

IFS | CT

Connecticut Insurance & Financial Services

Susan C. Winkler
Executive Director, CT IFS
October 23, 2014



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Connecticut Insurance & Financial Services

STRENGTHENING AND ADVANCING THE INDUSTRY

MISSION

The Connecticut Insurance and Financial Services Cluster (CT IFS), formed in 2003, is a strategic corporate initiative of the MetroHartford Alliance that is designed to create a stronger IFS industry and a more robust economy in Connecticut.

SHARED VISION

28 Corporate Sponsors

DECD, CID, Department of Banking

Academia



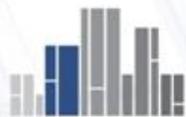
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MEMBERSHIP





INSURANCE CAPITAL OF THE U.S.

Rank #1 Insurance Jobs Per Capita

Rank #1 Gross State Product - 9%

Rank #1 Payroll - 6%



CONNECTICUT IFS BY THE NUMBERS

Total IFS Employment 110,000 CT Residents

Rank #2 U.S. Domicile - *Captive Review*

One New Job adds 1.46 jobs to the CT economy

1,389 Domestic and Non-Domestic Insurers

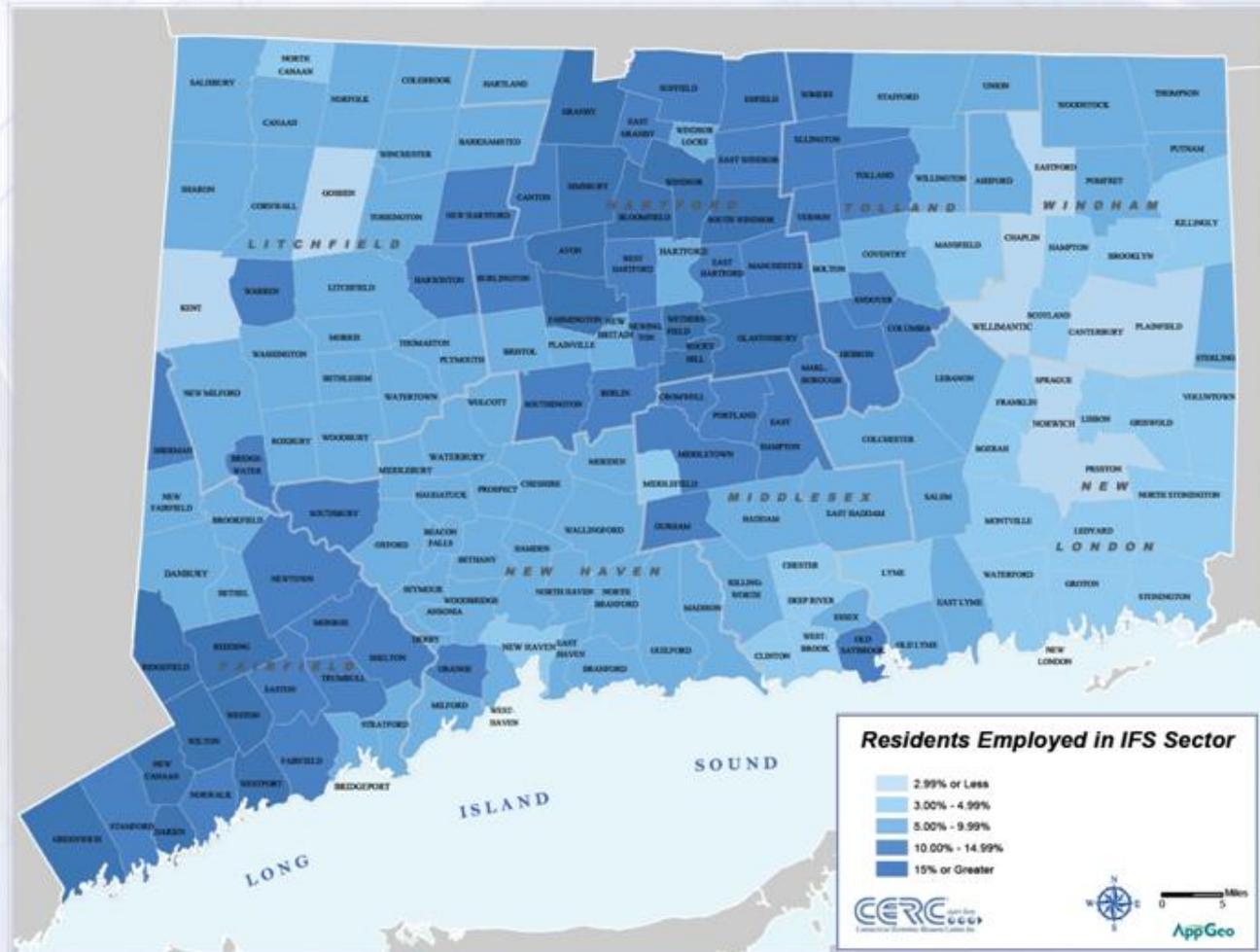


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WHERE THEY LIVE: RESIDENTS EMPLOYED IN IFS





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IFS ECONOMIC GROWTH

Newly Licensed Insurers

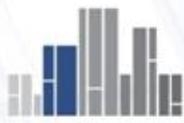
Harvard Pilgrim Health Care;
The Navigators Group, Inc.; Health New England

Access Health CT

Anthem BC/BS of CT; ConnectiCare;
HealthyCT; UnitedHealthcare (2015)

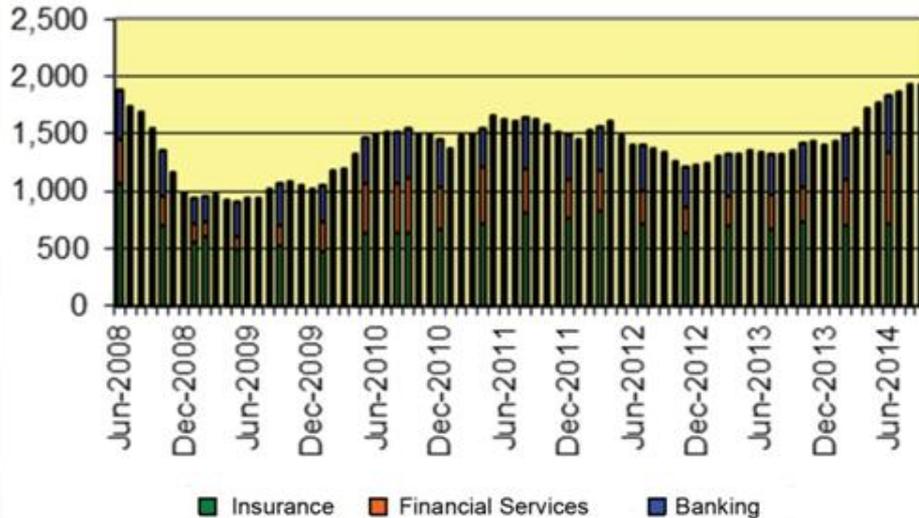
Captive Insurance

Law passed in 2008; modernizations in 2011 and 2014
Thomson Reuters; Stanley Black & Decker; Red Apple Risk; Frontier Communications

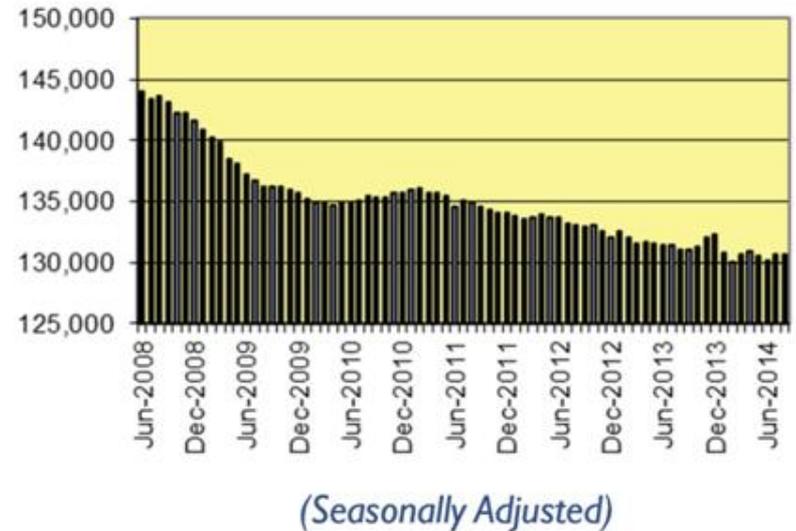


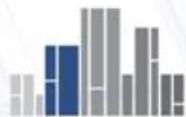
OCCUPATIONAL OUTLOOK REPORT

Connecticut IFS Job Openings by Sector



Connecticut Payroll, Financial Activities



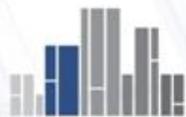


OCCUPATIONAL OUTLOOK REPORT

CONNECTICUT JOB POSTINGS

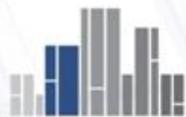
Quarter Three - 2014 (Year-Over-Year)

	Job Postings (average)	Change	
		rel	abs
Insurance	736	7.9%	54
Financial Services	654	108.9%	341
Banking	524	54.1%	184



AVERAGE WAGES *(Connecticut - Q1 2013)*

\$139,146	MANAGEMENT
\$78,014	BUSINESS & FINANCE OPERATIONS
\$93,043	COMPUTER & MATHEMATICAL
\$120,037	LEGAL
\$71,625	HEALTH CARE PRACTITIONERS & TECHNICAL
\$67,727	SALES AND RELATED
\$40,062	OFFICE AND ADMINISTRATIVE SUPPORT



GOALS

Develop a sustainable and skilled workforce

Attract and retain business and foster global recognition
as the nation's *Insurance Capital*

Legislate and advocate for enhanced business climate
for Connecticut's IFS industry

ACTUARIAL BOOT CAMP

- Expanded to two camps in 2014 with 39 students
- 52% female; 48% male
- Average Math SAT: 725
- 5 out-of-state students
- First year tuition-based



**CONNECTICUT'S
LARGEST IFS CAREER FAIR**

JANUARY 6, 2015

Get Hired

Insurance & Financial Services



Connecticut

- **More than #700 pre-registrants for 2014 event**
- **#463 actual attendees**
- **30% of attendees were registered as out-of-state**

PARTICIPATING COMPANIES & REGISTRATION AT
WWW.CONNECTICUTIFS.COM/GETHIRED

Connecticut
still revolutionary



CONNECTICUT
Captive Insurance Association

THANK YOU TO OUR FOUNDING MEMBERS

GOLD:

Charter Risk Management Services, LLC
People's United Bank Wealth Management
Saslow Lufkin & Buggy, LLP
SPARTA Insurance Company

SILVER:

The AIX Group
Bingham McCutchen LLP
Thomson Reuters Risk Management, Inc.
York Risk Services Group, Inc.

BRONZE:

Bartlett Actuarial Group
Bradley, Foster & Sargent, Inc.
Conning
Imperial PFS
KPMG, LLP
Marsh
Merrill Lynch, Inc.

THE INSURANCE CAPITAL

- Ranks #1 in Insurance Jobs
- Robust per capita
- Ranked
- Top
- Co

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Aetna
AIG Group, a member of the
Bank of America
Catalina Insurance
ConnectCare

Directors
Empire Fire
Ford
New
New

at
Columbia, SC
& Life

Company
Healthcare
Investment
Bank

at
Columbia, SC
& Life

Company
Healthcare
Investment
Bank



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Captive Insurance Association

Connecticut
still revolutionary

Department of Economic and
Community Development



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VERMONT CAPTIVE INSURANCE ASSOCIATION (AUG. 2014)
CONNECTICUT CAPTIVE INSURANCE SYMPOSIUM (SEPT. 2014)

2014

Insurance Market Forecast

Hartford, Connecticut



NOVEMBER 20 ■ CONNECTICUT CONVENTION CENTER

- **More than 400 attendees in 2013**
- **Capitalizes on *Insurance Capital* leadership**
- **Local and national media invited**
- **2014 Keynote: Dr. Robert P. Hartwig, CPCU**

REGISTRATION AT WWW.CONNECTICUTIFS.COM



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