



## ***2023 Market Survey Update***

Simply amazing results. As explained in my last newsletter, we made a few changes and extended the deadline to increase the already excellent response rate. The China response rate went from 21% to 67%! North America - 51% to 83%. India - 20% to 50% and Europe - 80% to 105% (Ok - how does that even happen? Some Euro non-members may have responded and/or there could be multiple responses from the same company. In either event, Top Down Analytics will sort all of that out for us.) Expect the Market Survey to be available to all SEFA members (at no cost) by the end of March.

## ***"Zoom" meeting with Alliant Insurance Services***

. . . and speaking of great response rates - we had 17 members signed into the Alliant webinar. We recorded the presentation in the event you missed it -

<https://transcripts.gotomeeting.com/#/s/4e6c359fe6bf8ad0ac5fe816d409aa6a19e6a52ced638dcbb84a3b7c0fb3117d>.

Based upon this level of interest by SEFA members we have asked the Alliant team to reach out to our members in order to obtain the necessary underwriting information. This information will be provided to Alliant on a strictly confidential basis and will be subject to a confidentiality agreement between each member and Alliant. If Alliant can obtain the necessary information from enough members we are hoping to make this insurance program available by the end of this calendar year. Your contacts at Alliant are Rich Ferrucci, [richferrucci@alliant.com](mailto:richferrucci@alliant.com) or Beth Matsko [bmatsko@alliant.com](mailto:bmatsko@alliant.com)). Expect an email or call from them in the next few weeks.

## ***SEFA Committee Work***

Perhaps, THE most important work that takes place are those one hour committee meetings. Since November, the following committees have met:

Exhausting Laminar Flow

Casework (Mobile)  
SEFA International

Upcoming meetings are:

March 7 - Casework (Mobile)  
March 9 - Lab Seating

If you have not received an evite and would like to participate, simply email your preferences to Barbara and she will send an evite to you and add you to the distribution list for these meetings as well as any other committees you might want to participate in.

### ***2022 SEFA Lab of the Year Lab Tour***

Preliminary planning is underway for the annual lab tour of the most recent Lab of the Year winner. This tour will take place at the UCSF Joan and Sanford I. Weill Neurosciences Building in San Francisco. The event will be open exclusively to SEFA members. We hope to have all of those details worked out by March 31st and my next newsletter to all of you.

Until then - safe travels!