
The Need for Sport Accident Insurance Policy (S.A.I.P.)

Regulations

FIS Competition Rules (Art 204.2) requires that with the issuance to an athlete of a FIS license to participate in FIS competitions and entry by the National Ski Association, the NSA (who is the CSA) is confirming that valid and sufficient accident insurance (including mountain rescue) for training and competition is in place for the competitor and assumes full responsibility (guarantees).

Under FIS regulations [ICR 212.4], the CSA must guarantee to FIS, Resorts and other NSA's that all of its athletes have full accident insurance including mountain rescue; return to Canada; and repatriation. FIS will debit the FIS CSA account for any unpaid bills incurred by teams or individuals training or competing outside Canada. Most medical services outside Canada including ambulance, helicopter evacuation and hospitals, require immediate payment to the hospital or service provider.

Even where our athletes and coaches are not FIS athletes or are not involved in FIS events, there is a clear expectation from ski resorts; National Ski Associations; and training centres, that our members have adequate insurance coverage.

Provincial Medical Plans such as BC Medical; Alberta Healthcare; OHIP etc. do not provide excess medical coverage out of country and usually do not cover mountain/helicopter rescue or costs to return the injured party to Canada. Indeed there are significant differences even between Canadian Provincial healthcare plans as to what is covered from Province to Province. As an example, rescue services; return to home province; specialized care is often not covered by provincial healthcare plans such as OHIP etc.

We know from experience that the majority of private insurance programs do not provide the same levels of the required coverage; have exclusions that exclude racing and in many cases training; and many require all payments to be made by the claimant directly to service provider and then submitted as a claim to those insurers.

Private health travel insurance plans such as those through credit cards, auto clubs, or employee benefit plans often exclude claims arising from accidents occurring during athletic contests and have financial limitations and/or have other restrictions. In addition, most of these will not cover out of country expenses incurred unless all expenses have been approved before they are incurred.

The CSA/NSO SAIP policy covers these gaps in addition to the accompanying worldwide assistance in medical case management and advocacy in dealing with international medical service providers on behalf of injured athletes.

The CSA does not have the capacity to review individual medical insurance plans to determine if they are current, providing relevant coverage, let alone that they will meet FIS, ski area or CSA requirements.

To ensure adherence to FIS Rules (and based upon many years of dealing with these costly gaps in insurance coverage), the CSA/NSO participates in the Sport Accident Insurance Program (SAIP) which meets FIS requirements and covers critical gaps in coverage that we have seen in the generic travel insurance product offerings

The following examples from Season 2014-2016 should further assist in answering the question – “Why do I need S.A.I.P.?”

Since July 1, 2014 (less than 2 years) the current CSA/NSO SAIP has paid out over \$1,000,000 that otherwise might have been incurred by the members.

All claim costs below were incurred by CSA/NSO members training or competing out of province/country in 2014 and 2015, and were all paid by the CSA S.A.I.P. All costs are in excess of what the provincial healthcare and private insurance plans paid.

In a number of cases, the athlete/parent’s private insurers [Blue Cross etc.] rejected claims that the CSA/NSO SAIP paid.

We have provided some examples of accident claims costs incurred in 2014-2016 (to May). [Note: These amounts are after the contribution, in rare circumstances, of alternate insurance, such as an employment plan or government plan]. A number of these claims are still open, hence these numbers will grow.

Without S.A.I.P., these costs would be the full responsibility of the CSA member or parent of a member.

Fractured Arm	USA, CO	\$105,000	CAD
Fractured Ankle	USA, CO	\$77,930	CAD
Fractured Leg	International	\$62,571	CAD
Broken Leg	USA, CO	\$60,075	CAD
Lower Body Pain	USA, CO	\$54,092	CAD
Fractured Leg	International	\$40,584	CAD
Facial Fracture	International	\$35,433	CAD
Fractured Leg	International	\$31,683	CAD
Fractured Leg	In Canada	\$30,100	CAD
Fractured Arm	International	\$30,100	CAD
Fatality	In Province	\$30,000	CAD
Fractured Leg	International	\$24,882	CAD
Rib Injury	USA, PA	\$24,008	CAD
Shoulder Injury	In Canada	\$19,466	CAD
Knee Injury	International	\$18,890	CAD
Fractured Ankle	International	\$18,854	CAD
Leg Injury	USA, CO	\$17,046	CAD
Knee Injury	International	\$14,994	CAD
Abdominal Pain	International	\$11,607	CAD
Knee Injury	In Canada	\$10,219	CAD
Fractured Wrist	International	\$10,141	CAD
Head Injury	USA, VT	\$10,000	CAD

Contrary to popular belief, out-of-country emergency medical treatment, evacuation, ski hill rescue/ski patrol, ambulance(s), return to Canada, and or therapeutic treatment expenses, are not free and payment is normally requested in full before the patient is released from care.

The CSA works with "AIG Assist" who directly assist our S.A.I.P. members in deciding on the correct course of action, and will deal with the financial issues from hospitals/treatment centres/physicians etc. AIG Assist, where possible, pays or guarantees all costs directly to the service provider so the patient/parent/coach does not have to pay..

In many cases medical attendants or escorts are required for return to Canada to assist the injured party and in many cases special seating is required on the airline. In addition, many airlines will not transport injured person without an appropriate escort. The SAIP insurance will pay for necessary upgrades and escorts where medically necessary or required by airlines.

There are also cases where commercial airlines will not or cannot accommodate the patient. In that event, an air ambulance will be required and arranged by SAIP, at a rate of \$4,500-\$5,000 CAD per hour.

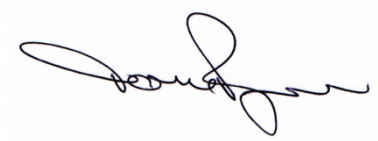
Over the past ten (10) years, the SAIP has proven time and time again to be of tremendous benefit in saving teams and individuals many thousands of dollars they otherwise would have incurred.

It is noted that our SAIP insurers recently paid air ambulance costs in excess of \$150,000 to fly a severely injured member back to Canada. We are aware that in 2015 a non-Canadian athlete was severely injured, hospitalized, and ultimately passed away after a training accident in Australia, leaving uninsured medical costs in excess of \$250,000..

Summary of CSA SAIP Program Highlights:

- 1) Combined AD&D (Accidental Death & Dismemberment) & Travel Medical Insurance
- 2) SAIP is tailored to our sport needs (we have unique hazards, needs, coverage requirements). Additional benefits that focus on athletes well being, such as over-use benefits.
- 3) Insurer funds directly to medical service providers (pays up front, with no out of pocket where possible)
- 4) No exclusion for athletic competition, ski tests, training
- 5) No professional athlete exclusion
- 6) No permissions clause/language (no requirement to call for permission or approval of expenses in event of emergency, so no risk of declined or reduced coverage penalty)
- 7) Specific & affirmative mountain rescue & emergency evacuation (medical)
- 8) 24 hour protection during sanctioned/approved travel/sport (not just sport related accidents) from departure to return

- 9) Worldwide assistance services by AIG Assist, (integrated company to your insurer AIG), ensures no opportunity for debate over the medical case management plan, and the accompanying expenses being covered.
- 10) SAIP insurer is expert and long-term leader in SAIP space, with stable and long term view to pricing, coverage, and claims assistance. Proven track record with CSA and the leading NSOs across Canada and globally.
- 11) SAIP insurer has global infrastructure to ensure medical cost containment, expense/billing negotiation after the fact, and expense recovery along with overseas investigations. Result being lower overall claims for CSA/NSOs on an annual basis.
- 12) CSA SAIP program ensures insurer accountability, product planning, continuity and sustainability of relevant product offering for our unique needs.

A handwritten signature in black ink, appearing to read 'DVP/la', is positioned above the typed name.

DVP/la