



CITY OF CORAL GABLES

2801 Salzedo Street
Coral Gables, FL 33134

INSURANCE RENEWAL EXECUTIVE SUMMARY 2018-2019

Presented: April 3rd, 2018

Effective: May 01, 2018

Arthur J. Gallagher Risk Management Services, Inc.
8333 NW 53rd Street Suite 600
Miami, FL 33166

www.ajg.com

City Of Coral Gables 2018-2019

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City Of Coral Gables 2018-2019

About your Broker – Arthur J. Gallagher Risk Management Services, Inc

- Arthur J. Gallagher Risk Management Services and the City of Coral Gables have worked together for many years to provide the County with a comprehensive and cost effective solution to their Risk Management Program
- 4th largest in the World
- A public company traded on the New York Stock Exchange
- Over 500 offices throughout the United States and in all major insurance market centers
- Over \$20 billion worth of premiums placed Worldwide
- 25,000 employees worldwide linked together by Gallagher Online for immediate access to market information and client solutions
- Known nationally as the Public Entity Non-Profit and Scholastic experts
- Unsurpassed FEMA public assistance expertise

Our Florida Public Entity and Scholastic Position

- #1 Florida Public Entity & Scholastic Broker
- #1 Florida Property Broker → over 20 Accounts with property schedules over \$1 Billion in insurable values
- Over 40 Professionals specializing in the public sector in three branches throughout the state
- Cost Effective Programs - Gallagher offers our clients the best possible coverage for the lowest premium, with financially secure carriers. We strive to deliver the most cost-effective risk management solutions available. We hold your interest first.
- Market access and leverage with all major carriers (Domestic, Bermuda and London) that write public sector clients in Florida. Market knowledge, access and evaluation are critical to the City's risk management program. Gallagher knows the markets to access and has strong relationships with these markets. This is crucial to the placement of a successful and cost-effective insurance program for the City. Our long-term experience with Public Entity institutions qualifies us to analyze and negotiate with markets to obtain the broadest terms and conditions with the most competitive pricing structure for our clients. This is demonstrated in the extensive marketing and quote analysis we have performed for the City every year, for more than 30 years.
- Extensive knowledge and experience in public sector alternative risk and pooling programs
- Gallagher has specialized resources on staff available to our public sector clients in the area of claims advocacy and loss prevention.
- Our staff has extensive experience in handling Florida catastrophic windstorm claims.
- Our local staff has a high level of experience and expertise in dealing with FEMA and the Florida Office of Insurance Regulation to assure maximum recovery for our clients in a federally declared disaster.
- Satisfied and long lasting Public Entity relationships :
 - ✓ 17 Florida County Governments
 - ✓ 27 Florida County School Systems
 - ✓ 25 Florida Cities
 - ✓ 28 Florida State Colleges
 - ✓ More than 20 Florida Authorities and Special Districts



City Of Coral Gables 2018-2019

Service Team

Antonio Abella Sr. has primary service responsibility for your company. We operate using a team approach. Your Service Team consists of:

NAME / TITLE	PHONE / ALT. PHONE	EMAIL
Antonio Abella Sr., CPCU, ARM Area Senior Vice-President	305-639-3102	Tony_Abella_Sr@ajg.com
Maria Perez Area Senior Vice President	305-639-3136	Maria_Perez@ajg.com
Calah Bullard, ARM-P, CLCS Client Service Manager	305-639-3133	Calah_Bullard@ajg.com
Yane Martinez Client Service Associate	305-639-3120	Yane_Martinez@ajg.com
Tara Morrone Flood Specialist	561-995-6706	Tara_Morrone@ajg.com

- Arthur J. Gallagher Risk Management Services works closely with City of Coral Gables Human Resources/ Risk Management Division to provide resources and services that add value to the insurance purchasing decisions made throughout the year. Among the services we provide are:
 - ✓ Provide loss control & risk management services
 - ✓ Participate in claims review and provide claims advocacy
 - ✓ Obtaining catastrophic loss modeling every year.
 - ✓ Obtaining current flood zone information for each location.
 - ✓ Approaching the market for creative options, as well as new carriers, to enhance the program.
 - ✓ Provide assistance with the Reasonableness letter to the state.
- Needless to say that we take pride in our 36 years continuous relationship with the City of Coral Gables and pledge our ongoing service and support as we believe we need to continue earning your confidence and business every day.
- Other coverage to consider:
 - ✓ Pollution – currently excluded

City Of Coral Gables 2018-2019

Loss Control and Claims Advocacy

NAME / TITLE	PHONE / ALT. PHONE	EMAIL
Jim Smith, MS, CSO Loss Control Manager Director	561-998-6809	Jim_Smith@ajg.com
Bart Douglas, AIC Managing Director	305-639-3121	Bart_Douglas@ajg.com

AJG recognizes the City Manager for the goal to advance safety/health and reduce injuries and claim cost in the City. AJG has been partnering with Office of Labor Relations and Risk Management.

The following are services we provided during the current year:

- Developed a comprehensive Claims Analysis and Trending Management Report to demonstrate loss drivers within the departments.
- Work with Risk Manager to clean up the Third Party claims data. We went through 425 plus workers compensation claims to correct the causation coding and department/division assignments.
- Assist the City in developing City-wide Safety Committee. Conducted presentations and assisted in launching the committee. Attended three safety committees following the launching.
- Conduct Supervisor Safety Management training sessions.
- Developed/completed a supervisor observation survey of what safety training courses they considered to be most important for their operations.
- Conduct one day training course for professional development of City staff.
- Conducted training sessions for sanitation drivers.
- Conducted site assessment of the Youth Center and Golf Course Maintenance Building.
- Conducted site assessment of Venetian Pool Operations
- Conducted site assessments of sanitation garbage collection.
- Developed an annual safety training matrix calendar to deliver various training courses. Launch of the training was postponed as result of hurricane/claims. Launching starts in February 2018 with three training sessions.

A Safety Survey for both supervisors and employees have been created to facilitate education programs to meet the City's needs.

Marketplace Status as of March 2018

Property

After several years of a soft market that provided numerous rate decreases, the property insurance market has taken a turn. Carriers are targeting 20-50% rate increases as a result of the following:

- Irma Loss Estimate: \$40-\$50 Billion
- Harvey Loss Estimate: \$25-\$30 Billion
- Maria Loss Estimate: \$15-\$30 Billion
- Wildfires Loss Estimate: \$6 Billion

In addition, flood coverage may become more limited and costly, especially when written on a stand-alone basis. While premiums will increase, we do not expect any shortage of capacity. Underwriters will be focusing on each individual risk; focusing on property construction, historical losses, and what Insureds are doing as respects loss mitigation

Liability

General Liability pricing is going up slightly as carriers try to broaden their pricing over other lines of coverage they have. South Florida Auto continues to see increases due to poor performance and adverse litigation. Umbrella's up due to underlying auto increases. Management Liability (D&O, EPLI, Fiduciary and E&O) up 10-20%+ in some cases due to losses and Wage and Hour Claims.

Excess Workers Compensation

The excess workers compensation insurance market has been challenging to Florida insureds and self-insureds for the last several years especially for the municipal sector. During this time, many insurers have either exited the Florida marketplace, or severely curtailed their writings of this line of coverage. Of the carriers that remain in the market, the trend has been for them to require higher retentions and higher premiums. Reasons for this include:

1. Public Safety "presumptive" claims that have increased the types of claims that fall under workers compensation and their long term financial liabilities.
2. Increased use of higher-cost treatments in treating occupation injuries.
3. More use of prescription medications for injured employees.
4. Medical inflation
5. Insurance company combined ratios that have been exceeding 100%
6. Extremely low investment income

Excess workers compensation coverage is intended to cover infrequent and large catastrophic losses. However, due to the above factors, the trend has been for more claims to become "large" claims, and enter the insured's layer.

City Of Coral Gables 2018-2019

Marketing List

CARRIER	LINE OF COVERAGE	CARRIER POSITION
Certain Underwriters at Lloyd's, London	Public Entity Package	Recommended Quote
AIX Specialty Insurance	Public Entity Package	Declined – Cannot Compete
Munich Re	Public Entity Package	Unresponsive
Old Republic	Public Entity Package	Declined – Cannot Compete
New York Marine And General Insurance Co	Excess Workers Compensation	Recommended Quote
Arch Insurance Group	Excess Workers Compensation	Quoted
Hartford Fire Insurance Company	Public Official Bond	Recommended Quote
Commerce and Industry Insurance Company	Storage Tank Liability	Recommended Quote
Scottsdale Insurance Company	General Liability (Sports)	Recommended Quote
Nationwide Life Insurance Company	ADD Amateur Sports	Recommended Quote
Travelers Property Casualty Co of America	Boiler & Machinery	Recommended Quote
Federal Insurance Company	Cyber Risk Liability	Recommended Quote
Certain Underwriters at Lloyd's, London	Cyber Risk Liability	Quoted
Travelers Insurance Company	Cyber Risk Liability	Premium Indication
Certain Underwriters at Lloyd's, London	Property	Recommended Quote
Alterra Excess & Surplus Insurance Company	Property	Recommended Quote
Ironshore Specialty Ins. Co.	Property	Recommended Quote
Landmark American Insurance Company	Property	Recommended Quote
Chubb-Westchester E&S	Property	Recommended Quote
Endurance	Property	Recommended Quote
Everest National Ins. Co.	Property	Quoted
Arch Specialty Insurance Company	Property	Declined to quote removing mold exclusion
Diamond State Group	Property	Declined Excess Market. Capacity not needed
AmRisc (multi carriers)	Property	Declined. Not competitive
Aspen Insurance	Property	Declined. Not enough capacity
Allied World Assurance Co.	Property	Declined. Not competitive
Axis Surplus Ins. Co.	Property	Declined-Excess Market. Capacity not needed
Ariel Specialty Insurance Managers	Property	Declined. Not a preferred class of business.
Alteris	Property	Declined. Not competitive
Avondale Insurance Associates	Property	Declined. Not enough capacity
Berkley Risk Solutions	Property	Declined. Buffer market
Berkshire Hathaway	Property	Declined. Not competitive
Catalytic	Property	Declined. Not enough capacity
Colony Insurance Co.	Property	Declined. Not enough capacity
Hallmark E&S	Property	Declined. Not enough capacity
James River Ins. Co.	Property	Declined. Not enough capacity t
Lexington Insurance Company	Property	Declined-Not competitive
Liberty International Underwriters	Property	Declined-Not interested in primary
Markel	Property	Declined-Not interested in primary
Maxum Specialty Insurance Group	Property	Declined. Not enough capacity
Nationwide E&S	Property	Declined. Not enough capacity
PartnerRe	Property	Declined-Not competitive
Peleus Insurance Company	Property	Declined. Not enough capacity
RSUI	Property	Declined-Not competitive
SRU	Property	Declined. Not enough capacity
Starr Companies	Property	Declined-Not interested in primary
Technical Risk Underwriters	Property	Declined-Not interested in primary
Ventus Risk Management	Property	Declined-Not competitive
Swiss Re	Property	Declined-Excess Market. Capacity not needed

The City of Coral Gables Property & Casualty Insurance Program Renewal 2018

Thank you for the opportunity to present this executive summary for the City of Coral Gables Insurance Program Renewal. We are pleased to be able to bring the City a very favorable renewal.

The concept that led the city to adopt a protected all lines self insurance program remains the same: to retain all anticipated losses and purchase only catastrophic insurance while actively engaging in loss prevention and mitigation has proven itself and has saved the city many millions over the years.

- A. **Package:** This will be the fifth renewal year for Lloyds of London (BRIT) as the liability and WC package carrier. The underwriting team offered a renewal premium of \$605,675 which represents a 4% premium increase however the rate has remained flat. The flat rate is due BRIT's sign of commitment offering a rate agreement (with certain normal criteria that will need to be met) during last year's renewal. They are also providing \$7,000 for Loss Control as they have done in the past. We have also marketed this account for a second year. The results of this efforts highlights that Coral Gables is currently place with the best carrier for the city's needs. AIX has declined as they are not able to compete with BRIT. Old Republic has yet to provide a quote and Munich has been completely unresponsive.
- B. **Property:** Total Insurable Values increased by 4%. However, due to the hardening market as a result of the three major hurricanes this past year the primary property rate has increased 12.3% The excess property carriers initially responded with a 10% rate increase. However, after negotiating we were able to reduce 7% on the 1st excess, an option for a flat rate on the Named Storm layer and finally a flat rate on the 2nd excess layer.

As discussed we are requesting coverage options for Trees, Shrubs and Plants. Currently the carriers have provided an additional sublimit for Trees, Shrubs and Plants. As such, their quotes include a \$250,000 sublimit for this coverage subject to a \$1,000 maximum any one item cap.

We have also obtained an indication for a parametric trigger coverage for the Tree exposure. The carrier will offer a staggered 10m occurrence and aggregate limit that would apply based on the strength of the storm. If a storm were to make landfall within 25 miles of the center of the City, the policy would pay the limits below based upon storm strength:

Category 2 correlated storm \$5,000,000

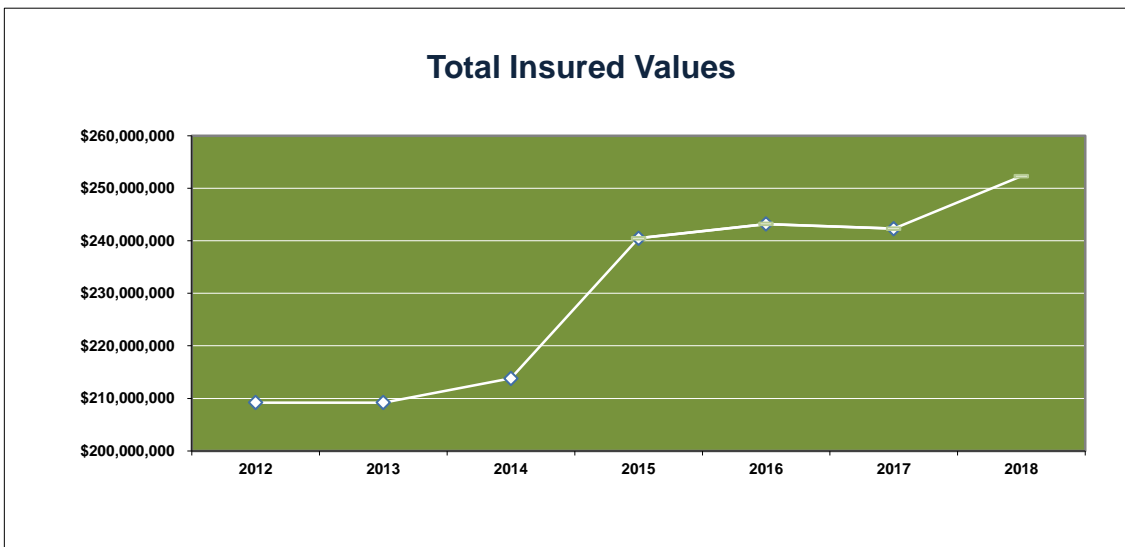
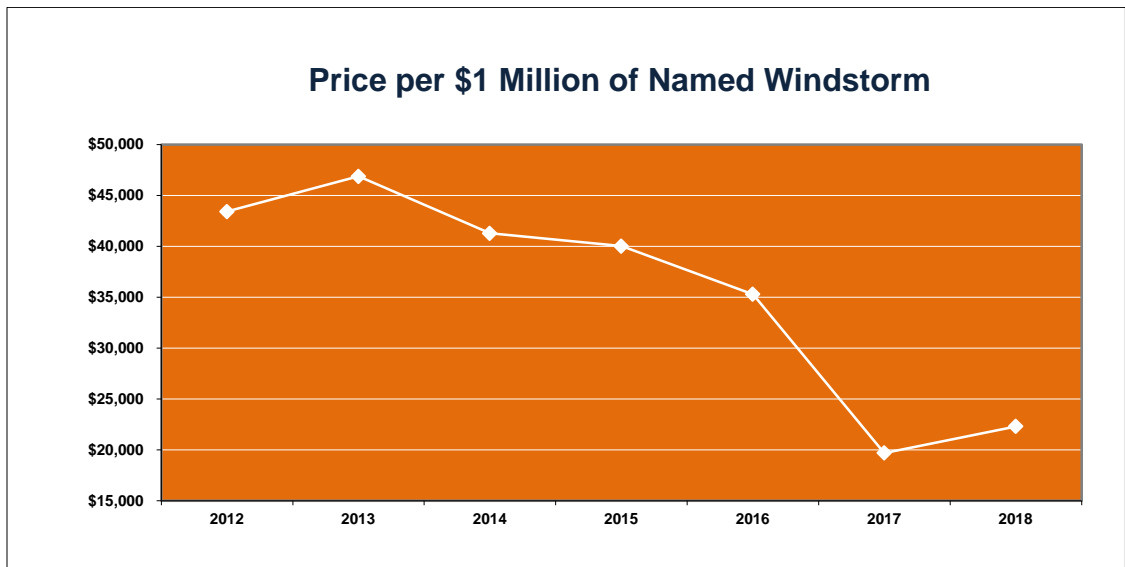
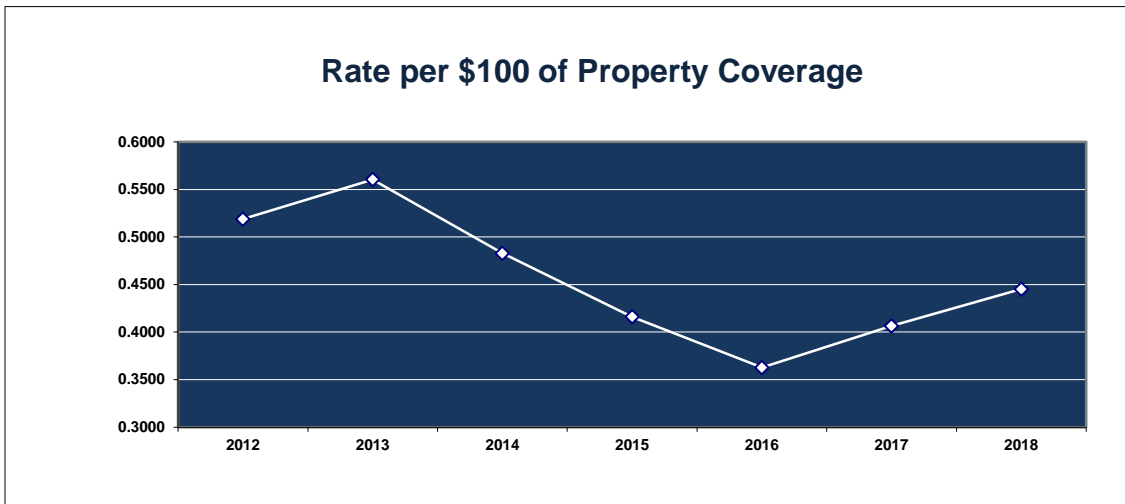
Category 3 correlated storm
\$7,500,000

Category 4 correlated storm
\$10,000,000

They would make this a three year policy with a \$1,500,000 term premium. Payable at a rate of \$500,000 per year.

Property Appraisal

After some negotiations the property wholesaler, AmWINS, has agreed to provide the city with a \$5,800 grant for property appraisals. This grant is being provided directly out of the wholesalers revenue on this account which equates to a 18% reduction in their revenue.



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- C. **Excess Workers Compensation:** Although the City has a well-established relationship with the incumbent carrier (Midlands) we have received an additional quote from Arch. Both carriers have quoted a 15% rate decrease from last year's rate however Midlands is willing to provide a 2 year rate guarantee.
- D. **Business Travel, ADD for Police and Fire:** This is a 2 year policy term with annual billing which was bound last year. The premium is the same as what was bound in 2017.
- E. **Cyber Risk:** Last year the City decided to renew with Chubb in lieu of the incumbent AIG. This year we have obtained renewal quotes from the incumbent carrier (Chubb) and BRIT. Chubb provided a renewal quote with a 9% premium increase. BRIT is offering a 48% premium reduction. BRIT has also offered a higher limit option of \$5,000,000 for \$18,563. However, Traveler's. has provided an indication with premium between \$21,500-\$23,000. A firm quote can only be provided if the city completes an additional application.
- F. **Equipment Breakdown:** renewal has remained flat.
- G. **Crime Liability:** Last year we increased the crime policy limits from \$1,000,000 to \$5,000,000. This year Travelers has offered a renewal quote with a 14% premium increase. This increase is due to a large claim that was closed and paid out last year.
- H. **Sports Liability and Accidental Death and Dismemberment:** The renewal has remained completely flat with premiums the same as expiring.
- I. **Storage Tank Liability:** Quoted with a 14% premium increase. Please note that UST premiums increase 15% at 6 years of age then again at 11 years and each year after 20 years of age.
- J. **Terrorism Liability:** The renewal has remained completely flat with premiums the same as expiring.
- K. **Terrorism Property:** Although the quote shows a 4% premium increase the carrier actually reduced the rate by 4.1%. The premium has increased as a result of the increase in TIV.
- L. **Active Assailant:** We have also obtained an indication to add Active Assailant coverage to the terrorism property policy. \$1,000,000 in coverage can be add for \$15,750 additional premium. \$5,000,000 in coverage can be added for \$35,000 additional premium.

Program Structure 2018

Liability	Workers Compensation	Property Including Pumps & Fountains
<p>❖ Carrier: Certain Underwriters at Lloyd's of London</p> <ul style="list-style-type: none"> • General Liability \$650,000 per occurrence Excess Limit: \$4M per Occurrence/ \$8M Annual Aggregate Including the following sub-limits(not included in XS limit) <ul style="list-style-type: none"> ✓ Sexual Harassment \$4,650,000 per occurrence \$4,650,000 Annual Aggregate ✓ Sexual Abuse \$4,650,000 per occurrence \$4,650,000 Annual Aggregate • Automobile Liability \$4,650,000 per occurrence • Public Officials \$4,650,000 per occurrence \$5,300,000 Annual Aggregate. Including the following sub-limits: <ul style="list-style-type: none"> ✓ Errors & Omissions* \$4,650,000 per occurrence \$5,300,000 Annual Aggregate ✓ Employment Practice Liability* \$4,650,000 per occurrence \$5,300,000 Annual Aggregate • Employee Benefits Liability* \$4,650,000 per occurrence \$5,300,000 Annual Aggregate • Law Enforcement Activities \$650,000 per Occurrence Excess Limit: \$4M per Occurrence/ \$4M Annual Aggregate Including the following sub-limit (not included in excess limit): <ul style="list-style-type: none"> ✓ Sexual Harassment \$4,650,000 per occurrence \$4,650,000 Annual Aggregate ✓ Sexual Abuse \$4,650,000 per occurrence \$4,650,000 Annual Aggregate <p>Premium: \$605,675 + fees and assessments</p> <p>* Claims Made Coverage applies. Refer to policy for applicable Retroactive Date and Limits</p>	<p>❖ Carrier: New York Marine General Insurance Company</p> <p>Excess Workers Compensation</p> <p>Statutory Employers Liability: \$1,000,000 each accident / each employee for disease or cumulative injury Retention: \$1,000,000</p> <p>Premium: \$188,735</p> <hr/> <p>❖ Carrier: Certain Underwriters at Lloyd's of London</p> <p>WC: \$500,000 per occurrence xs \$500,000 Employers Liability \$500,000 xs \$500,000</p> <p>Premium: Included in the Package policy</p>	<ul style="list-style-type: none"> • Named Windstorm Only \$25MM Excess of \$25MM per Occ. <p>❖ Carrier: Westchester Surplus Lines Limits: \$10,000,000 Premium: \$66,475 + fees and surcharges</p> <p>❖ Carrier: Ironshore Specialty Ins. Co. Limits: \$10,000,000 Premium: \$66,475, + fees and surcharges</p> <p>❖ Carrier: Endurance American Specialty Limits: \$5,000,000 Premium: \$33,238, + fees and surcharges Total Layer Price: \$166,188 + taxes and fees</p> <ul style="list-style-type: none"> • Second Excess Property Excess of \$25MM per Occ. <p>❖ Carrier: Landmark American Insurance Company Limits: \$227,314,816 Premium: \$55,000 + fees and surcharges</p> <ul style="list-style-type: none"> • First Excess Excess Layer Part of \$15MM Excess of \$10MM per Occ. <p>❖ Carrier: Evanston Insurance Company Limits: \$7,500,000 Premium: \$133,500 + fees and surcharges</p> <p>❖ Carrier: Liberty Insurance Company Limits: \$7,500,000 Premium: \$133,500 + fees and surcharges Total Layer Price: \$239,404 + taxes and fees</p> <p style="text-align: center;">Primary Property</p> <p>❖ Carrier: Lloyd's of London Limits: Primary \$10,000,000 in any occurrence Premium: \$635,000 + fees and surcharges</p>
<p style="text-align: center;">SIR Per Occurrence \$350,000</p>	<p style="text-align: center;">SIR Per Occurrence \$500,000</p>	<p>Deductible:</p> <ul style="list-style-type: none"> • \$50,000 per Occurrence all other perils • 72-hour waiting for Time Element • \$50,000 Earthquake • Flood \$100,000 excess maximum NFIP limit available for Special Flood Hazard Areas (Prefix A or V) • 5% of total insured values affected at per unit subject to \$250,000 per occurrence minimum and a max of \$7,500,000 Flood as a result of Named Windstorm • 5% of the replacement cost value of each unit of insurance as per schedule on file subject to a min deductible of \$250,000 per occurrence and a max of \$7,500,000 per occurrence in respect to Named Windstorm and Hail • \$100,000 per occurrence All Other Windstorm or Hail

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New York Marine & General Insurance Company			
Excess WC and Employers Liability Coverage	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Excess Workers Compensation	Statutory	Statutory	\$1,000,000
Excess Employers Liability	\$1,000,000	N/A	\$1,000,000
Travelers Casualty and Surety Company of America			
Crime Coverage	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Forgery or Alteration	\$1,000,000	N/A	\$25,000
On Premises	\$1,000,000	N/A	\$25,000
In Transit	\$1,000,000	N/A	\$25,000
Money Orders and Counterfeit Money	\$ 50,000	N/A	\$1,000
Computer Fraud	\$1,000,000	N/A	\$25,000
Funds Transfer Fraud	\$1,000,000	N/A	\$25,000
Claim Expense	\$ 5,000	N/A	\$ 0
Hartford Life and Accident Insurance Company			
Business Travel Accident Coverage	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
C-12 and C-41 Benefit (ADD)	\$ 300,000	\$1,500,000	\$0
Rehabilitation	10% of principal sum to a maximum of \$25,000	\$1,500,000	\$0
Seatbelt	10% of principal sum to a maximum of \$25,000	\$1,500,000	\$0
Medical Evacuation	Up to a combined max of \$1,000,000	\$1,500,000	\$0
Repatriation	Up to a combined max of \$1,000,000	\$1,500,000	\$0
Hartford Life Insurance Company			
Police & Fire ADD Coverage	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Hazard C-31 VL 118 Accidental Death Benefit Unlawful & Intentional Death	\$198,273	N/A	\$0
Hazard C-62 Accidental Death Benefit Unlawful & Intentional Death	\$66,042	N/A	\$0
Hazard C-64 Accidental Death Benefit Unlawful & Intentional Death	\$66,042	N/A	\$0
Commerce and Industry			
Storage Tank Liability	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Underground Storage Tank	\$1,000,000	\$2,000,000/\$4,000,00 Policy Agg	\$10,000
Aboveground Storage Tank	\$1,000,000	\$2,000,000/\$4,000,000 Policy Agg	\$10,000

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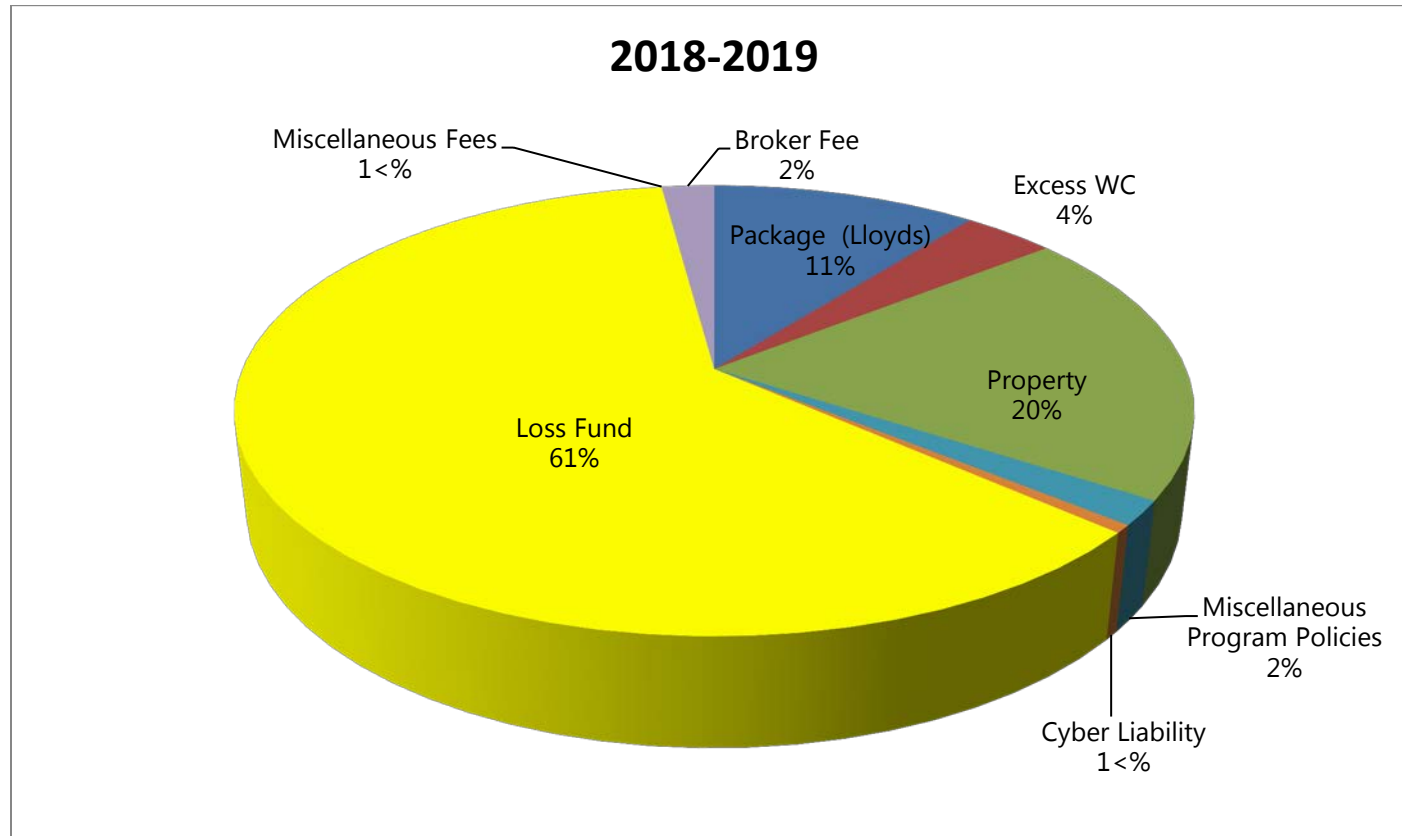
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Scottsdale Insurance Company			
Sports General Liability Coverage	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Products and Completed Operations	\$ 1,000,000	N/A	\$0
Personal and Advertising Injury	\$ 1,000,000	N/A	\$0
Each Occurrence	\$ 1,000,000	N/A	\$0
Damage to Premises Rented to you	\$300,000	N/A	\$0
Premises Medical Payments	\$5,000	N/A	\$0
Legal Liability to Participants	\$ 1,000,000	N/A	\$0
Crisis Response	\$25,000	\$25,000	\$0
Cyber Privacy & Client Identity Theft Supplementary Payment	\$10,000	\$1,000,000	\$0
Sexual Abuse & Molestation	\$1,000,000	\$ 1,000,000	\$0
Nationwide Life Insurance Company			
Sports- Amateur Program	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Accidental Medical – Excess Limits	\$100,000	N/A	\$250
Accidental Death & Specific Loss	\$10,000	N/A	\$250
Hazard C-64 Accidental Death Benefit Unlawful & Intentional Death	\$66,042	N/A	\$0
Travelers Property and Casualty Company of America			
Equipment Breakdown	Occurrence Limit/ Sublimit	Aggregate Limit/ Sublimit	Retention
Total Limit per Breakdown	\$50,000,000	N/A	\$1,000
Dependent Property	\$10,000,000	N/A	\$1,000
Electronic Data or Media	\$5,000,000	N/A	\$1,000
Fungus, Wet Rot & Dry Rot	\$100,000	N/A	\$1,000
Hazardous Substance Limitation	\$10,000,000	N/A	\$1,000
Ordinance or Law	\$10,000,000	N/A	\$1,000

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Total Cost Of Insurance



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Premium Summary For All Incumbent Options

Policy Type	Includes Incumbent Options Only		
	2017-2018	2018-2019	Δ%
Package (Lloyds)	\$ 580,000.00	\$ 605,675.00	4%
Excess WC	\$ 194,100.00	\$ 188,735.00	-3%
Property*	\$ 984,906.00	\$ 1,123,188.00	(10% rate increase) 14%
Boiler and Machinery	\$ 9,668.00	\$ 9,636.00	-0.3%
ADD Business Travel	\$ 360.00	\$ 360.00	0%
ADD Police and Fire	\$ 12,338.00	\$ 12,338.00	0%
Bond Finance Director	\$ 1,138.00	\$ 1,138.00	0%
Storage Tank	\$ 2,549.00	\$ 2,900.00	14%
Crime	\$ 10,500.00	\$ 12,070.00	15%
Sports Liability	\$ 21,006.00	\$ 21,006.00	0%
ADD Sports	\$ 16,006.00	\$ 16,006.00	0%
Cyber Liability**	\$ 29,639.00	\$ 25,695.00	-13%
Terrorism Liability	\$ 10,000.00	\$ 10,000.00	0%
Terrorism Property	\$ 13,750.00	\$ 14,318.00	4%
Total without surcharges	\$ 1,885,960.00	\$ 2,043,065.00	8%
EMPA	\$ 32.00	\$ 32.00	0%
Total after surcharges	\$ 1,885,992.00	\$ 2,043,097.00	8%
Premium Increase		\$ 157,105.00	
Appraisal Grant		\$ 5,800.00	
Broker Fee	\$ 120,000.00	\$ 120,000.00	0%
Total Cost of Program	\$ 2,005,992.00	\$ 2,163,097.00	8%

* AN OPTION FOR PREMIUM SAVINGS \$8,188 OF SHOWN BELOW

** AN OPTION FOR PREMIUM SAVINGS \$10,350 OF SHOWN BELOW

City Of Coral Gables

Property Premium Breakdown (All Incumbent Options)

Incumbent

2018-2019	Carrier	Limit	Coverage	Premium	EMPA	Total
Primary	Lloyds of London	\$ 10,000,000	Incl Wind, Flood, Earthquake	\$ 635,000.00	\$ 4.00	\$ 635,004.00
1st XS Property	Ironshore Specialty Ins. Co.	\$7.5M p/o \$15M xs \$10M	Incl Wind	\$ 133,500.00	\$ 4.00	\$ 133,504.00
1st XS Property	Evanston Insurance Company	\$7.5M p/o \$15M xs \$10M	Incl Wind	\$ 133,500.00	\$ 4.00	\$ 133,504.00
2nd XS Property	Landmark American Ins. Co.	\$227,314,816 xs \$25M	AOP Only	\$ 55,000.00	\$ 4.00	\$ 55,004.00
3rd XS Property	Westchester Surplus Lines	\$ 25,000,000	Wind Only	\$ 66,475.00	\$ 4.00	\$ 66,479.00
3rd XS Property	Ironshore Specialty Ins. Co.	\$ 25,000,000	Wind Only	\$ 66,475.00	\$ 4.00	\$ 66,479.00
3rd XS Property	Endurance American Specialty	\$ 25,000,000	Wind Only	\$ 33,238.00	\$ 4.00	\$ 33,242.00
Total				\$ 1,123,188.00	\$ 28.00	\$ 1,123,216.00

Property Premium Breakdown (Everest Option)

2018-2019	Carrier	Limit	Coverage	Premium	EMPA	Total
Primary	Lloyds of London	\$ 10,000,000	Incl Wind, Flood, Earthquake	\$ 635,000.00	\$ 4.00	\$ 635,004.00
1st XS Property	Ironshore Specialty Ins. Co.	\$7.5M p/o \$15M xs \$10M	Incl Wind	\$ 133,500.00	\$ 4.00	\$ 133,504.00
1st XS Property	Evanston Insurance Company	\$7.5M p/o \$15M xs \$10M	Incl Wind	\$ 133,500.00	\$ 4.00	\$ 133,504.00
2nd XS Property	Landmark American Ins. Co.	\$227,314,816 xs \$25M	AOP Only	\$ 55,000.00	\$ 4.00	\$ 55,004.00
3rd XS Property	Everest Indemnity Ins. Co.	\$ 25,000,000	Wind Only	\$ 158,000.00	\$ 4.00	\$ 158,004.00
Total				\$ 1,115,000.00	\$ 20.00	\$ 1,115,020.00

NOTE:

*Premiums above do not include TRIA except for the package which includes TRIPRA for WC.

City Of Coral Gables

Premium Summary For Marketed Options (Recommended Options)

Policy Type	Various Carriers (Incumbent)	Various Including Everest	Δ%
Property	\$ 1,123,188.00	\$ 1,115,000	-0.73%
Policy Type	Chubb (Incumbent)	BRIT	Δ%
Cyber Liability	\$ 25,695.00	\$ 18,563.00	-29%
Policy Type	Midlands (Incumbent)	Arch	Δ%
Workers Compensation	\$ 188,735.00	\$188,802.00	0.04%

Policy Type	2017-2018	Including Cheaper Marketed Options	
		2018-2019	Δ%
Package (Lloyds)	\$ 580,000.00	\$ 605,675.00	4%
Excess WC	\$ 194,100.00	\$ 188,735.00	-3%
Property	\$ 984,906.00	\$ 1,115,000.00	13%
Boiler and Machinery	\$ 9,668.00	\$ 9,636.00	0%
ADD Business Travel	\$ 360.00	\$ 360.00	0%
ADD Police and Fire	\$ 12,338.00	\$ 12,338.00	0%
Bond Finance Director	\$ 1,138.00	\$ 1,138.00	0%
Storage Tank	\$ 2,549.00	\$ 2,900.00	14%
Crime	\$ 10,500.00	\$ 12,070.00	15%
Sports Liability	\$ 21,006.00	\$ 21,006.00	0%
ADD Sports	\$ 16,006.00	\$ 16,006.00	0%
Cyber Liability	\$ 29,639.00	\$ 18,563.00 (Increasing limits from \$3MM to \$5MM)	-37%
Terrorism Liability	\$ 10,000.00	\$ 10,000.00	0%
Terrorism Property	\$ 13,750.00	\$ 14,318.00	4%
Total without surcharges	\$ 1,885,960.00	\$ 2,027,745.00	8%
EMPA	\$ 32.00	\$ 32.00	0%
Total after surcharges	\$ 1,885,992.00	\$ 2,027,777.00	8%
Premium Increase		\$ 141,785.00	
Appraisal Grant		\$ 5,800.00	
Broker Fee	\$ 120,000.00	\$ 120,000.00	0%
Total Cost of Program	\$ 2,005,992.00	\$ 2,147,777.00	7%

City Of Coral Gables

Commission Disclosure

COVERAGE(S)	CARRIER NAME(S)	EST. ANNUAL PREMIUM ¹	COMM.% OR FEE ²	WHOLESALE, MGA OR INTERMEDIARY		
				NAME ³	COMM.% OR FEE ⁴	AJG OWNED? YES/NO
Public Entity Package	BRIT (Lloyd's Syndicate 2987)	\$605,675.00	0 %	Brit Global Specialty USA	N/A	No
Excess Workers Compensation	New York Marine And General Insurance Company (ProSight Specialty Group)	\$188,735.00	0 %	Midlands Management Corporation	4*	No
Excess Workers Compensation	Arch Insurance Group (Arch Insurance Group)	\$188,802.00	0 %	N/A	N/A	N/A
Property-Primary Lloyds	Underwriters at Lloyd's London (Underwriters at Lloyd's London)	\$635,000.00	0 %	AmWINS Brokerage of Florida, Inc. (Jacksonville)	5 %	No
Property-First Excess Evanston	Ironshore Specialty Insurance Company	\$133,500.00	0 %	Risk Placement Services	5 %	Yes
Property-First Excess Liberty	Evanston Insurance Company (Markel Corporation Group)	\$133,500.00	0 %	Risk Placement Services	5 %	Yes
Property-Second Excess	Landmark American Insurance Company (Allegheny Corporation)	\$55,000.00	0 %	Risk Placement Services	5 %	Yes
Property-Third Excess (NWS)	Westchester Surplus Lines Insurance Co (ACE Group) Ironshore Specialty Insurance Company Endurance American Specialty Ins Co (Endurance Specialty Insurance Ltd.)	\$166,188.00	0 %	Risk Placement Services	5 %	Yes
Property-Third Excess (NWS)	Everest Indemnity Insurance Company	\$158,000.00	0 %	Risk Placement Services	5 %	Yes
Property - Terrorism	Indian Harbor Insurance Company (XL Group plc)	\$14,318.00	0 %	AmWINS Brokerage of Florida, Inc. (Jacksonville)	5 %	No
Liability - Terrorism	Indian Harbor Insurance Company (XL Group plc)	\$10,000.00	0 %	AmWINS Brokerage of Florida, Inc. (Jacksonville)	5 %	No
Boiler & Machinery	Travelers Property Casualty Co of America (The Travelers Companies, Inc.)	\$9,636.00	0 %	Risk Placement Services	5 %	Yes
Crime	Travelers Casualty and Surety Co of America (The Travelers Companies, Inc.)	\$12,070.00	0 %	Arthur J Gallagher - Itasca	5 %	Yes
Public Official Bond	Hartford Fire Insurance Company	\$1,138.00	0 %	N/A	N/A	N/A

City Of Coral Gables

COVERAGE(S)	CARRIER NAME(S)	EST. ANNUAL PREMIUM ¹	COMM.% OR FEE ²	WHOLESALE, MGA OR INTERMEDIARY		
				NAME ³	COMM.% OR FEE ⁴	AJG OWNED? YES/NO
Storage Tank Liability	Commerce and Industry Insurance Company (American International Group, Inc)	\$2,900.00	0 %	N/A	N/A	N/A
General Liability (Sports)	Scottsdale Insurance Company (Nationwide Mutual Insurance Company)	\$21,006.00	0 %	K & K Insurance Group, Inc.	4*	No
ADD Amateur Sports	Nationwide Life Insurance Company (Nationwide Mutual Insurance Company)	\$16,006.00	0 %	K & K Insurance Group, Inc.	4*	No
Cyber Liability	Federal Insurance Company (Chubb Group of Insurance Companies)	\$25,695.00	0 %	N/A	N/A	N/A
Cyber Liability	BRIT (Lloyd's Syndicate 2987)	\$15,345.00	0 %	N/A	N/A	N/A

City Of Coral Gables

Exposure Comparison

	2017-2018	2018-2019	% Change
Expenditures	\$ 158,520,942	\$ 161,913,702	2%
# of Employees FT	831	836	1%
# of Employees PT	135	177	31%
# of Autos	631	643	2%
Payroll	\$ 64,211,967	\$ 74,684,271	16%
EMTs	15	7	-53%
Paramedics	121	129	7%
Armed Officers	191	192	1%
Population	52,227	50,815	-3%
TIV	\$ 242,312,608	\$ 252,314,816	4%

	2017-2018	2018-2019	% Change
Building	\$ 175,515,640	\$ 184,883,000	5%
Contents	\$ 10,801,152	\$ 11,395,000	5%
Vehicles	\$ 17,714,261	\$ 17,714,261	0%
Golf Carts	\$ 488,214	\$ 488,214	0%
BI	\$ 5,285,000	\$ 5,285,000	0%
EDP	\$ 16,163,341	\$ 16,163,341	0%
EDP EE	\$ 2,000,000	\$ 2,000,000	0%
Account Receivable	\$ 7,400,000	\$ 7,400,000	0%
Fine Arts	\$ 3,500,000	\$ 3,500,000	0%
Valuable Papers	\$ 500,000	\$ 500,000	0%
Pump Stations	Included	Included	
Fountains	Included	Included	
Seawalls & Docks	\$ 2,945,000	\$ 2,986,000	1%
Total	\$ 242,312,608	\$ 252,314,816	4%

	2017-2018	2018-2019	% Change
Sports Program # of participants	17,620	17,620	0%

WC Rate	2015-2016	2016-2017	2017-2018	2018-2019	Δ%
	0.3123	0.2967	0.2967	0.2510	-15%

of Autos does not include Off the Road Equipment

City Of Coral Gables

Large Locations at Risk:

In addition to loss from a catastrophic peril such as a hurricane, there is also concern for a significant loss to a single large building from a peril such as a fire or tornado. Listed below are the City's five largest buildings by total insured value. Please note that surrounding locations may represent additional values at risk.

Top Five Valued Buildings

Building Name	Address	Total Insured Value
FIRE AND POLICE / CENTRAL GARAGE	2801 SALZEDO STREET	\$ 36,603,000
PARKING GARAGE 2	220 ARAGON AVENUE	\$ 20,637,000
PARKING GARAGE 6	1 ARAGON AVENUE	\$ 14,735,00
MUSEUM	285 ARAGON AVENUE	\$ 11,678,000
CITY HALL	405 BILTMORE WAY	\$ 11,201,000

10 Year WC Loss Summary- All WC Claims Paid vs Incurred Losses



10 Year Liability Loss Summary Paid vs Incurred Losses

