ASFPM FLOOD INSURANCE COMMITTEE MEETING

May 8, 2023

Flood Insurance Committee Co-Chairs
Bruce A. Bender, CFM
Ceil Strauss, CFM
Flood Insurance Committee Agenda

• Welcome – Bruce and Ceil
• NFIP Update – Jeff Jackson (FEMA)
• NFIP Underwriting and EC/FPC Updates – John Hintermister (FEMA)
• Pivot Update – Ceil Strauss
• National Violation Tracker – Shilpa Mulik (FEMA)
• CRS and Redesign Project Update – Rachel Sears (FEMA)
• Office of the Federal Insurance Advocate – Rhonda Montgomery (OFIA)
• ASFPM RR 2.0 Workgroup & ICC Workshop Update – Bruce Bender
• Open Discussion – Bruce and Ceil
• Closing – Bruce and Ceil
National Flood Insurance Program Update

Jeff Jackson
FEMA
NFIP Underwriting and Elevation and Floodproofing Certificates Update

John Hintermister
FEMA
ASFPM – Insurance Committee

John Hintermister
FEMA Underwriting Branch Chief
National Flood Insurance Program
Year in Review

- Transitioned existing NFIP policies into new rating methodology
  - Over 4.7 million policies transitioned
  - Policyholders know their full risk premium
- Delivered updated Flood Insurance Manual Oct 2022
- Updated Prior Claims Rating Factor
  - Date of loss on/after April 1, 2023
  - Within 10 years of policy effective date
  - Do not include loss avoidance claims
  - Applied at next renewal (subject to annual cap increase)
Year in Review

- Actuaries/Reinsurance in Federal Insurance
- Ian Response
  - About $4 Billion paid losses
  - Closed over 45,000 claims
  - About 93% closed
Current activity

- Continue to develop/enhance communications
  - Floodsmart products
    - Video series
    - Guides
  - Policy holder communication
    - Update Renewal Notice/FIRA
  - EC/FPC Update
    - EC – added new section for First Floor Height
    - FPC – added new sections for design cert and after construction
    - Once approved, updated insurance guidance will be provided (bulletin)
Current activity

- Annual Flood Insurance Manual Update
- Actuaries working on regular rating update
- Enhancing Data Analysis
  - Exploring edits/guidance update
- Exploring Direct to Customer (Delivery)
- Updating Policy Forms (Product)
- Implement Installment Plans
Pivot Update

Ceil Strauss, CFM
Flood Insurance Committee Co-Chair
But First – an Underwriting/Claim Issue - Townships
Welcome, Ceil

Quick Links
- Change Password
- Request System Access
- Q&A
- About Pivot
- Contact Us

Explore The Modules
- Reporting & Analytics
  - Reports
Welcome to Pivot Analytics & Reporting Tool (PART) Homepage

This content is temporarily unavailable. This dashboard will be updated and available again soon.

Data Dictionary
PART Reports

Claims
- Financial Losses by State
- Loss Statistics by State and Calendar Year
- Claims Summary Data
- Closed Claims (with ICC Payment)
- Claims Open by Company Number - More Than 120 Days
- Claims Explorer Dashboard

Policy
- 1316 Property Declarations and Rescissions
- Negative Elevation-Rated Policies
- PRP and Other Discounted Policy Summary by Geography
- Submit for Rate Policy Search

Policy and Claims
- Address Lookup by State, City, and Zip Drilldown
- Policy and Claims – Community Details and Drilldown

Repetitive Loss
- Repetitive Loss Mitigation Action and Sources of Funding
- Repetitive Loss Update Worksheets AW-501
- Repetitive Loss Summary Search
- Repetitive Loss Record Search

Record Search
- Address Lookup - Street Level Search
- Company/Policy Lookup - Claims Data
- Company/Policy Lookup - Policy Data
- Insured Name Search
- Company/Policy Lookup - Claims Advanced Search
National Violation Tracker Update

Shilpa Mulik
FEMA
National Violation Tracker

2023 ASFPM Conference
May 7 - 11, 2023

Shilpa Mulik, CFM
Program Specialist, Floodplain Management Division
Resilience Mitigation Directorate, FEMA HQ
National Violation Tracker (NVT) - Background

- Developed by the Floodplain Management Division within the Resilience Mitigation Directorate to provide information on floodplain management violations nationwide.
- A module in the Community Information System (CIS).
  - Unified system
  - Central location
  - Easy access
- Standardized format.
- Provides visibility on regional/state compliance workload.
- Provides the CRS discount exclusion list for low floor violations.
- Documents staff accomplishments by tracking violation resolution.
Sources of Violations and Data Updates

<table>
<thead>
<tr>
<th>Source</th>
<th>Update Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minus-rated policy data from PIVOT</td>
<td>Previous data pulled as of 9/30/21 – One time data pull</td>
</tr>
<tr>
<td>Letters of Map Change (LOMC)</td>
<td>Quarterly February, May, August, November</td>
</tr>
<tr>
<td>CRS Annual Elevation Certificate (EC) recertification reviews</td>
<td>Quarterly February, May, August, November</td>
</tr>
<tr>
<td>Community Assistance Visit (CAV)/Community Assistance Contact (CAC)</td>
<td>Ongoing – As Conducted</td>
</tr>
</tbody>
</table>
NVT tracks CRS Discount Exclusion List *(previously known as Minus Rated Policies)*

Removing a Property from the CRS Discount Exclusion List
- Policyholder contacts their community’s Floodplain Administrator (FPA).
- FPA identifies documentation required to show compliance.
- Policyholder provides required documentation to FPA for review.
- FPA contacts State NFIP Coordinator or FEMA Regional Office to update the NVT.

Reinstatement of CRS Discount
- CIS interfaces with PIVOT twice per year for data updates.
- CRS discount reinstated at next policy renewal date after CIS-PIVOT interface.
- Discount does not apply to glide path properties.
Questions?

Charlie Baker
Program Analyst
charles.baker@fema.dhs.gov
CRS and Redesign Project Update

Rachel Sears
FEMA
Office of the Flood Insurance Advocate Update

Rhonda Montgomery
OFIA
Agenda

- Who We Are
- OFIA Casework
- OFIA Customers
## OFIA Background

The Office of the Flood Insurance Advocate (OFIA) advocates for National Flood Insurance Program (NFIP) customers with compassion and fairness.

### Who we are...

| Established by the Homeowner Flood Insurance Affordability Act (HFIAA) of 2014 | Independent office within the Federal Insurance and Mitigation Administration (FIMA) | 12 staff with expertise in all four components of the NFIP |

### What we do...

| Provide assistance to individual policyholders and property owners, especially in the most complex of cases | Identify trends and issues that appear to be impacting a broad range of FIMA’s customers | Make recommendations intended to address the issues faced by customers and support programmatic improvements |

---

**FEMA**

Federal Emergency Management Agency
OFIA Casework
Inquiries Received and Closed by Fiscal Year

- Last year was a record setting year for the OFIA, with the total number of inquiries received more than doubling since 2017.
- The increase in inquiries reflects OFIA’s engagement in educational and outreach activities, and the continuous engagement with NFIP program offices and regional staff.
Inquiries Received by State

Inquiries Count by State
Fiscal Year 2023

This figure depicts the geographic distribution of OFIA casework.

Nearly half of 2023 Q1 & Q2 cases came from Florida and Texas.
Inquiry Topics FY2022 and FY2023

Underwriting cases continue to be the majority of our casework.
Underwriting cases increased by 44% in the first two quarters of 2023 compared to the first two quarters of 2022.
Who is contacting the OFIA?

This chart provides a breakdown of inquiries received by OFIA’s customers by inquirer role.

The largest number of interactions occurred with policyholders and agents.
Who is not contacting the OFIA?

• Customers whose premiums have gone down***
• Homeowners with lower value buildings who are not paying disproportionately higher premiums than higher value buildings
• Insurance Agents who have found it easier to write a flood insurance policy
• Customers who have simply renewed their policy without challenges
• Insurance Agents whose customer’s premium decreased because their risk was better understood with a modernized methodology
OFIA Customers
OFIA Customers

- OFIA receives inquiries from NFIP policyholders, potential customers, or other property owners impacted by NFIP processes.
  - NFIP Policyholders
    - First time homebuyers
    - Customers inquiring generally about premium increases
    - Customers seeking more information about methodology beyond information on FEMA.gov
  - Insurance Agents
  - Lenders
  - Local floodplain administrators
OFIA’s Customer Experiences

There are four primary experiences based on OFIA’s most recent casework. These experiences are those of our customers and provides context.

By sharing customer experiences, OFIA is able to highlight pain points within the customer journey. The experiences also demonstrate the work OFIA is doing in advocating for their customers through recommendations and collaboration with the NFIP.

1. Purchasing a Policy and Understanding Premium Pricing
2. Renewing a Policy with discounts
3. Understanding Risk Rating 2.0 Communications
4. Refining or Changing the Risk Rating 2.0 Price
Accurate pricing is key to communicating true flood risk. Policyholders and stakeholders want to know what can be done to reduce their risk with a corresponding reduction in their flood insurance premium.

- **Price signals risk.** Flood insurance premiums are one way to communicate flood risk, but there is more to do.
  - Individual policyholders want to know what mitigation actions will be most beneficial to lower both their risk and flood insurance premiums.
  - The NFIP should continue to advance initiatives, such as the future of flood risk data, that will continue to evolve how we communicate risk beyond ratings and premiums.
  - FEMA’s legislative proposals recommend reforms to all areas of the program, including how flood risk is communicated to current and potential NFIP policyholders and the public.
OFIA will keep advocating for...

- Access to flood insurance
- More affordable insurance for low-and-moderate income policyholders
- The option of monthly premium payments
- Clear communication to policyholders: renewals, discounts, and full risk premiums
- Continuing to develop tools to communicate flood risk and flood insurance premiums
Contact Us

Office Contact Information

www.fema.gov/flood-insurance/advocate
Insurance-Advocate@fema.dhs.gov

Rhonda Montgomery
Flood Insurance Advocate
Rhonda.Montgomery@fema.dhs.gov

Tom Glen
Deputy Flood Insurance Advocate
Thomas.Glen@fema.dhs.gov

Joseph Cecil
Team Lead
Joseph.Cecil@fema.dhs.gov
ASFPM RR 2.0 Workgroup & ICC Workshop Update

Bruce Bender, CFM
Flood Insurance Committee Co-Chair
Increased Cost of Compliance Webinar

Proposed Webinar Agenda

I. Understanding the Coverage

II. Understanding the Process and Players

III. Leveraging ICC for HMA Grants

IV. Success Stories from the Field

V. Common Misconceptions, Pitfalls and Challenges
Risk Rating 2.0 Resources – ASFPM

Flood Insurance Committee Webpage

- **ASFPM Recorded FEMA Webinar** – Risk Rating 2.0: What Floodplain Managers Need to Know
- Risk Rating 2.0: Understanding Discounts - **FEMA Webinar** (Recorded March 2, 2023)
- Risk Rating 2.0: Understanding Discounts - **FEMA Webinar** (Written Q&A)
- Effects of Map Changes in a RR 2.0 World – **ASFPM Fact Sheet**
- Replacement Cost Value Fact Sheet: A New Rating Variable for RR 2.0 – **ASFPM Fact Sheet**
- RR 2.0 and Elevation Certificates – **ASFPM Fact Sheet**
Risk Rating 2.0 Resources - FEMA

RR 2.0 Material on FloodSmart for Agents
• Four short videos
• Fact Sheet and FAQ
• 2-3 page technical guides (e.g., rates, discount)
• Guides to complete apps based on occupancy type

RR 2.0 Information on FEMA.gov
• Risk Rating 2.0 Methodology and Data Sources
• Risk Rating 2.0 Methodology and Data Sources - Premium Calculation Worksheet Examples
• Risk Rating 2.0 Methodology and Data Sources - Appendix D Rating Factors
• Levees in Risk Rating 2.0

Cost of Flood Insurance for Single-Family Homes under Risk Rating 2.0
• Policies by Price Range
• Policies by State, ZIP Code and County Level
### Cost of Flood Insurance – Single Family – FEMA

#### Exh. 2: Risk-based cost of insurance vs current cost of insurance: State Summary

**Single Family Homes, Levee+Non-Levee, In-force on Sep 30, 2022 &Rated Under RR2.0**

<table>
<thead>
<tr>
<th>RANK</th>
<th>ID</th>
<th>State/Territory</th>
<th>Policies in Force (PIF)</th>
<th>Average Risk-based Cost of Insurance</th>
<th>Average Current Cost of Insurance</th>
<th>% Increase Risk/Cur</th>
<th>$ Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ME</td>
<td>MAINE</td>
<td>3,565</td>
<td>2,700</td>
<td>953</td>
<td>183%</td>
<td>$1,747</td>
</tr>
<tr>
<td>2</td>
<td>WV</td>
<td>WEST VIRGINIA</td>
<td>5,293</td>
<td>3,074</td>
<td>1,333</td>
<td>171%</td>
<td>$1,941</td>
</tr>
<tr>
<td>3</td>
<td>HI</td>
<td>HAWAII</td>
<td>6,489</td>
<td>3,653</td>
<td>1,437</td>
<td>154%</td>
<td>$2,215</td>
</tr>
<tr>
<td>4</td>
<td>MS</td>
<td>MISSISSIPPI</td>
<td>31,682</td>
<td>2,137</td>
<td>858</td>
<td>149%</td>
<td>$1,279</td>
</tr>
<tr>
<td>5</td>
<td>LA</td>
<td>LOUISIANA</td>
<td>284,095</td>
<td>1,904</td>
<td>813</td>
<td>134%</td>
<td>$1,091</td>
</tr>
<tr>
<td>6</td>
<td>FL</td>
<td>FLORIDA</td>
<td>597,967</td>
<td>2,213</td>
<td>958</td>
<td>131%</td>
<td>$1,256</td>
</tr>
<tr>
<td>7</td>
<td>AL</td>
<td>ALABAMA</td>
<td>17,452</td>
<td>2,051</td>
<td>927</td>
<td>121%</td>
<td>$1,124</td>
</tr>
<tr>
<td>8</td>
<td>SD</td>
<td>SOUTH DAKOTA</td>
<td>1,483</td>
<td>2,062</td>
<td>937</td>
<td>120%</td>
<td>$1,125</td>
</tr>
<tr>
<td>9</td>
<td>OR</td>
<td>OREGON</td>
<td>10,285</td>
<td>9,669</td>
<td>936</td>
<td>100%</td>
<td>$1,033</td>
</tr>
<tr>
<td>10</td>
<td>NH</td>
<td>NEW HAMPSHIRE</td>
<td>2,479</td>
<td>2,545</td>
<td>978</td>
<td>108%</td>
<td>$1,059</td>
</tr>
<tr>
<td>11</td>
<td>MO</td>
<td>MISSOURI</td>
<td>7,743</td>
<td>2,038</td>
<td>978</td>
<td>108%</td>
<td>$1,059</td>
</tr>
<tr>
<td>12</td>
<td>KY</td>
<td>KENTUCKY</td>
<td>9,231</td>
<td>2,021</td>
<td>1,060</td>
<td>108%</td>
<td>$1,141</td>
</tr>
<tr>
<td>13</td>
<td>MP</td>
<td>NORTHERN MARIANA IS</td>
<td>1,152</td>
<td>573</td>
<td>101%</td>
<td>$579</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>NJ</td>
<td>NEW JERSEY</td>
<td>72,478</td>
<td>2,129</td>
<td>1,081</td>
<td>97%</td>
<td>$1,048</td>
</tr>
<tr>
<td>15</td>
<td>MN</td>
<td>MINNESOTA</td>
<td>3,914</td>
<td>1,843</td>
<td>94%</td>
<td>94%</td>
<td>$889</td>
</tr>
<tr>
<td>16</td>
<td>WA</td>
<td>WASHINGTON</td>
<td>14,923</td>
<td>1,782</td>
<td>918</td>
<td>94%</td>
<td>$864</td>
</tr>
<tr>
<td>17</td>
<td>IA</td>
<td>IOWA</td>
<td>4,804</td>
<td>1,679</td>
<td>867</td>
<td>94%</td>
<td>$812</td>
</tr>
<tr>
<td>18</td>
<td>OK</td>
<td>OKLAHOMA</td>
<td>5,848</td>
<td>1,683</td>
<td>876</td>
<td>92%</td>
<td>$808</td>
</tr>
<tr>
<td>19</td>
<td>SC</td>
<td>SOUTH CAROLINA</td>
<td>88,499</td>
<td>1,531</td>
<td>798</td>
<td>92%</td>
<td>$733</td>
</tr>
<tr>
<td>20</td>
<td>PA</td>
<td>PENNSYLVANIA</td>
<td>21,928</td>
<td>2,060</td>
<td>1,075</td>
<td>92%</td>
<td>$985</td>
</tr>
</tbody>
</table>

### OBSERVATIONS

- All S&Ts increase
- Increase=20%+
- (DC & USVI=1-2%)
- Top 20=Coastal & non-coastal
- 12 have a coast
- 30% more than 2X
- 30% increase $1,000+

~70% of all premiums are $2,000 or less
### Exh 3: Risk-based cost of insurance vs current cost of insurance: ZIP Code

**Single Family Homes, Levee+Non-Levee, In-force 9-30-2022 & Rated Under RR2.0**

<table>
<thead>
<tr>
<th>RANK</th>
<th>State</th>
<th>ZIP Code</th>
<th>Policies in Force (PIF)</th>
<th>Average Risk-based Cost of Insurance</th>
<th>Average Current Cost of Insurance</th>
<th>% Increase Risk/Cur</th>
<th>$ $ Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALL</td>
<td>ALL</td>
<td>ALL STATES &amp; TERR 2,192,730</td>
<td>$1,808</td>
<td>$888</td>
<td>104%</td>
<td>$919</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>LA</td>
<td>70082</td>
<td>18</td>
<td>$8,067</td>
<td>$2,228</td>
<td>262%</td>
<td>$5,839</td>
</tr>
<tr>
<td>2</td>
<td>LA</td>
<td>70041</td>
<td>138</td>
<td>$8,058</td>
<td>$673</td>
<td>1098%</td>
<td>$7,385</td>
</tr>
<tr>
<td>3</td>
<td>CA</td>
<td>95470</td>
<td>6</td>
<td>$7,465</td>
<td>$1,485</td>
<td>441%</td>
<td>$6,980</td>
</tr>
<tr>
<td>4</td>
<td>FL</td>
<td>33921</td>
<td>599</td>
<td>$7,766</td>
<td>$1,681</td>
<td>362%</td>
<td>$6,085</td>
</tr>
<tr>
<td>5</td>
<td>CA</td>
<td>95442</td>
<td>16</td>
<td>$7,690</td>
<td>$3,087</td>
<td>149%</td>
<td>$4,603</td>
</tr>
<tr>
<td>6</td>
<td>FL</td>
<td>33786</td>
<td>311</td>
<td>$7,553</td>
<td>$1,601</td>
<td>372%</td>
<td>$5,952</td>
</tr>
<tr>
<td>7</td>
<td>LA</td>
<td>70041</td>
<td>138</td>
<td>$7,492</td>
<td>$685</td>
<td>994%</td>
<td>$6,807</td>
</tr>
<tr>
<td>8</td>
<td>CA</td>
<td>95470</td>
<td>6</td>
<td>$7,465</td>
<td>$885</td>
<td>743%</td>
<td>$6,580</td>
</tr>
<tr>
<td>9</td>
<td>FL</td>
<td>33767</td>
<td>626</td>
<td>$7,402</td>
<td>$2,999</td>
<td>147%</td>
<td>$4,403</td>
</tr>
<tr>
<td>10</td>
<td>CO</td>
<td>81430</td>
<td>11</td>
<td>$7,320</td>
<td>$1,071</td>
<td>583%</td>
<td>$6,249</td>
</tr>
<tr>
<td>11</td>
<td>HI</td>
<td>96738</td>
<td>13</td>
<td>$7,157</td>
<td>$700</td>
<td>922%</td>
<td>$6,456</td>
</tr>
<tr>
<td>12</td>
<td>FL</td>
<td>33149</td>
<td>638</td>
<td>$7,097</td>
<td>$3,423</td>
<td>107%</td>
<td>$3,673</td>
</tr>
<tr>
<td>13</td>
<td>KY</td>
<td>41256</td>
<td>18</td>
<td>$7,084</td>
<td>$855</td>
<td>728%</td>
<td>$6,229</td>
</tr>
<tr>
<td>14</td>
<td>TN</td>
<td>37402</td>
<td>8</td>
<td>$6,987</td>
<td>$1,398</td>
<td>412%</td>
<td>$5,589</td>
</tr>
<tr>
<td>15</td>
<td>CO</td>
<td>81430</td>
<td>11</td>
<td>$7,084</td>
<td>$1,071</td>
<td>583%</td>
<td>$6,249</td>
</tr>
<tr>
<td>16</td>
<td>WA</td>
<td>25162</td>
<td>6</td>
<td>$7,067</td>
<td>$1,379</td>
<td>412%</td>
<td>$5,688</td>
</tr>
<tr>
<td>17</td>
<td>CA</td>
<td>96024</td>
<td>14</td>
<td>$7,062</td>
<td>$1,164</td>
<td>507%</td>
<td>$5,899</td>
</tr>
<tr>
<td>18</td>
<td>FL</td>
<td>34228</td>
<td>854</td>
<td>$7,058</td>
<td>$2,358</td>
<td>199%</td>
<td>$4,700</td>
</tr>
<tr>
<td>19</td>
<td>CA</td>
<td>99324</td>
<td>70</td>
<td>$7,032</td>
<td>$1,398</td>
<td>403%</td>
<td>$5,534</td>
</tr>
<tr>
<td>20</td>
<td>FL</td>
<td>33904</td>
<td>329</td>
<td>$6,987</td>
<td>$2,437</td>
<td>187%</td>
<td>$4,550</td>
</tr>
<tr>
<td>21</td>
<td>CA</td>
<td>94970</td>
<td>102</td>
<td>$6,976</td>
<td>$1,898</td>
<td>268%</td>
<td>$5,078</td>
</tr>
<tr>
<td>22</td>
<td>TN</td>
<td>37402</td>
<td>8</td>
<td>$6,987</td>
<td>$683</td>
<td>910%</td>
<td>$6,214</td>
</tr>
</tbody>
</table>

**OBSERVATIONS**

- 17 zips pay avg $7K+
- 10 zips increase > $6K
- 41 zips increase > $5K
- 3% policyholders will pay avg $5K+
- 316 zips = $0 change (out of 23,000+ zips)

---

### Exh 3: Risk-based cost of insurance vs current cost of insurance: ZIP Code

**Single Family Homes, Levee+Non-Levee, In-force 9-30-2022 & Rated Under RR2.0**

<table>
<thead>
<tr>
<th>RANK</th>
<th>State</th>
<th>ZIP Code</th>
<th>Policies in Force (PIF)</th>
<th>Average Risk-based Cost of Insurance</th>
<th>Average Current Cost of Insurance</th>
<th>% Increase Risk/Cur</th>
<th>$ $ Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALL</td>
<td>ALL</td>
<td>ALL STATES &amp; TERR 2,192,730</td>
<td>$1,808</td>
<td>$888</td>
<td>104%</td>
<td>$919</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>LA</td>
<td>70082</td>
<td>18</td>
<td>$8,058</td>
<td>$2,228</td>
<td>262%</td>
<td>$5,839</td>
</tr>
<tr>
<td>2</td>
<td>LA</td>
<td>70041</td>
<td>138</td>
<td>$8,025</td>
<td>$673</td>
<td>1098%</td>
<td>$7,385</td>
</tr>
<tr>
<td>3</td>
<td>CA</td>
<td>95470</td>
<td>6</td>
<td>$7,465</td>
<td>$1,485</td>
<td>441%</td>
<td>$6,980</td>
</tr>
<tr>
<td>4</td>
<td>CA</td>
<td>95442</td>
<td>16</td>
<td>$7,690</td>
<td>$3,087</td>
<td>149%</td>
<td>$4,603</td>
</tr>
<tr>
<td>5</td>
<td>HI</td>
<td>96738</td>
<td>13</td>
<td>$7,157</td>
<td>$700</td>
<td>922%</td>
<td>$6,456</td>
</tr>
<tr>
<td>6</td>
<td>CO</td>
<td>81430</td>
<td>11</td>
<td>$7,320</td>
<td>$1,071</td>
<td>583%</td>
<td>$6,249</td>
</tr>
<tr>
<td>7</td>
<td>KY</td>
<td>41256</td>
<td>18</td>
<td>$7,084</td>
<td>$855</td>
<td>728%</td>
<td>$6,229</td>
</tr>
<tr>
<td>8</td>
<td>TN</td>
<td>37402</td>
<td>8</td>
<td>$6,987</td>
<td>$1,398</td>
<td>412%</td>
<td>$5,589</td>
</tr>
<tr>
<td>9</td>
<td>WV</td>
<td>25676</td>
<td>7</td>
<td>$6,820</td>
<td>$1,071</td>
<td>583%</td>
<td>$5,749</td>
</tr>
<tr>
<td>10</td>
<td>FL</td>
<td>33921</td>
<td>599</td>
<td>$7,766</td>
<td>$1,681</td>
<td>362%</td>
<td>$6,085</td>
</tr>
<tr>
<td>11</td>
<td>FL</td>
<td>34145</td>
<td>3,473</td>
<td>$7,553</td>
<td>$1,601</td>
<td>372%</td>
<td>$5,952</td>
</tr>
<tr>
<td>12</td>
<td>CA</td>
<td>96024</td>
<td>14</td>
<td>$7,062</td>
<td>$1,164</td>
<td>507%</td>
<td>$5,899</td>
</tr>
<tr>
<td>13</td>
<td>CA</td>
<td>94970</td>
<td>102</td>
<td>$6,976</td>
<td>$1,898</td>
<td>268%</td>
<td>$5,078</td>
</tr>
<tr>
<td>14</td>
<td>CA</td>
<td>99324</td>
<td>70</td>
<td>$7,032</td>
<td>$1,398</td>
<td>403%</td>
<td>$5,534</td>
</tr>
<tr>
<td>15</td>
<td>FL</td>
<td>33904</td>
<td>329</td>
<td>$6,987</td>
<td>$2,437</td>
<td>187%</td>
<td>$4,550</td>
</tr>
<tr>
<td>16</td>
<td>CA</td>
<td>94970</td>
<td>102</td>
<td>$6,976</td>
<td>$1,898</td>
<td>268%</td>
<td>$5,078</td>
</tr>
<tr>
<td>17</td>
<td>TN</td>
<td>37402</td>
<td>8</td>
<td>$6,987</td>
<td>$683</td>
<td>910%</td>
<td>$6,214</td>
</tr>
<tr>
<td>18</td>
<td>CO</td>
<td>81430</td>
<td>11</td>
<td>$7,084</td>
<td>$1,071</td>
<td>583%</td>
<td>$6,249</td>
</tr>
<tr>
<td>19</td>
<td>WA</td>
<td>25162</td>
<td>6</td>
<td>$7,067</td>
<td>$1,379</td>
<td>412%</td>
<td>$5,688</td>
</tr>
<tr>
<td>20</td>
<td>WA</td>
<td>25162</td>
<td>6</td>
<td>$7,067</td>
<td>$1,379</td>
<td>412%</td>
<td>$5,688</td>
</tr>
</tbody>
</table>

**OBSERVATIONS**

- 17 zips pay avg $7K+
- 10 zips increase > $6K
- 41 zips increase > $5K
- 3% policyholders will pay avg $5K+
- 316 zips = $0 change (out of 23,000+ zips)
RR 2.0 Workgroup Key Concerns

• FPM’ers need a Premium or Cost-savings Estimator
• Reduced financial savings from mitigation
  • Flood Openings discount is minimalized
  • Unrealistic requirement for M&E discount for slab homes
  • Elevated homes from RR 1.0 are losing financial benefit for having elevated
  • Property owners not accepting grants and mitigating due to less financial benefit
• Confusion on how CRS and Mitigation Discounts are/aren’t shown on dec page
  • Lack of explanation to policyholder
• Understanding elevations used and their accuracy
  • Ground elevation
  • Flooding source elevation
  • First Floor elevation
• Policy retention and growth
  • Waiting on rolling 12-monthly report showing by state (and community) policy count per X/B/C/D, A, and V (1st starting Sep 2020)
Don’t forget the Early Bird RR 2.0 Workgroup Session
Room 305A
Thu 7:15-8:15
Open Discussion

Bruce Bender, CFM & Ceil Strauss, CFM
Flood Insurance Committee Co-Chairs
InsuranceCorner@Floods.org