

# CLEAN MOBILITY OPTIONS



**\$55  
MILLION**

for under-resourced communities to date



[www.cleanmobilityoptions.org](http://www.cleanmobilityoptions.org)

# CLEAN MOBILITY OPTIONS

73

COMMUNITIES  
SERVED



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# Streamlining Implementation

- Listen to the Community
- Be Adaptable and Make Adjustments
- Individualized Technical Assistance (TA)
- Addressing Funding and Reimbursement Barrier
- Enhancing Peer-to-Peer learning



# Bikeshare Projects

- Fresno
- Rialto
- Huron
- San Pedro
- Redding
- San Jose
- Santa Barbara



# Conversation



- Background
- Why is Insurance So Expensive
- Insurance and the barriers to entry
- Creating efficient insurance submissions // shrinking insurance premiums via good story telling

## Introductions:

### Brandon Schuh, SVP Head of Specialty Insurance Christensen Group Insurance

Brandon heads leads several areas within the specialty insurance segment – primarily focusing on mobility (rideable risk) along with consumer product risk.

Brandon was formerly the Head of Risk for one of the country's largest ladder manufacturers and was in that role for about ten years. For the last ten years, Brandon has been on the broker and consultant side helping clients and using the skills gained from his risk management career.

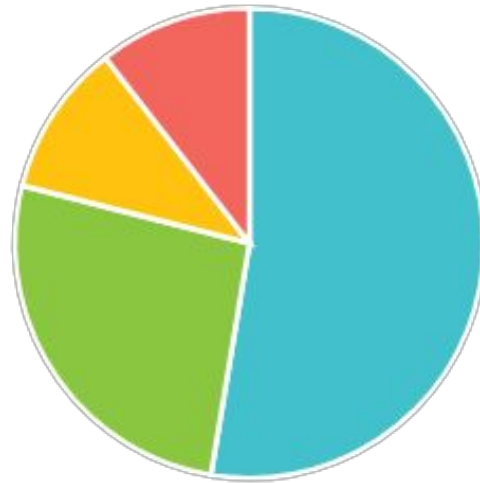




# Why is Micromobility Insurance Expensive?

ANSWER - Margins are thin & claims are PROLIFIC

Combined Ratio < 100%



■ Loss Ratio ■ Underwriting ■ Brokerage ■ Admin



# Regulatory Hurdles

- CA AB371 (2021-2022):
  - This bill, also known as the "Shared Mobility Devices: Insurance and Tracking Act," was passed in September 2022. It requires shared mobility service providers, such as e-scooter and bike rental companies, to:
    - Have insurance coverage for users of their devices.
    - Track the location of their devices in real time.
    - Report certain data to the state Department of Motor Vehicles (DMV).
    - \$10,000 in coverage

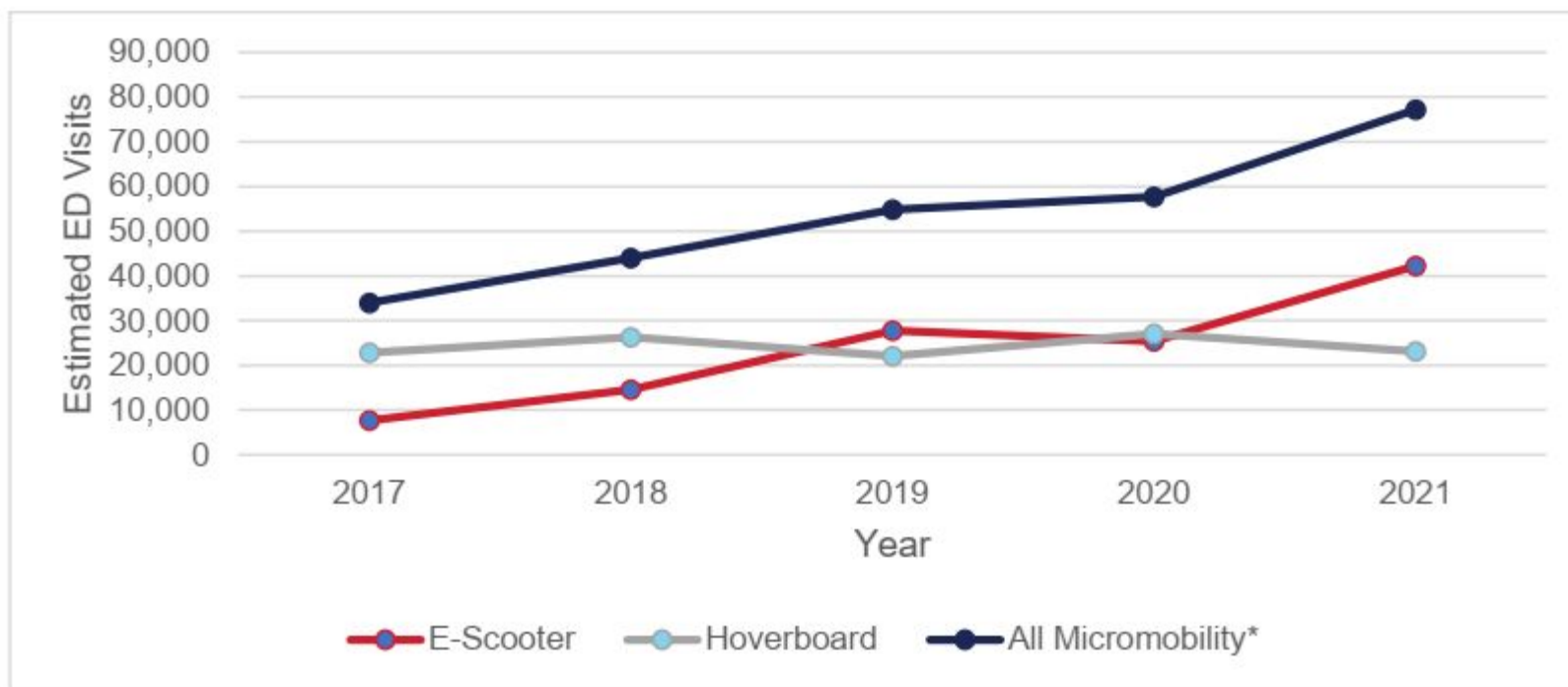


# CPSC Claims Data since 2017

- All Micromobility Products o Estimated total of 267,700 ED visits from 2017 through 2021; o Estimated ED visits associated with micromobility increased from 34,000 in 2017 to 77,200 in 2021, which is statistically significant [p-value < 0.01].
- Ebikes Accounted for 11 percent of the overall micromobility injury estimate from 2017 through 2021; o Estimates did not meet the reporting criteria for NEISS.3

# CPSC Claims DATA

Figure 1.1: Estimated ED Visits Associated with Micromobility Products by Year



Source: NEISS, U.S. Consumer Product Safety Commission, 2017-2021.

\*E-bike estimates did not meet the reporting criteria for NEISS and are not presented but are included in "All Micromobility" estimates.

# Why continued

- Problems
  - Social Inflation
  - Nuclear Verdicts
  - Litigation Investment Funds
  - Actual Inflation
  - Fires
- Result
  - Rate Increases
  - Limit Reductions
  - Reinsurance Treaties



# How do I change that?

- Operations
  - Battery Swap vs. Rebalancing
  - Usage based Telemetry
  - Geofencing/Helmet Selfies/Contract Negotiation
- Taking Risk vs. Transferring Risk
  - SIR
  - Quota Sharing/Co-Insurance
  - Ventilation of limits
  - Niche broker experience and relationships
  - Being a better insurance consumer



# How Continued // National Counsel Strategy

- Specialized and Lean Litigation Team
- Consistent Defense Strategies
- Maximize Use of In-House Engineering Experts
- Strategic Use of Local Counsel Network
- Eliminate Wasteful Discovery Practices
- Centralized Discovery Database to Save Time and Money
- Streamlined and Efficient Trial Preparation and Handling



# How Continued //Your Renewal Submission

- It's all about your Story and how your story is either improving each year or getting worse.
- Use data to frame your story.
- Pre-Underwrite and figure out how your loss ratio would fit into profitability.
- Ask for a Target Premium based on the data you see





# QUESTIONS?

## CONTACT INFO:

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