

An Overview and Introduction to Fire Marque's Indemnification Technology Program®



Indemnification Technology®



Fire Marque Inc.

- Federally incorporated company
- In business over 12 years
- Clients coast to coast
- Works Exclusively for you, no Conflict of Interest.



Fire Marque's

Indemnification Technology Program®

provides an opportunity for municipalities to:-

✓ Offset operational expenses

AND

✓ Generate a new source of income.

The Indemnification Technology Program®

- ✓ Unlocks insurance coverage in property policies to offset Fire Department expenses

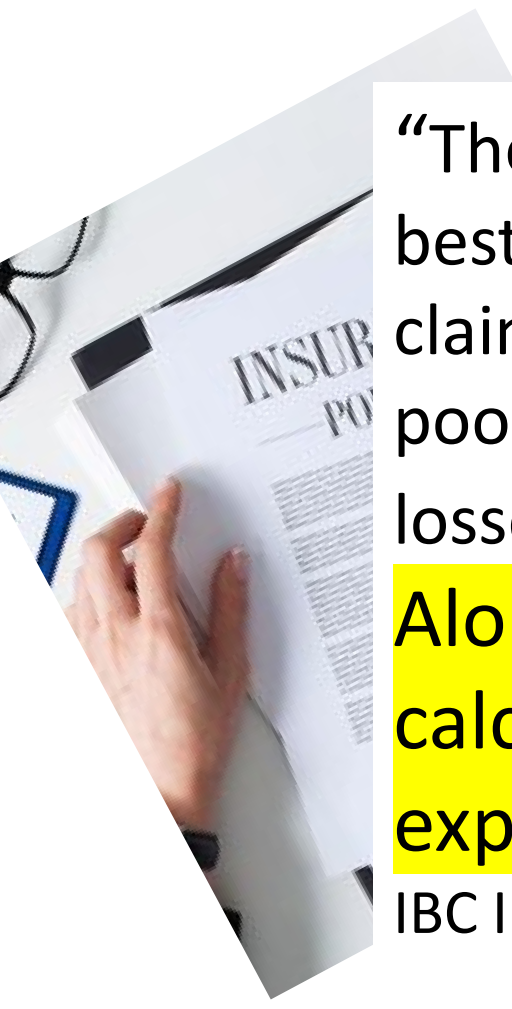


Fire Department Expenses Coverage



- ✓ Coverage for Fire Department Expenses is found in most property policies and is usually included automatically.
- ✓ In fact, some insurance companies will increase the amount of this coverage for additional premium.

Fire Department Expenses Coverage



“The price for premiums is based, in part, on an insurer’s best estimate of the amount it will be required to pay out in claims on the policies it wrote in any given year. Insurers pool the premiums of their many policyholders to cover the losses claimed by the few in that year.

Along with covering claim costs, premiums are calculated to cover taxes, operating expenses and expected profits.”

IBC Insurance Bureau of Canada Fact Book

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Corporate Report

ent Expenses Coverage

DEPARTMENT/ DIVISION	Development & Emergency Services - Thunder Bay Fire Rescue	REPORT NO.	R 84/2017
DATE PREPARED			

Corporate Report No. Agenda Item R 84/2017

Inc. included an ethical opposition to the process, the potential for a negative reaction toward the municipality and the fire department from property owners, fear of an escalation in insurance premiums and the concern over residents not activating 911 in the event of a fire, to name some. We are not aware of any evidence in support of these concerns. These issues have not materialized in communities that have retained the services of Fire Marque Inc.

(10) municipalities in Ontario and this consultation included municipalities that have entered into agreements with Fire Marque Inc. and those that have chosen not to. The information that was provided to Administration from those municipalities that have entered into agreements was generally positive with respect to the municipality's relationship with Fire Marque Inc. Responses from those municipalities that chose not to enter into an agreement with Fire Marque

of this
premium.

Let's look at from a small market share Mutual Insurance Company Statement of Income



The Annual Report 2017-2018 from the Superintendent of Insurance www.fsco.gov.on.ca/en/about/annual_reports/Documents/pc-2017.html, this insurer had 26,359 Direct Written Premiums.

“Insurers pool the premiums of their many policyholders to cover the losses claimed by the few in that year.” IBC 2020 Fact Book.

The loss incurred within this “insurers pool of premiums” for the Fire Department Expenses paid out by was \$0.11 – there is ZERO risk to a premium increase due to our cost recovery program.

Plus Service Charges	\$10,713,497.00	\$3,000.00
\$18,821,361.00		

The Program kicks in only after a Fire Department callout to an incident at any property (residential and non-residential).

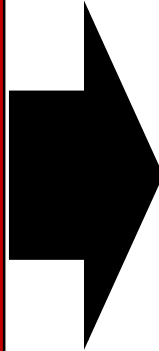


The Usual Process for the Cost Recovery Program

1.

Fire Dept.

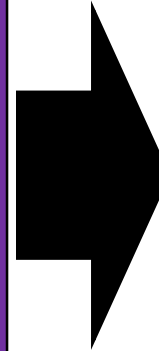
- Sends already completed Standard Incident Report (SIR)
- Scene Release Form
- Initial Report Form



2.

Fire Marque

- Reviews
- confirms eligibility
- works with insurance co. and adjustors
- sends check to Fire Marque



3.

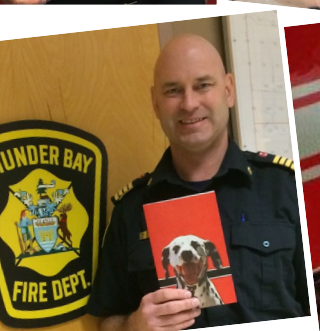
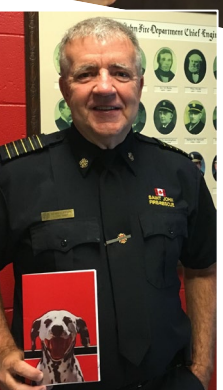
Fire Department

- Allocates funds

“Show Me The Mickey”

Recovered funds go to the
Fire Department:-

- ✓ Training
- ✓ Public safety & education
- ✓ Equipment
- ✓ Capital expenditures



If Property Owners pay taxes, which include Fire Department Services then Why should your Fire Department recovery some of their costs?

The Indemnification Technology® program is not a typical fee. It is a cost recovery mechanism to comply with insurance policy language.

Just as property owners have paid taxes for fire services, they have also bought and paid for fire service expense coverage in their property insurance policies.

By requesting insurance companies pay those expenses, the insurance companies are being asked to honour the contractual agreement of the policy they issued.



The Details...

Next Steps

1. Enact 2 By-laws
2. A) Cost Recovery Stand-Alone By-law or B) Amend Schedule of Fees within existing consolidated Fees & Charges By-law
3. Approve Agency Agreement by By-law; now Fire Marque works for you!
4. Review Process with Fire Chief and Admin. Staff for submitting the Incident files.

**Questions,
comments,
concerns?**



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