

## **Industry Involvement, Forming strategic partnerships**

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Summer may be drawing to a close but ASC-USI's industry involvement is still heating up. P.J. Longstreth appeared before the June 2003 National Association of Insurance Commissioner (NAIC) Quarterly Meeting in New York City to propose changes in the methodology of reporting bail premiums. We have taken the lead in attempting to resolve and to clarify the disparate ways by which surety companies account for their bail premium writings. This will be a lengthy process of a year or more but the end result should be a standardization of reporting methods and a greater transparency in the insurer's financial statements.

ASC also accepted membership into The Surety Association of America (SAA) and I will be serving on the Bail Bond Advisory sub-committee. This group will be able to provide expertise on bail-related matters through the auspices of the SAA and impact State Legislatures nationwide. It will also provide the bail industry with access to the SAA's legislative contacts and ally it with the rest of the surety industry. This uniting in voice with the rest of the surety industry provides tremendous opportunities for us to be heard and be recognized as a vibrant and economically powerful segment of the surety industry.

The American Bail Coalition (of which ASC-USI are founding members) continues to press the industry's agenda before thousands of state legislators. The American Legislative Exchange Council (ALEC) Annual Meeting was the first week of August. I continue to serve as the Private Sector State Chair in Indiana and other members of the Coalition hold private sector leadership positions within ALEC. This alliance has opened hundreds of legislative doors to our industry and we anticipate continued good relations with the organization.

Equally as important, the Companies have attended numerous state and national trade association meetings such as Indiana, Georgia, South Carolina, North Carolina, California, Oklahoma and the PBUS summer meeting in Rhode Island. This fall Company representatives will again fan out across the country to cover a full fall agenda of state meetings such as California's in October.