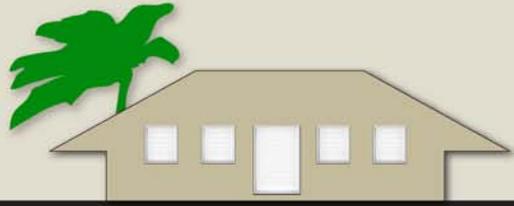


# MY SAFE FLORIDA HOME PROGRAM



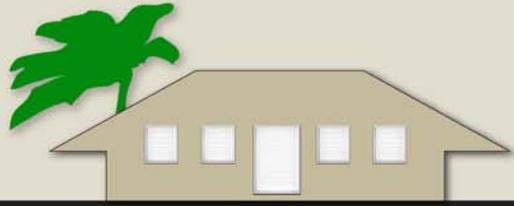
**ALEX SINK**  
**CHIEF FINANCIAL OFFICER**  
**STATE OF FLORIDA**



# MY SAFE FLORIDA HOME PROGRAM

## Creation of My Safe Florida Home Program

- 2004 and 2005 hurricanes inflicted **\$33 billion in insured losses on 2.8 million** Florida homeowners.
- There are approximately **4.4 million single-family, site-built homes** in Florida representing \$2.3 trillion in insurance exposure. Average age of these homes is **24 years** old.
- In a 2005 study, the National Institute for Building Sciences concluded that **for every dollar invested in mitigation, there is a savings of \$4.**



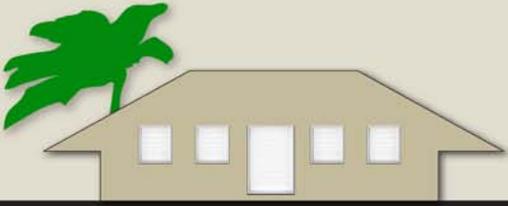
# MY SAFE FLORIDA HOME PROGRAM

Florida Legislature created My Safe Florida Home to:

- Help Floridians better **protect their property**
- Help Floridians **save money on insurance premiums**

Goals Set by the Legislature with \$250 million:

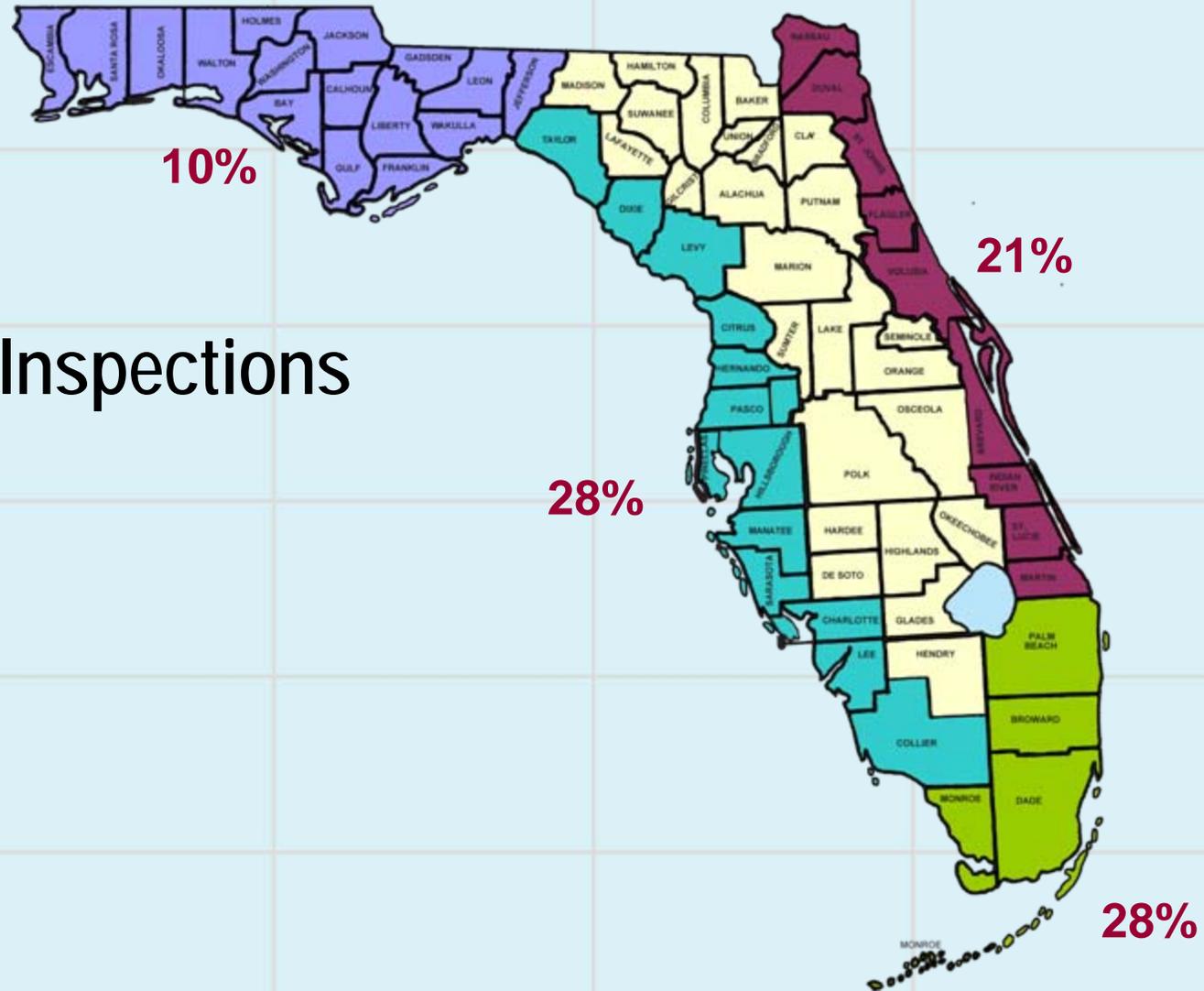
- Provide free home inspections to **400,000 Floridians**
- Provide matching grants up to \$5,000 to **35,000 Floridians**



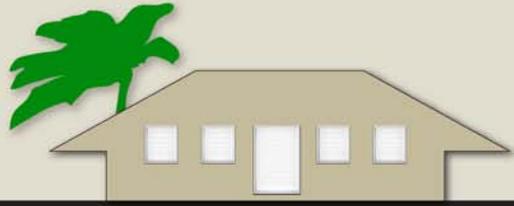
# MY SAFE FLORIDA HOME PROGRAM

Snapshot:  
400,776 Completed Inspections

- 28% from South Florida
- 28% from the West Coast
- 21% from the East Coast
- 13% from Interior Counties
- 10% from the Panhandle



**MSFH – Hardening Homes, Reducing Insurance Costs**



# MY SAFE FLORIDA HOME PROGRAM

## SURVEYS OF INSPECTION CUSTOMERS

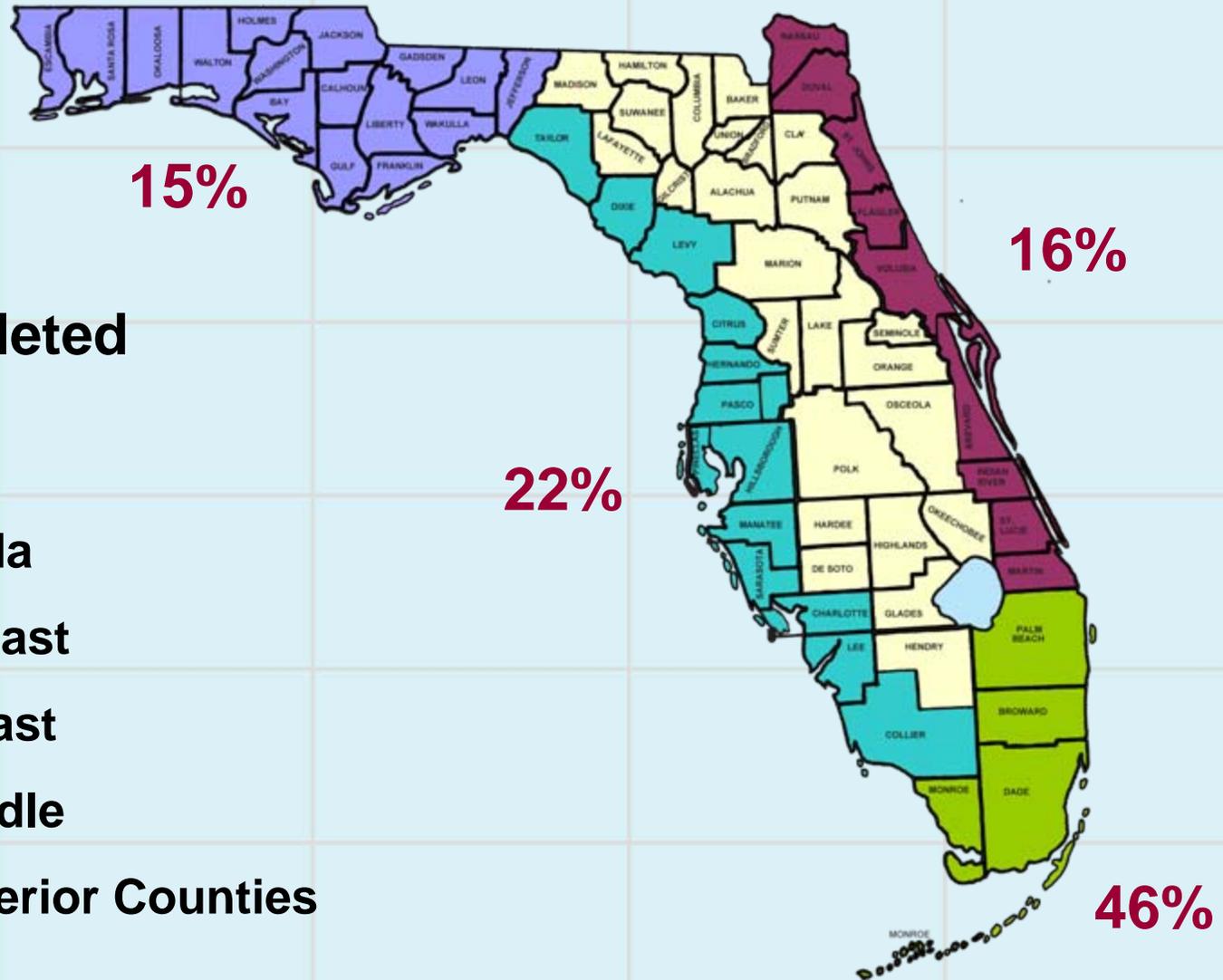
- Motivated to get safety information (40%) and insurance savings (39%).
- 26% are pursuing improvements without grant funds.
  - More than one-third choosing to do opening protection.
- 91% rated their experience with My Safe Florida Home as Excellent or Good.
- Majority willing to pay about \$3,200 to match.

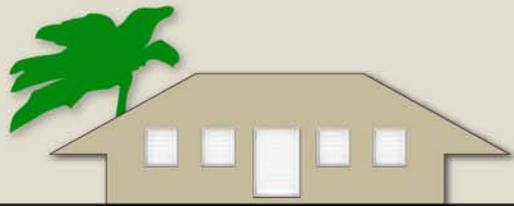


# MY SAFE FLORIDA HOME PROGRAM

## Snapshot of 31,593 Homes Completed with Grants

- 46% from South Florida
- 22% from the West Coast
- 16% from the East Coast
- 15% from the Panhandle
- Less than 1% from Interior Counties



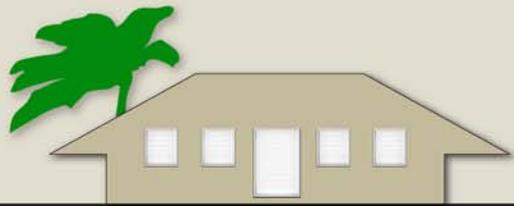


# MY SAFE FLORIDA HOME PROGRAM

Of homes awarded grant funds to **protect all openings**, the **average increase in strength** to the home as measured by the hurricane-resistance rating scale is **36%** (or 16 points).

Average hurricane rating of a home determined at inspection is **44** on a scale of 0 to 100.

On average, homeowners are seeing a **27% reduction in their hurricane premiums** as a result of retrofitting their homes.



# MY SAFE FLORIDA HOME PROGRAM

## Return on Investment

The My Safe Florida Home program retrofitted an average of 320 homes every week, effectively creating nearly 1,000 jobs in a given week. That's with an earmark of \$160 million for grants to perform retrofits.

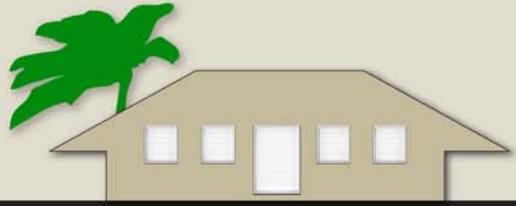
Of \$120 million paid out in grants to buy materials and pay for installation services. At an average sales tax rate of 6 percent, approximately \$7.2 million in sales tax revenue was generated.

More than 900 inspectors helped perform \$58 million dollars worth of inspection work over a 2-year period.

One risk modeler has suggested this program will reduce catastrophic exposure in Florida **by as much as 26%**.

That same modeler estimated that Florida is getting a \$1.50 for every \$1 invested by My Safe Florida Home.

**MSFH – Hardening Homes, Reducing Insurance Costs**



# MY SAFE FLORIDA HOME PROGRAM

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