

Risky business: As risk manager, Stan Fayne handles all the insurance business for Oakland County, But in college he worked as an exterminator. "You know, rodents, stuff like that," he said.

Tenacious risk manager protects county's assets

This is another is a series of pro-files of county department heads and the jobs they perform for Oak-

By RALPH R. ECHTINAW STAFF WRITER

Although he doesn't think of himself as a German shephard, Stan Fayne is the guard dog of Oakland County government.

As the county's "lisk manager," Fayne's cred is similar to that of police departments across the country.

serve and protect the assets, inserve and protect the assets, in a sid.

As the risk manager for Oak-land County's 4,100 employees, Feyne is responsible for work-men's compensation claims, safety programs, buying insurance and designing benefits. If the county was taking bids on police insurance, for instance, Fayne would make a list of each coverage the county wanted from the policy, then put it out for bids.

If someone sues the county after falling down the stairs in the executive office building, the settlement won't leave a huge hole in the budget if Fayne has done his job correctly.

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The risk management profesion used to exist mostly in private industry, but began to bom in government after 1985. Various plantiffs were winning huge liability suits against governments, and insurance companies began to cancel policies or jack premi-

ums up beyond government's ability to pay.

Hence, risk managers found themselves in demand. "Up until 1985 insurance was plentiful and fairly inexpensive," Fayne said. "Then all of a sudden they were doubling and tripling premiums."

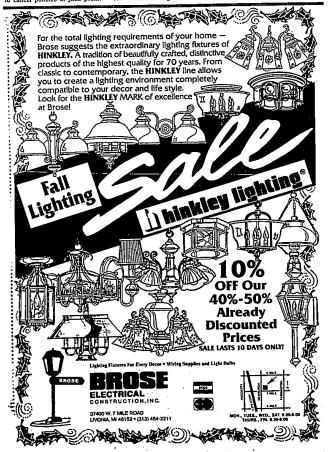
Now, almost as a matter of necessity, governments are often doing risk management better than private companies, Fayne said. "Wor'e doing far more sophisticated risk management than many of the companies in the private sector."

For example, many insurance companies won't write policies for police cars, Fayne said. Too risky, But the prowl cars of the Oakland County Sherilf's Department are insured to the extent that "we're paying less money on the sheriff's department (wehicles) than I'm paying on my own car," Fayne said.

Fayne attributes that to county policies regarding lith-sneed nur-

paying on my own car," Fayne said.
Fayne attributes that to county policies regarding high-speed pursuit, vehicle maintenance and actident review. "You have to be innovative and creative," he said.
Fayne does all this for an annual salary of about \$79,000 and a staff of 10 that's being reduced to seven next year as the county adverses it is budget shortfall.
Before he came to Oakland County in 1987, Fayne was Macomb County's risk manager for eight years. That county's commission chairman Mark Steenheigh staff Payne saved tarpayers \$20 million during that time by

self-insuring the county. "He brought an immense amount of talent to that position." Steen been a steen with the steen and the s



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