

CITY OF DELRAY BEACH

DELRAY BEACH
FLORIDA



1993
2001

January 8, 2009

100 N.W. 1st AVENUE

• DELRAY BEACH, FLORIDA 33444

• 561/243-7000

Hayden Burrus, FCAS, MAAA
HB Actuarial Services, Inc.
10 N.E. 6th Street, Suite 200
Delray Beach, FL 33444

Dear Mr. Burrus: TESTIMONIAL

HB Actuarial Services has provided the City of Delray Beach with all of its property and casualty actuarial needs since 2001. We are very happy with their services, so happy that last year we offered HB Actuarial a five year extension of their current contract. We'll be using them until at least 2013.

Personal, Responsive Service

The customized approach that HB Actuarial Services offers is unmatched. When we first called the firm, we met with one of their principals to discuss our needs. We were used to getting a report that somewhere contained the actuarial numbers we need to budget for. We wanted more. HB Actuarial Services worked with us to design an executive summary of the actuarial report that clearly presents all of the information that we require from the report. We use this summary extensively, and typically there is no need to refer to the main report at all. The executive summaries prepared by HB Actuarial Services save us significant effort in working to understand the actuarial reports.

A Team Approach

We consider HB Actuarial Services an extension of our team. They are always available to address any issues or concerns we have and are always on the lookout to help out our insurance program. As a matter of fact, as an "extra" on the executive summary of the actuarial report, they include a section called "Recommendations and Additional Observations" which often contains useful information for our program. Most recently, HB Actuarial Services kept us informed on the effects of the "Emma Murray" ruling in Florida. The Emma Murray ruling significantly affects the workers' compensation landscape in Florida, as it changes the potential compensation for attorneys in comp cases. Understanding of this ruling will change the way we approach the handling of workers' compensation cases.

Recommendation

We wholeheartedly recommend you consider HB Actuarial Services for your actuarial needs. They offer personal, responsive service, and approach each assignment as an extension of your team.

Sincerely,

Joseph M. Safford
Finance Director

JS/sdl

THE EFFORT ALWAYS MATTERS.