vermont
- Operations began July 1, 1997
- 5 Member States / 8 Risk Pools
- \$1.6 Million in Earned Premiums
- \$1.3 Million in Member Capital Contributions
- Liability and Workers' Compensation Coverage (1997)
- Property Coverage (2007) and Property Plus (2019)

Chat Poll

Chat Question: What were the net earned premiums for CRL in 2025?

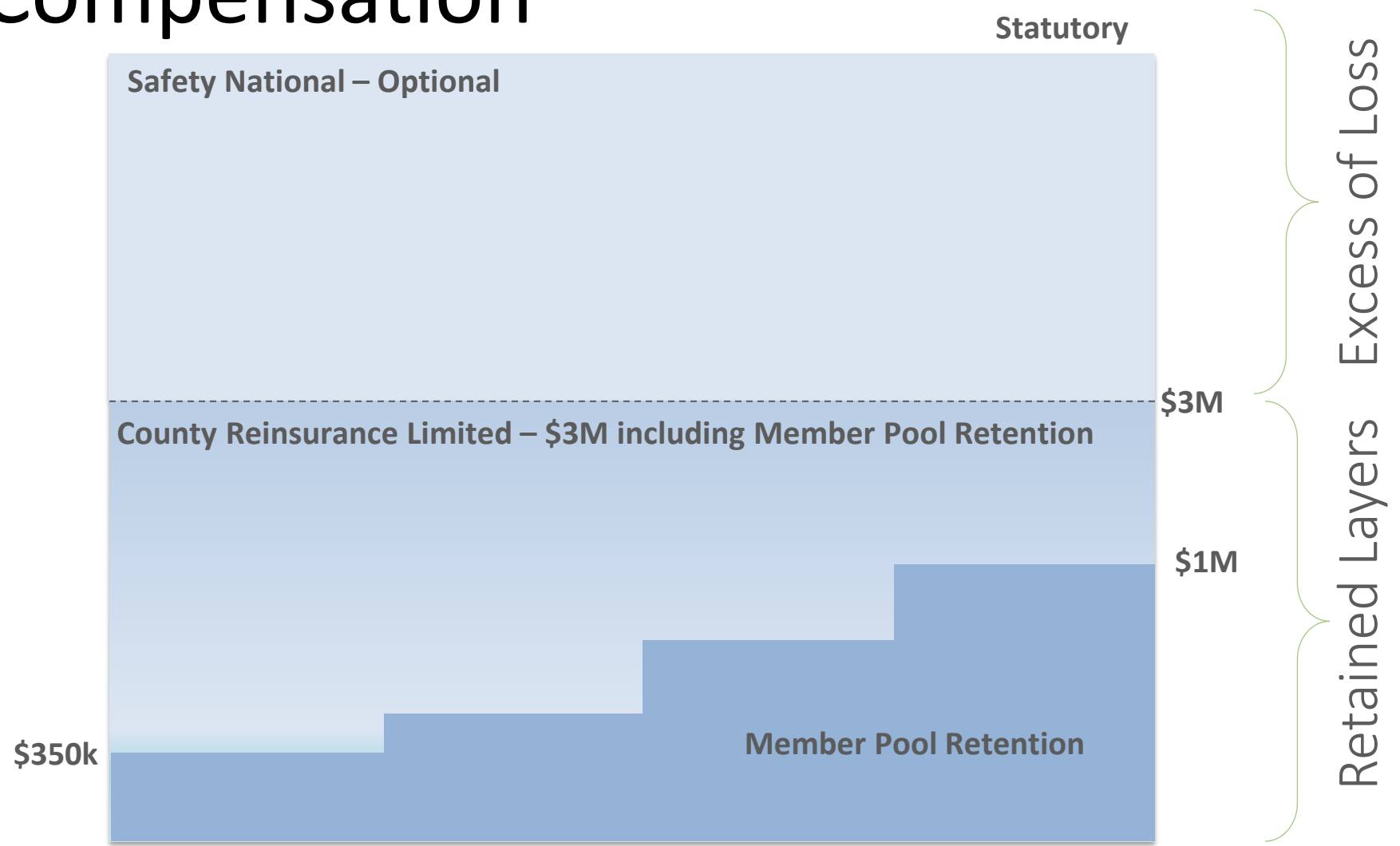
Partnerships in Underwriting



Current Program Structure- Workers' Compensation

Optional Structures:

- Various Retentions
- Quota Share Arrangements



**2025 Structure

Poll 1

**How much payroll do we cover
for our WC program?**

Current Program Structure-Liability

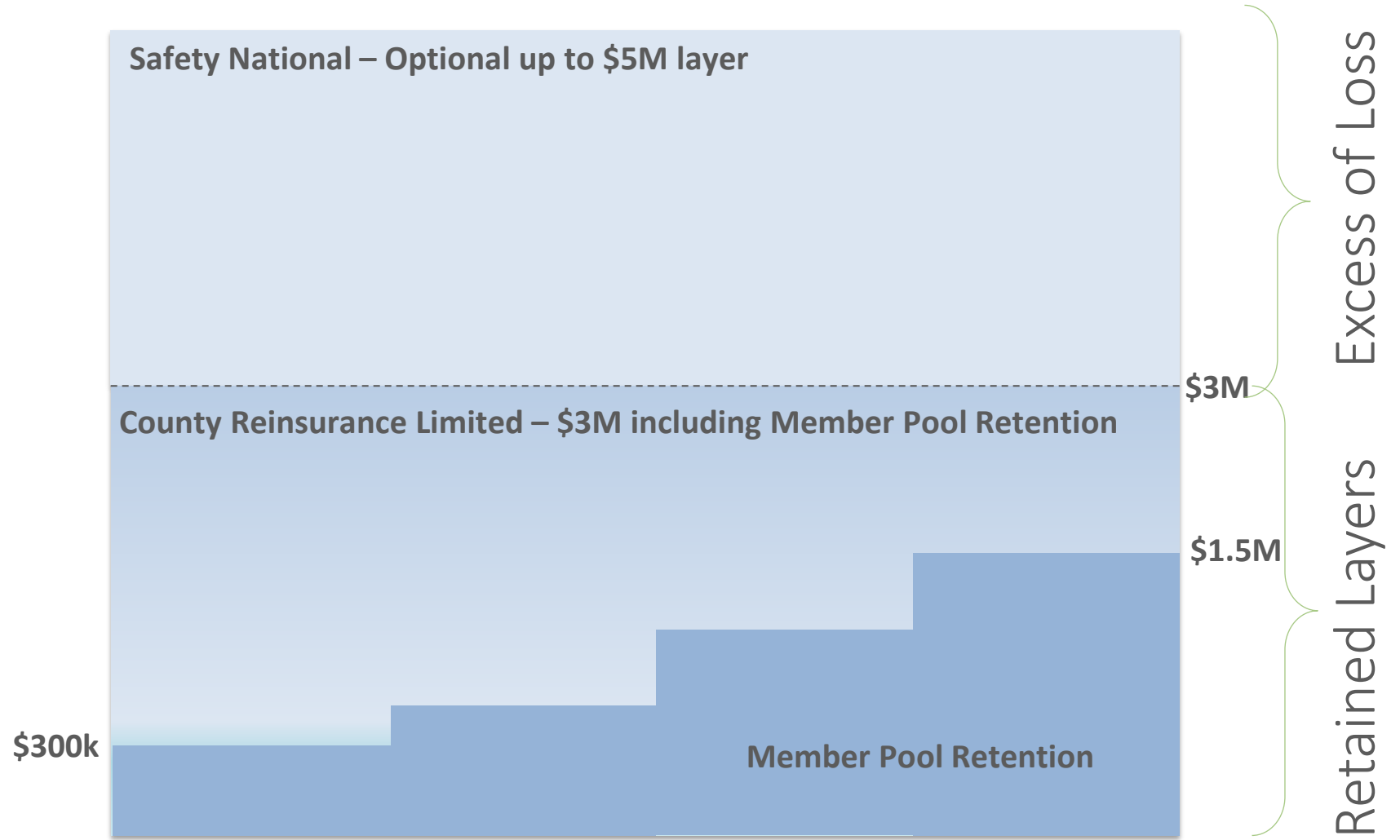
Auto, General, Law Enforcement, Public Officials

Optional Structures:

- Various Retentions
- Split Retentions
- Quota Share Arrangements

Optional Coverages:

- Terrorism
- Extra Contractual
- Additional Defense
- 3X aggregate for Law Enforcement and Public Officials
- Clash



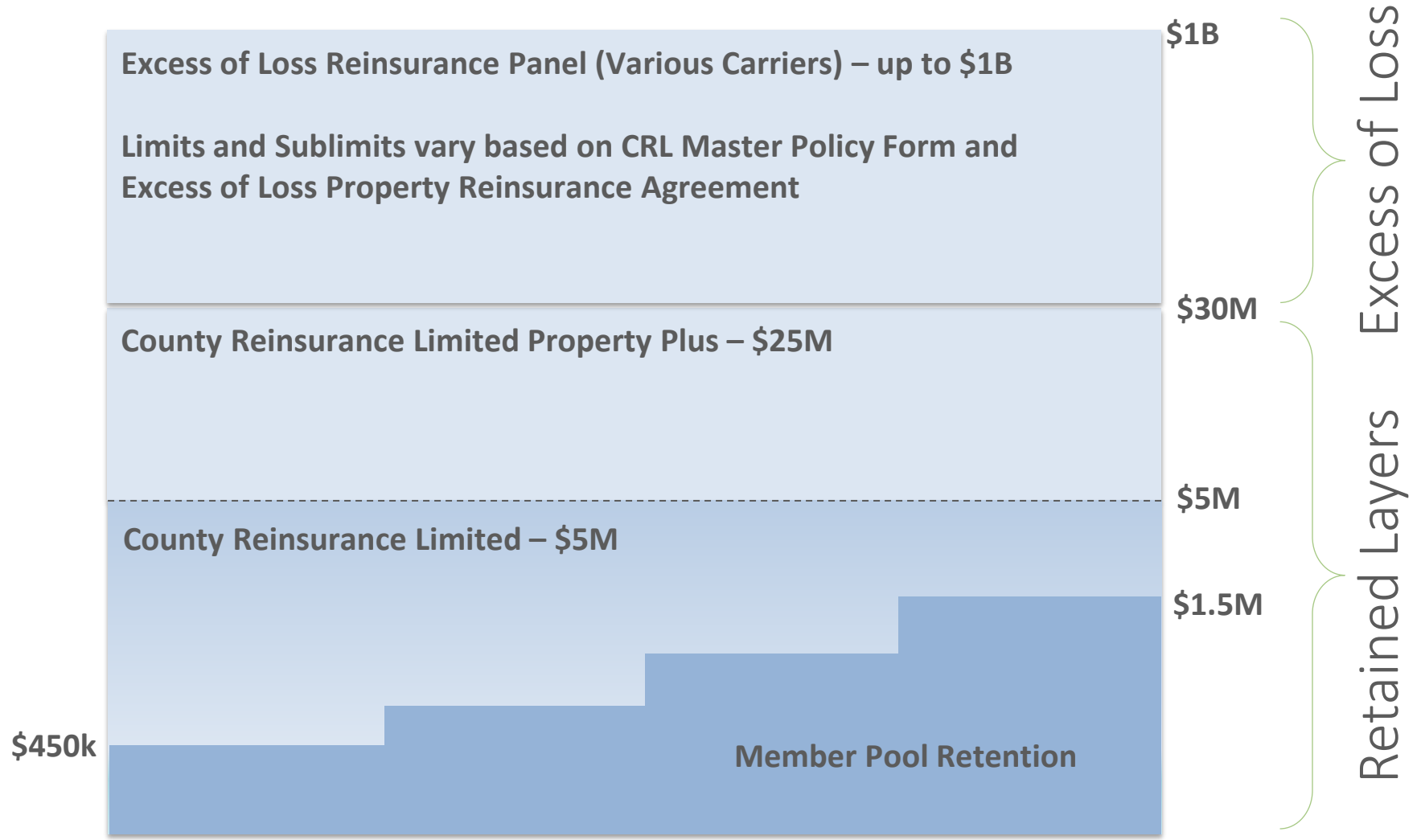
**2025 Structure

Poll 2

**What is our total Employee count
across all Liability Members?**

Current Program Structure-Property

- Optional Structures:
- Various Retentions



**2025 Structure

Poll 3

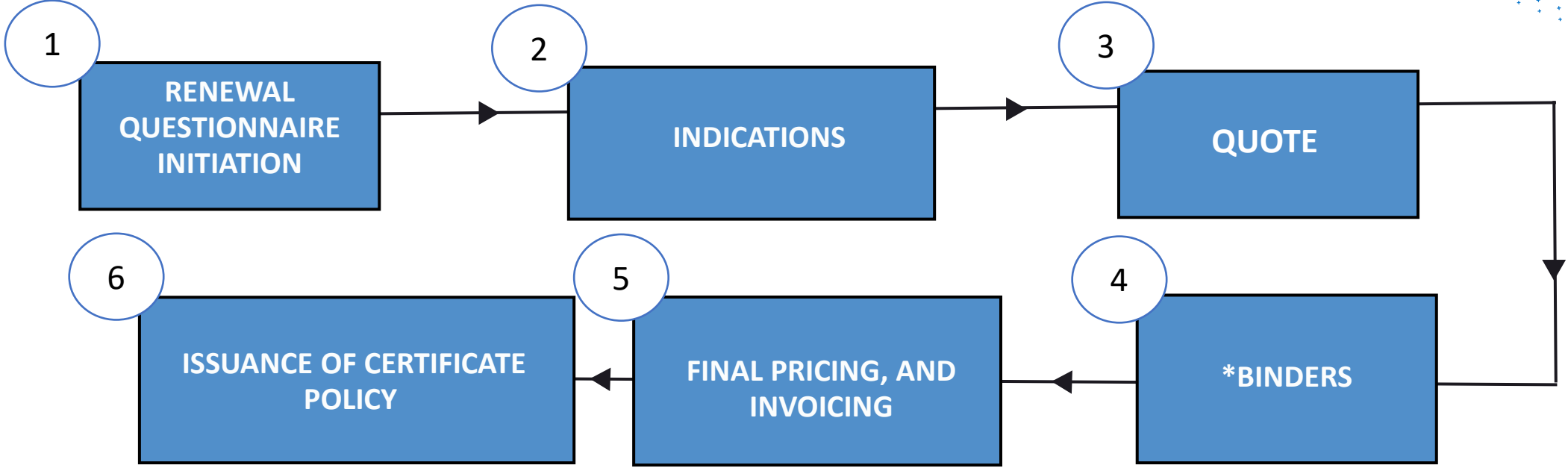
**What are our estimated
Property TIVs for 2026?**

Timeline of renewal and anticipated changes

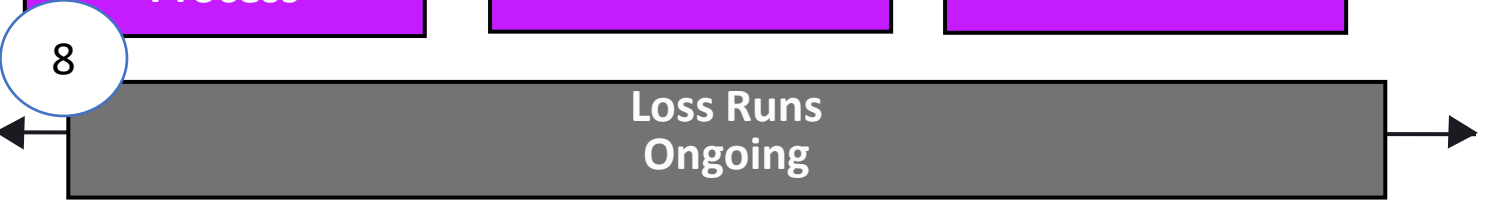


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RENEWAL TIMELINE



7 Post Activities



Renewal Process



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Renewal Overview- Questionnaire and Exposure Workbook

Initiation of Renewal Process

CRL will email questionnaire, exposure workbook and a list of required submission materials to Members in April.

Required Information

Required information is outlined in the CRL Renewal Checklist. There are general questions for all three lines and specific data requests for each coverage line.

Completed Questionnaire and Exposure Workbook

Completed questionnaire and exposure workbook (by line of coverage) to be returned with all applicable information no later than 30 days prior to policy expiration.

Renewal Overview-Indications

Indications

Once CRL General Account and Property plus rates are approved, CRL will begin to issue indications within 30 days of rates being approved. (Target is 60-90 days before the expiration of existing policy.)

Basis for Indications

The initial indication will be based on **current year's bound TIV and exposure data.**

Special Requests

If there are special requests made by the Member for indications other than what is currently bound, a 2 weeks' notice for specific requests around options for SIR and limits etc. is needed.

Renewal Overview- Quote and Binding

Issuance of Quote by CRL

CRL will provide quotes once questionnaire, worksheets, and renewal data is provided.

Issuance of Bind Order by Member

Once the Member has received a quote and is ready to bind coverage, a formal bind order is to be sent to CRL. This step confirms the Member's intent to move forward and authorizes CRL to bind coverage.

Pre-Renewal & Follow-Up

Confirm if any outstanding items that need to be completed prior to certificate issuance.

Issuance of Binder/Certificate by CRL

The binders are sent to the Members on or before the renewal date.

Final Pricing, Invoicing, and Issuance of Certificate

Final pricing and the issuance of the Certificate will take place within 30 days after the issuance of the binder as long as CRL has received the required information.

- All Certificates for the same renewal period are sent together in one communication to each members.
- For Property Coverage the initial draft of the Excess of Loss Agreement, signed by CRL Executive Director, is sent in lieu of a Certificate.
- For Fronted WC Policies (MO, TN, and KY), there is no CRL Certificate. The Certificate issued by SNCC is provided to the Member. (If required by state, state regulators will receive a copy.
- A separate invoice for each line of coverage will be created and sent to each Member through QuickBooks.
- If all required information is received with sufficient lead time, we may issue the certificate with pricing effective on the coverage date rather than issuing a binder.

Post Activities and Loss Runs



Property True-up Process

Members submit updated Statement of Values information to CRL within 30 days following the expiration of the most recent policy year. Upon issuance of the new policy, CRL will complete a variance analysis within 60 days to reconcile values and bring the values for the recently bound policy.



Mid Term Additions

Additions of new property or new county members based on the reporting thresholds set in the Excess of Loss Property Reinsurance Agreement and Liability Endorsements requiring CRL written approval. These are invoiced at the time that coverage incepts or during the Exposure Audit.



Exposure Audits Property, Liability, WC

Reconciles bound exposures to expiring exposures following the expiration of a policy for changes that occurred during the year just ended. CRL conducts an audit of all members' previous policy year 60 days after the policy expires to determine if any outstanding changes to be invoiced or refunded.



Quarterly Loss Runs

Members are to submit quarterly Loss Run reports to CRL. Loss reports are used to monitor the Members' overall claims activity, reporting to reinsurers, and for other types of analyses including the actuarial loss funding study. Loss run reporting does not fulfill claim reporting requirements.

Enhancements, revised
renewal questionnaire,
and exposure workbooks



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Chat Poll

Chat Question: Within your membership what are the most significant challenges for you in your renewal process?

Key Enhancements

Automatic Indications: CRL will now automatically provide indications without a formal request from Members.

New Renewal Questionnaires: To streamline the process, we have removed the Questionnaire from the first tab of the Exposure Workbook and created a separate, fillable form. This updated format will be easier to complete and will help ensure all necessary information needed for the renewal is in a consistent format.

New Renewal Checklist Tool: This renewal checklist outlines all documentation required to be submitted during the renewal process. It is provided as a reference tool to help guide you through the renewal process and ensure timely, complete submissions.

Revised Exposure Workbooks: We have also updated the Exposure Workbooks to ensure all tabs clearly identify where Members should document specific exposures unique to their counties. This information is essential to allow us to fully assess risks and exposures as part of the renewal process.

Key Considerations when Submitting Questionnaire and Exposure Workbook

- ✓ Timely submittal and required documents
- ✓ Completed information (Non-partial) and immaterial quotes
- ✓ Use CRL Standard Data Templates
- ✓ Identify what is to be combined or what has been reclassified
- ✓ Identify system changes
- ✓ Use unique and consistent ID Numbers (Property)
- ✓ Call out all intentional changes
- ✓ Use consistent naming convention and abbreviations

Use unique ID numbers

Next Steps



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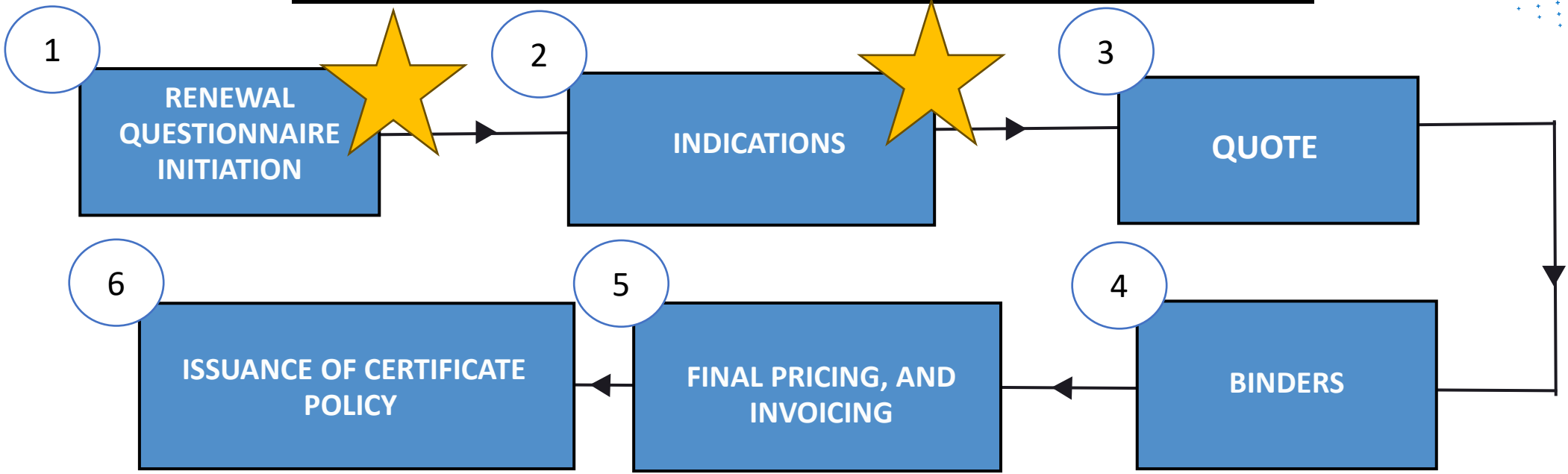
How CRL Underwriting Can Help

Engage us if you are:

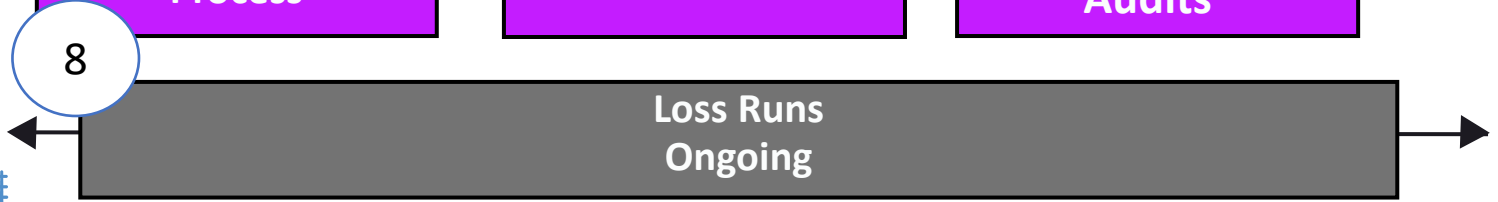
- Conducting a financial analysis
- Considering coverage changes
- Reviewing claims trend analysis and loss drivers
- Implementing risk identification and mitigation strategies

**Chat Question: How can
CRL help you throughout
the year?**

Where do we go from here?



7 Post Activities



2026 Renewal Expectations



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2026 Renewal Expectations

Workers' Compensation



Liability



Property



Stay Connected

CRL Emailing List



Member Portal Registration



**For CRL Members only. This is not for vendors or county members.*

Thank You

Micheon Hollier, CRL Executive Director

Lauren Navarro, Underwriting Manager

Tim Kelley, Actuarial Data Analyst

Questions?

