

**NORMA SELF-INSURANCE
POOL, INC.
CUYAHOGA COUNTY, OHIO**

AUDIT REPORT

**FOR THE FISCAL YEAR ENDED
SEPTEMBER 30, 2018**

James G. Zupka, CPA, Inc.
Certified Public Accountants

OHIO AUDITOR OF STATE KEITH FABER



Board of Trustees
NORMA Self Insurance Pool, Inc.
115 Executive Parkway, Suite 400
Hudson, Ohio 44236

We have reviewed the *Independent Accountant's Report* of the NORMA Self Insurance Pool, Inc., Cuyahoga County, prepared by James G. Zupka, CPA, Inc., for the audit period October 1, 2017 through September 30, 2018. Based upon this review, we have accepted these reports in lieu of the audit required by Section 117.11, Revised Code. The Auditor of State did not audit the accompanying financial statements and, accordingly, we are unable to express, and do not express an opinion on them.

Our review was made in reference to the applicable sections of legislative criteria, as reflected by the Ohio Constitution, and the Revised Code, policies, procedures and guidelines of the Auditor of State, regulations and grant requirements. The NORMA Self Insurance Pool, Inc., is responsible for compliance with these laws and regulations.

A handwritten signature in cursive script that reads "Keith Faber".

Keith Faber
Auditor of State
Columbus, Ohio

April 9, 2019

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NORMA SELF-INSURANCE POOL, INC.
CUYAHOGA COUNTY, OHIO
AUDIT REPORT
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018

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JAMES G. ZUPKA, C.P.A., INC.

Certified Public Accountants

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Garfield Hts., Ohio 44125

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Ohio Society of Certified Public Accountants

INDEPENDENT ACCOUNTANT'S REPORT

To the Board of Trustees of
NORMA Self Insurance Pool, Inc.
115 Executive Parkway, Suite 400
Hudson, OH 44236

The Honorable Keith Faber
Auditor of State
State of Ohio

Report on the Financial Statements

We have audited the accompanying financial statements of NORMA Self-Insurance Pool, Inc. (NORMA), Cuyahoga County, Ohio as of and for the fiscal year ended September 30, 2018, and the related notes to the financial statements, which collectively comprise NORMA's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to NORMA's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of NORMA's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of NORMA Self-Insurance Pool, Inc., Cuyahoga County, Ohio as of September 30, 2018, and the respective changes in financial position, and cash flows thereof for the fiscal year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the *Management's Discussion and Analysis* on pages 3 - 4 and *Ten-Year Claims Development Information* on page 15 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any other assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated March 7, 2019, on our consideration of NORMA Self-Insurance Pool, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering NORMA Self-Insurance Pool, Inc.'s internal control over financial reporting and compliance.

James G. Zupka,
CPA, President
James G. Zupka, CPA, Inc.
Certified Public Accountants

Digitally signed by James G. Zupka, CPA, President
DN: cn=James G. Zupka, CPA, President, o=James G.
Zupka, CPA, Inc., ou=Accounting,
email=jgz@jgzcpa.com, c=US
Date: 2019.03.25 15:57:12 -04'00'

March 7, 2019

NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
MANAGEMENT'S DISCUSSION AND ANALYSIS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
(Unaudited)

The discussion and analysis of the Northern Ohio Risk Management Association (NORMA) Self Insurance Pool, Inc.'s performance provides an overview of NORMA's financial activities for the year ended September 30, 2018. The intent of this discussion and analysis is to look at NORMA's financial performance as a whole.

FINANCIAL HIGHLIGHTS

NORMA's net position increased \$440,912. Total assets increased by \$170,102, and total liabilities decreased by \$270,810.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements and notes to those statements. The statements are organized so the reader can understand NORMA's financial position.

The Statement of Net Position and Statement of Revenues, Expenses and Changes in Net Position provide information about the activity of NORMA as a whole. NORMA has only an enterprise fund and does not have any other funds.

DESCRIPTION OF FINANCIAL STATEMENTS

The Statement of Net Position and Statement of Revenues, Expenses and Changes in Net Position reflect how NORMA did financially during 2018. These statements include all assets and liabilities using the accrual basis of accounting similar to that which is used by most private-sector companies. This basis of accounting considers all of the current year's revenues and expenses regardless of when cash is received or paid. These statements report NORMA's net position and changes in net position. This change in net position is important because it tells the reader whether the financial position of NORMA has increased or decreased from the prior year. Over time, these increases and/or decreases are one indicator of whether the financial position is improving or deteriorating. Causes for these changes may be the result of many factors, some financial, some not.

FINANCIAL ANALYSIS

As previously noted, total assets increased by \$170,102, or 8.1 percent in 2018. Cash and cash equivalents increased \$248,913, and accounts receivable decreased by \$91,083. The change in accounts receivable is a result of fewer insurance recoveries and deductible reimbursements. On the liability side, total liabilities decreased by \$270,810 or 16.9 percent in 2018. Unpaid claims liability decreased by \$269,074 in 2018. Total operating revenues increased \$314,367 due to an increase in member contributions. Total operating expenses decreased \$324,007 due to a decrease in loss and loss adjustments. Ending net position was \$938,662 at September 30, 2018, compared to \$497,750 at September 30, 2017. An increase in net position of \$440,912 had a positive impact on the financial condition of NORMA.

**NORMA SELF INSURANCE POOL, INC.
 CUYAHOGA COUNTY
 MANAGEMENT'S DISCUSSION AND ANALYSIS
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
 (Unaudited)**

Table 1 provides a summary of NORMA's Statement of Net Position as of September 30, 2018 and the changes in net position for the year then ended, as compared to 2017.

	<u>2018</u>	<u>2017</u>
Total Assets	\$ 2,268,420	\$ 2,098,318
Total Liabilities	1,329,758	1,600,568
Net Position		
Restricted	359,034	639,686
Unrestricted (Deficit)	579,628	(141,936)
Total Net Position	<u>\$ 938,662</u>	<u>\$ 497,750</u>
Total Revenues	\$ 2,574,926	\$ 2,260,559
Total Expenses	2,134,014	2,458,021
Net Change In Net Position	440,912	(197,462)
Net Position at Beginning of Year	497,750	695,212
Net Position at End of Year	<u>\$ 938,662</u>	<u>\$ 497,750</u>

BUDGETARY HIGHLIGHTS

NORMA does not draft or approve a budget in the tradition of most government agencies. The insurance adjuster reviews NORMA's prior claims history and helps NORMA set billing rates for its twelve members for the following year. This process is completed in October of each year. If the rates are set too high, and/or the claims are overestimated, NORMA will have an increase in net position. If the rates are set too low, and/or the claims are underestimated, NORMA will have a decrease in net position.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of NORMA's finances for all those interested in NORMA's well being. Questions concerning any of the information provided in this report or requests for additional information should be directed to Jeffrey Knoblauch, 115 Executive Parkway, Suite 400, Hudson, Ohio 44236.

**NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
STATEMENT OF NET POSITION
SEPTEMBER 30, 2018**

ASSETS

Current Assets:

Equity in Pooled Cash and Cash Equivalents	\$ 2,215,226
Accounts Receivable	40,865
Prepaid Items	<u>12,329</u>

Total Assets 2,268,420

LIABILITIES

Current Liabilities:

Accounts Payable	11,642
Unpaid Claims Liability	<u>1,318,116</u>

Total Liabilities 1,329,758

NET POSITION

Restricted	359,034
Unrestricted	<u>579,628</u>

Total Net Position \$ 938,662

The notes to the financial statements are an integral part of this statement.

**NORMA SELF INSURANCE POOL, INC.
 CUYAHOGA COUNTY
 STATEMENT OF REVENUES, EXPENSES, AND
 CHANGES IN NET POSITION
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018**

OPERATING REVENUES

Membership Contribution	\$ 1,540,894
Loss Fund Deposits	767,533
Loss Recoveries	217,650
Loss Fund Reimbursements	48,831
Total Operating Revenues	2,574,908

OPERATING EXPENSES

Excess Insurance Premiums and Administrative Services	1,534,000
Loss and Loss Adjustments	571,231
Professional Fees	28,783
Total Operating Expense	2,134,014

Operating Income	440,894
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NONOPERATING REVENUE

Investment Income	18
Total Nonoperating Revenue	18

Change in Net Position	440,912
Net Position - Beginning of Year	497,750
Net Position - End of Year	\$ 938,662

The notes to the financial statements are an integral part of this statement.

**NORMA SELF INSURANCE POOL, INC.
 CUYAHOGA COUNTY
 STATEMENT OF CASH FLOWS
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018**

<u>Cash Flows from Operating Activities</u>	
Cash Received for Premiums	\$ 2,665,991
Cash Paid for Premiums and Claims	(2,386,577)
Cash Payments to Vendors for Services	<u>(30,519)</u>
Net Cash Provided by Operating Activities	<u>248,895</u>
 <u>Cash Flows from Investing Activities</u>	
Interest on Investments	<u>18</u>
Net Cash Provided by Investing Activities	<u>18</u>
 Net Increase in Cash and Cash Equivalents	 248,913
 Cash and Cash Equivalents - Beginning of Year	 <u>1,966,313</u>
Cash and Cash Equivalents - End of Year	<u>\$ 2,215,226</u>
 <u>Reconciliation of Operating Income to Net Cash Used In Operating Activities</u>	
Operating Income	\$ 440,894
(Increase) Decrease in Assets:	
Accounts Receivable	91,083
Prepaid Items	(12,272)
Increase (Decrease) in Liabilities:	
Accounts Payable	(1,736)
Unpaid Claims Liability	<u>(269,074)</u>
Net Cash Provided by Operating Activities	<u>\$ 248,895</u>

The notes to the financial statements are an integral part of this statement.

NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018

NOTE 1: FINANCING REPORTING ENTITY

The Northern Ohio Risk Management Association, Inc. (NORMA) began operations on October 1, 1987 and is a joint Self-Insurance Pool under Chapter 2744.081 of the Ohio Revised Code for the public purpose of enabling subscribing political subdivisions to obtain insurance and to provide for a formalized, jointly administered self-insurance fund for its members. NORMA currently provides property and casualty insurance to its members. NORMA is administered by a Board of Trustees appointed by members of the Association.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The Pool accounts for its activities in an enterprise fund and the accompanying financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America (“GAAP”), provided that they do not conflict or contradict statements issued by the Government Accounting Standards Board (“GASB”). GASB Statement No. 10 *Accounting and Financial Reporting for Risk Financing and Related Insurance Issues* as amended by GASB Statement No. 30 *Risk Financing Omnibus* and GASB Statement No. 66, *Technical Corrections - 2012 - an amendment of GASB Statements No. 10 and No. 62* provides standards for accounting and reporting that apply to public entity risk pools.

Revenue Recognition Policy

Required contributions are recognized as revenue evenly over the policy year. NORMA’s policy year runs from October 1 to September 30.

Loss Reserve Surplus (Deficiency)

A loss reserve deficiency is an estimate of the additional funds needed to meet the indicated reserves requirement for claims pending, claims incurred but not reported, and claims adjustment expenses. Conversely, a loss reserve surplus is the amount the cash reserve exceeds the reserve requirement. The estimated indicated reserve determined by an actuarial study performed as of September 30, 2018 was \$1,318,116.

NORMA’s cash reserve for claims was \$359,034 at September 30, 2018. At September 30, 2018, NORMA has a loss reserve surplus of \$897,110, which is included in unrestricted and restricted net position. Management believes that the cash reserve for unpaid losses is adequate for current needs, and the Board of Trustees has the authority in the Agreement and Bylaws, Section VIII (Finances and Risk Management) to make calls for supplementary payments in accordance with paragraph D to increase cash reserves if the need arises. The ultimate cost, however, may be more or less than the estimated indicated reserve at September 30, 2018. Losses in any membership year are a contractual obligation of the members of that respective year; a surplus in any membership year may be distributed when such membership year is determined to be closed. At the close of a membership year, the members’ proportionate share of any related surplus to be refunded will be determined based on contributions made by each member in that year, as defined in the NORMA bylaws.

NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
(CONTINUED)

NOTE 2: **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

Members' Deposits

The members' deposits represent funds provided by members, in which each maintains its vested ownership interest. Members' amounts are intended to be available to provide liquidity in respective membership years. Initial contributions represent a \$5,000 deposit required from each member to join NORMA.

Membership Contributions

Contributions are determined in advance of each membership year based on the individual member's revenue base as defined in the NORMA bylaws, and on the funding of the membership year. Membership contributions pay excess insurance premiums.

Contribution Deficiency Receivable and Liability

Contribution deficiency liability results from the difference between estimated claims costs including claims incurred but not recorded, and existing reserves and unearned future premiums. Future investment income is excluded from the calculation. Contribution deficiency receivable is recorded in an amount equal to the liability. Any increase in the receivable and liability from the prior year is recorded as revenue and expense in that year.

Loss of Fund Deposits

This amount, determined by the Board of Trustees, represents deposits, allocated based on each member's participation percentage, to cover future losses from current year experience. Deposits not needed can be refunded to the members in the future at the discretion of the Board of Trustees. Loss fund deposits are billed quarterly for the current quarter.

Excess Insurance Premiums

Premiums represent payments to NORMA's insurance administrator for excess insurance coverage. Excess insurance premiums expense for policy year October 1, 2017 to September 30, 2018 totaled \$1,495,394.

**NORMA SELF INSURANCE POOL, INC.
 CUYAHOGA COUNTY
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
 (CONTINUED)**

NOTE 2: **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

Loss and Loss Adjustments

Each loss has a \$1,000 to \$2,500 per-occurrence deductible, which is paid by the applicable member responsible for each claim. NORMA is responsible for all payments from the deductible amount to \$100,000 per occurrence for policy years beginning October 1, 2000. From October 1, 1989 to September 30, 2000, the occurrence limit was \$150,000. Prior to October 1, 1989, the occurrence limit was \$100,000. NORMA has an annual aggregate stop loss insurance policy which limits its total liability each policy year to the following amounts:

October 1, 2016 to September 30, 2018	\$ 1,250,000
October 1, 2013 to September 30, 2016	450,000
October 1, 2012 to September 30, 2013	1,000,000
October 1, 2000 to September 30, 2012	750,000
October 1, 1997 to September 30, 2000	450,000
October 1, 1996 to September 30, 1997	500,000
October 1, 1994 to September 30, 1996	775,000
October 1, 1993 to September 30, 1994	675,000
October 1, 1990 to September 30, 1993	550,000
October 1, 1989 to September 30, 1990	No Coverage
October 1, 1987 to September 30, 1989	400,000

NORMA has purchased excess insurance which will pay claims in excess of the self-insured retention up to certain limits. NORMA is, and ultimately the participants are, contingently liable should any excess insurance provider become unable to meet its obligations under the insurance policies.

Membership

The original members of NORMA from commencement of the Pool (October 1, 1987) include the cities of Bedford Heights, Highland Heights, Mayfield Heights, Richmond Heights, South Euclid and the Village of Chagrin Falls. Effective February 1, 1989, the Cities of Eastlake and Solon became members of NORMA. The Cities of Maple Heights and Hudson became members effective October 1, 1993 and August 30, 1995, respectively. The City of University Heights became a member effective November 1, 2008. The City of Beachwood became a member effective December 1, 2017. All remain members at September 30, 2018.

NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
(CONTINUED)

NOTE 2: **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

Unpaid Claims Liability

NORMA establishes claims liabilities based on estimates of the ultimate cost of claims, including future claim adjustment expenses and of claims that have been incurred but not reported. Estimated amounts of excess insurance recoverable are deducted from the liability for unpaid claims. Because actual claims costs depend on such complex factors as inflation, changes in doctrines of legal liability, and damage awards, the process used in computing claims liabilities does not necessarily result in an exact amount.

Claims liabilities are re-computed annually by an actuary using a variety of actuarial and statistical techniques to produce current estimates that reflect recent settlements, claims frequency, and other economic and social factors. Adjustments to claims liabilities are charged or credited to expense in the periods in which they are made.

Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Net Position

Net position represents the excess of revenues over expenses since inception. It is displayed in two components as follows:

Restricted - This consists of net position that are legally restricted by outside parties or by law through constitutional provisions or enabling legislation.

Unrestricted - This consists of net position that does not meet the definition of “restricted” or “net investment in capital assets”.

As of September 30, 2018, NORMA does have \$359,034 in “restricted” net position. The NORMA Board of Directors may authorize the distribution of all or part of the net position to those members who constituted the self-insurance pool during the years when such surplus member funds were earned, provided that such members must also be members of NORMA in the year in which said distribution is made.

In the event of the dissolution of NORMA, any funds which remain unencumbered after all claims and all other NORMA obligations have been paid shall be distributed only to the cities which are members of NORMA immediately prior to its dissolution. Any such surplus funds shall be distributed to members in proportion to their interest in the surplus funds.

NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
(CONTINUED)

NOTE 2: **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

Risk Management

NORMA is exposed to various risks of loss incurred by members related to property loss, torts, and errors and omissions, up to the limit of its self insured retention. NORMA is also exposed to the limit of liability for property and third party liability provided to members, in the unlikely event that NORMA reinsurers and excess insurance carriers would be unable to fulfill their financial obligations to NORMA.

Subsequent Events

NORMA has evaluated events or transactions occurring subsequent to the statement of net position date for recognition and disclosure in the accompanying financial statements through the date the financial statements are issued which is March 7, 2019 and has determined there were no material subsequent events or transactions.

Cash and Cash Equivalents

For cash flow purposes, NORMA considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

NOTE 3: **CHANGE IN ACCOUNTING PRINCIPLES**

During the fiscal year, NORMA implemented the following Governmental Accounting Standards Board (GASB) Statements:

GASB Statement No. 81, Irrevocable Split-Interest Agreements. The object of this statement is to improve accounting and financial reporting for irrevocable split-interest agreements by providing recognition and measurement guidance for situations in which a government is a beneficiary of the agreement. The implementation of this Statement did not have an effect on the financial statements of the Pool.

GASB Statement No. 85, Omnibus 2017. The objective of this Statement is to address practice issues that have been identified during implementation and application of certain GASB Statements. The implementation of this Statement did not have an effect on the financial statements of the Pool.

GASB Statement No. 86, Certain Debt Extinguishment Issues. The primary objective of this Statement is to improve consistency in accounting and financial reporting for in-substance defeasance of debt by providing guidance for transactions in which cash and other monetary assets acquired with only existing resources—resources other than the proceeds of refunding debt—are placed in an irrevocable trust for the sole purpose of extinguishing debt. This Statement also improves accounting and financial reporting for prepaid insurance on debt that is extinguished and notes to financial statements for debt that is defeased in substance. The implementation of this Statement did not have an effect on the financial statements of the Pool.

NORMA SELF INSURANCE POOL, INC.
CUYAHOGA COUNTY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
(CONTINUED)

NOTE 3: **CHANGE IN ACCOUNTING PRINCIPLES** (Continued)

GASB Statement No. 75, Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions. The primary objective of this Statement is to improve accounting and financial reporting by state and local governments for postemployment benefits other than pensions (other postemployment benefits or OPEB). The implementation of this Statement did not have an effect on the financial statements of the Pool.

NOTE 4: **DEPOSITS**

State statutes classify monies held by NORMA into three categories.

Active deposits are public deposits necessary to meet current demands on the treasury. Such monies must be maintained either as cash in the NORMA treasury, in commercial accounts payable or withdrawable on demand, including negotiable order of withdrawal (NOW) accounts, or in money market deposit accounts.

Inactive deposits are monies identified as not required for use within the current five year period of designation of depositories. Inactive deposits must either be evidenced by certificates of deposit maturing not later than the end of the current period of designation of depositories, or by savings or deposit accounts including, but not limited to, passbook accounts.

Interim monies are those monies which are not needed for immediate use but which will be needed before the end of the current period of designation of depositories.

Custodial credit risk for deposits is the risk that in the event of bank failure, the Pool will not be able to recover deposits or collateral securities that are in the possession of an outside party. Protection of the Pool's cash and deposits is provided by the Federal Deposit Insurance Corporation (FDIC), as well as qualified securities pledged by the institution holding the assets. Ohio law requires that deposits either be insured or protected by:

Eligible securities pledged to the Pool and deposited with a qualified trustee by the financial institution as security for repayment whose fair value at all times shall be at least 105 percent of the deposits being secured; or

Participation in the Ohio Pooled Collateral System (OPCS), a collateral pool of eligible securities deposited with a qualified trustee and pledged to the Treasurer of State to secure the repayment of all public monies deposited in the financial institution. OPCS requires the total fair value of the securities pledged to be 102 percent of the deposits being secured or a rate set by the Treasurer of State. The Pool's financial institution was approved for a reduced collateral rate of 50 percent through the Ohio Pooled Collateral System.

At year-end, the carrying amount of NORMA's deposits was \$2,215,226 and the bank balance was \$2,219,495. Of the bank balance \$609,034 was covered by Federal depository insurance and \$1,610,461 was uninsured and exposed to custodial risk as disclosed above.

**NORMA SELF INSURANCE POOL, INC.
 CUYAHOGA COUNTY
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018
 (CONTINUED)**

NOTE 5: UNPAID CLAIMS LIABILITY

As discussed in Note 2, NORMA records a liability for reported and unreported insured events. The Schedule below presents the changes in claims liabilities during the fiscal year ended September 30, 2018 and for the fiscal year ended September 30, 2017.

	2018	2017
Unpaid Claims Liability, Beginning of Year	\$ 1,587,190	\$ 1,331,729
Current Year Estimated Liability and Change to Prior Year's Estimates	571,231	1,083,389
Claims Paid in the Current Year for Current and Prior Years	(840,305)	(827,928)
Unpaid Claims Liability, End of Year	\$ 1,318,116	\$ 1,587,190

At September 30, 2018, the estimated ultimate loss of \$1,387,491, net of amounts paid to date, is reported as unpaid claims liability at a net present value of \$1,318,116. The amount is discounted at annual rate of 5 percent.

NORMA SELF INSURANCE POOL, INC.
REQUIRED SUPPLEMENTARY INFORMATION
CLAIMS DEVELOPMENT INFORMATION

	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Required Contributions and Investment Revenue:										
Earned	2,308,445	2,030,556	1,994,395	1,967,578	1,803,335	1,816,256	1,183,372	1,545,853	1,519,074	1,489,587
Ceded	2,105,231	2,415,450	2,041,453	3,191,724	2,678,337	2,003,431	1,495,437	2,095,395	1,776,342	1,077,078
Net Earned	203,214	(384,894)	(47,058)	(1,224,146)	(875,002)	(187,175)	(312,065)	(549,542)	(257,268)	412,509
Unallocated Expenses	28,783	42,571	14,438	22,639	40,699	33,499	27,249	22,581	30,048	26,701
Estimated Claims & Expenses, End of Policy Year										
Incurred	454,320	536,494	346,023	403,856	612,605	568,097	487,912	550,029	140,447	501,603
Ceded	-	-	-	-	-	-	-	-	-	-
Net Incurred	454,320	536,494	346,023	403,856	612,605	568,097	487,912	550,029	140,447	501,603
Net Paid (Cumulative) as of:										
End of Policy Year	222,585	188,937	133,194	325,826	262,759	191,691	234,582	256,418	77,747	258,877
One Year Later	-	470,268	343,351	422,732	505,868	411,707	386,927	596,639	88,904	480,246
Two Years Later	-	-	445,965	595,362	625,767	648,328	491,420	638,396	169,554	597,263
Three Years Later	-	-	-	626,938	857,277	776,873	562,715	691,015	316,967	597,414
Four Years Later	-	-	-	-	891,009	822,533	568,775	728,301	456,278	611,455
Five Years Later	-	-	-	-	-	822,533	568,775	861,208	457,072	601,783
Six Years Later	-	-	-	-	-	-	568,775	861,208	462,072	697,798
Seven Years Later	-	-	-	-	-	-	-	861,208	462,072	816,722
Eight Years Later	-	-	-	-	-	-	-	-	462,072	833,493
Nine Years Later	-	-	-	-	-	-	-	-	-	833,493
Re-Estimated Ceded Claims & Expenses	-	-	-	-	-	-	-	-	-	-
Re-Estimated Net Incurred Claims & Expenses:										
End of Policy Year	454,320	536,494	346,023	403,856	612,605	568,097	487,912	550,029	140,447	501,603
One Year Later	-	590,382	594,577	573,505	649,158	660,257	608,588	786,768	227,642	652,275
Two Years Later	-	-	550,044	659,563	822,174	754,208	543,429	770,411	377,896	618,530
Three Years Later	-	-	-	626,938	957,222	776,873	579,778	707,944	404,113	597,414
Four Years Later	-	-	-	-	938,531	822,533	568,775	728,301	456,425	611,455
Five Years Later	-	-	-	-	-	822,533	568,775	861,208	457,072	652,798
Six Years Later	-	-	-	-	-	-	568,775	861,208	462,072	697,798
Seven Years Later	-	-	-	-	-	-	-	861,208	462,072	851,722
Eight Years Later	-	-	-	-	-	-	-	-	462,072	833,493
Nine Years Later	-	-	-	-	-	-	-	-	-	833,493
Increase (Decrease) in Estimated Net Incurred Claims & Expenses from End of Policy Year	-	(53,888)	(204,021)	(223,082)	(325,926)	(254,436)	(80,863)	(311,179)	(321,625)	(331,890)

2017 amount provided by Pinnacle Actuarial Resources Inc.

The accompanying notes are an integral part of these Financial Statements

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JAMES G. ZUPKA, C.P.A., INC.

Certified Public Accountants

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Garfield Hts., Ohio 44125

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Ohio Society of Certified Public Accountants

**REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON
COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF
FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS**

To the Board of Trustees of
NORMA Self Insurance Pool, Inc.
115 Executive Parkway, Suite 400
Hudson, OH 44236

The Honorable Keith Faber
Auditor of State
State of Ohio

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of NORMA Self Insurance Pool, Inc. (NORMA), Cuyahoga County, Ohio as of and for the fiscal year ended September 30, 2018, and the related notes to the financial statements, which collectively comprise NORMA's basic financial statements and have issued our report thereon dated March 7, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered NORMA's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of NORMA's internal control. Accordingly, we do not express an opinion of the effectiveness of NORMA's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of NORMA's financial statements will not be prevented, or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses, or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether NORMA's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of NORMA's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering NORMA's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

James G. Zupka,
CPA, President

Digitally signed by James G. Zupka, CPA, President
DN: cn=James G. Zupka, CPA, President, o=James G.
Zupka, CPA, Inc., ou=Accounting,
email=jgz@jgzcpa.com, c=US
Date: 2019.03.25 15:58:01 -04'00'

James G. Zupka, CPA, Inc.
Certified Public Accountants

March 7, 2019

NORMA SELF-INSURANCE POOL, INC.
CUYAHOGA COUNTY, OHIO
SCHEDULE OF PRIOR AUDIT FINDINGS AND RECOMMENDATIONS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2018

The prior audit report, for the fiscal year ended September 30, 2017, reported no audit findings. The management letter recommendations have been repeated, corrected, or procedures instituted to prevent occurrences in this audit period.

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OHIO AUDITOR OF STATE
KEITH FABER



NORMA SELF INSURANCE POOL, INC.

CUYAHOGA COUNTY

CLERK'S CERTIFICATION

This is a true and correct copy of the report which is required to be filed in the Office of the Auditor of State pursuant to Section 117.26, Revised Code, and which is filed in Columbus, Ohio.

Susan Babbitt

CLERK OF THE BUREAU

**CERTIFIED
APRIL 23, 2019**