



## Your Risk Management Partner

In today's complex economic times, IRMA offers public entities an extraordinary opportunity to stabilize costs, reduce risk and better serve their constituencies. As a member-owned, self-governed public risk pool, we exist solely to provide high quality risk management services at substantial savings to municipalities like yours. We have been championing our members' needs for thirty years and are proud to be one of the nation's most highly regarded risk pools. Please take a moment to discover what IRMA can do for you.

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### *The Value of IRMA*

Money matters at IRMA and members benefit financially in myriad ways, among them:

- A full spectrum of services to manage risk and prevent loss. As a result, members' claims frequency has been reduced during the past five years.
- Surplus revenue is returned to members, not private owners or stockholders. Since 1989 the pool has given back over \$78M in interest income credits to members.
- Administrative costs are 9%-11% versus an estimated 25% for commercial providers.
- IRMA'S pricing averages more than 30% less than the commercial market according to Towers and Perrin 2008 Insurance Market Study.
- Members have access to grants, awards and valuable online services such as Police Law Institute courses and supervisor training through My Community Workplace.



*"IRMA is not just an insurer. It's a partnership that provides members the total package: phenomenal coverage, outstanding management services and market stability, all at an incredible value. No other provider compares and that's why Northfield has been a member for over thirty years."*

-Stacy Sigman,  
Village Manager  
Northfield, IL  
(charter member  
since 1979)

*"This study demonstrates the cost advantage public entity pools have over the commercial market which must access business through agents (adding 10% to 17% in additional cost), must pay premiums and corporate taxes, and must provide an investment return to shareholders. Empirically, these advantages seem to translate into a significant competitive advantage for IRMA."*

## *Our Advantage is Your Advantage*

Our risk sharing pool is "by the people, for the people." Professionally managed for the benefit of its members, IRMA is dedicated entirely to addressing the risk management needs of local governments like yours. As a group, spreading and sharing the cost of risk with other high performing local governments, IRMA members gain many valuable advantages such as:



- Customized public entity coverage that exceeds the offerings of commercial carriers and is one of the most comprehensive programs available anywhere.
- Long-term stability of pricing and membership. The IRMA contribution rate has increased an average of less than half a percent annually since 1995, and of the 92 public entities that have participated in IRMA since 1979, 71 remain members in 2012.
- Flexible deductibles up to \$250,000.
- Exceptional in-house claims department that responds to members' needs beyond short term cost considerations, and is willing to defend rather than settle when warranted.
- Litigation team comprised of experienced, proven trial attorneys specializing in municipal defense.
- Extensive high quality risk management services including a comprehensive risk management program evaluation, consulting services, on-site inspections and training, and technical services along with expansive regional training offerings.

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It is because of the participation and guidance of our members that IRMA continues to be one of the most distinguished public risk pools in our state and nation. With a delegate from each entity sitting on the Board of Directors, members have a direct voice in shaping the policies and procedures that help create success for all. We would welcome the opportunity to discuss further the many ways IRMA can assist you in building and sustaining public confidence in your entity, and encourage the progress that enables your town to thrive.

Best regards,

Larry Bush, Executive Director 708.236.6333

Dan LeTourneau, Director of Risk Management Services 708.236.6337

[www.irmarisk.org](http://www.irmarisk.org)

-Towers Perrin 2008  
Insurance Market  
Study

*"IRMA's overall risk  
management/safety  
and training  
services...are  
substantially beyond  
what other public  
entity pools offer to  
their members."*

-Independent  
Consulting & Risk  
Management  
Services, LLC Audit  
2008

*"The Workers'  
Compensation  
operation at IRMA is  
first rate. The  
attention to  
medical management  
and return to work  
initiatives is  
excellent."*

- ESIS, Inc. audit of  
IRMA Claims  
Department (2010)