

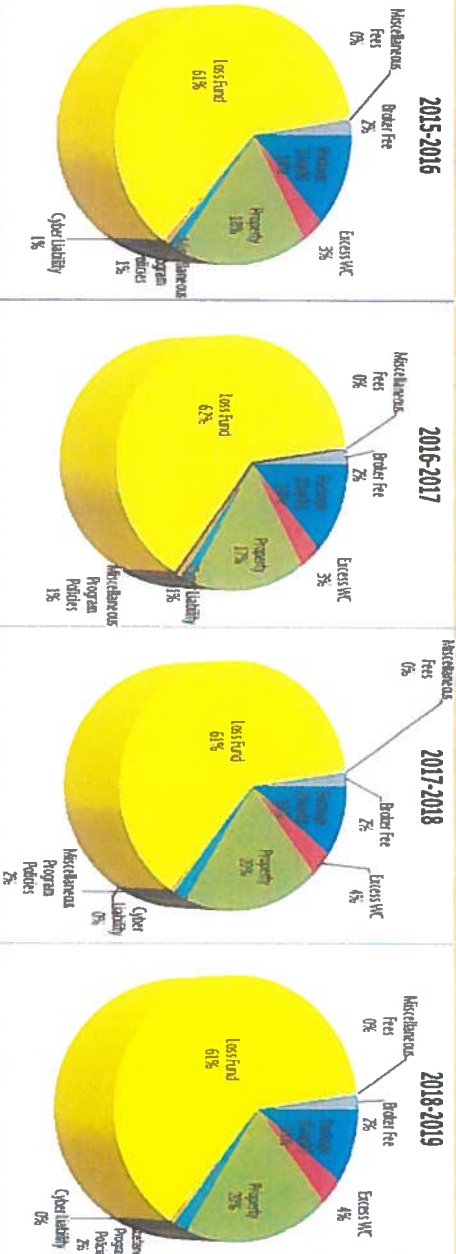
City of Coral Gables 2018-2019

AGENDA

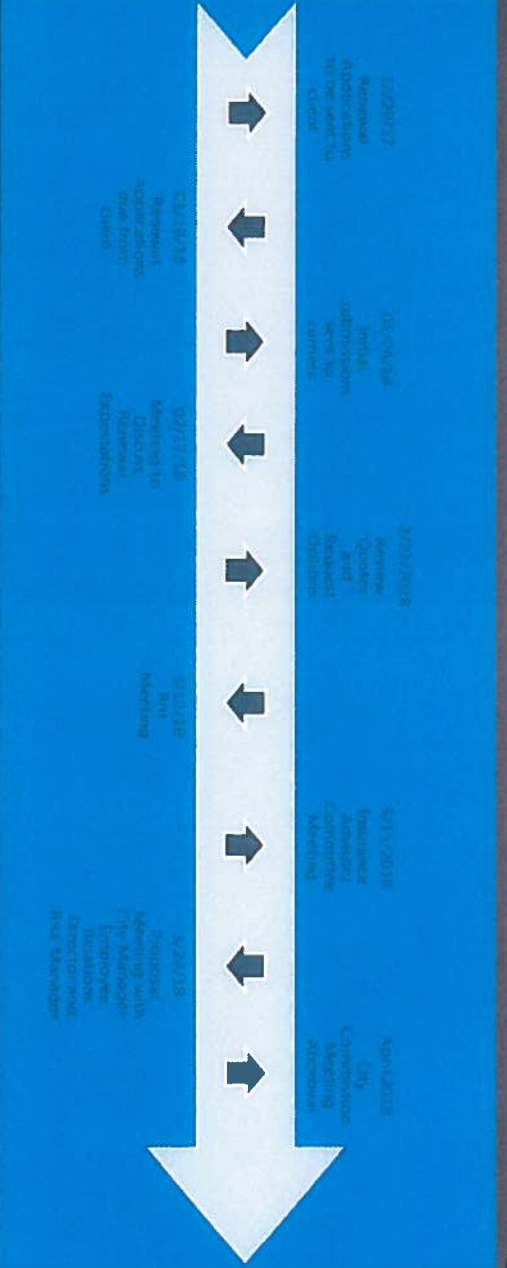
- Insurance Program Cost
- Updated 2018 Renewal Timeline
- Liability Program Structure
- Property Program Structure
- Underwriting Information
- Rate to Value & Premium to Payroll Analysis
- Marketing Summary
- Premium Summary Cost Comparison
- Premium Savings Options



INSURANCE PROGRAM COST



2018 PROPERTY AND CASUALTY INSURANCE PROGRAM RENEWAL TIMELINE



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City of Coral Gables 2018-2019

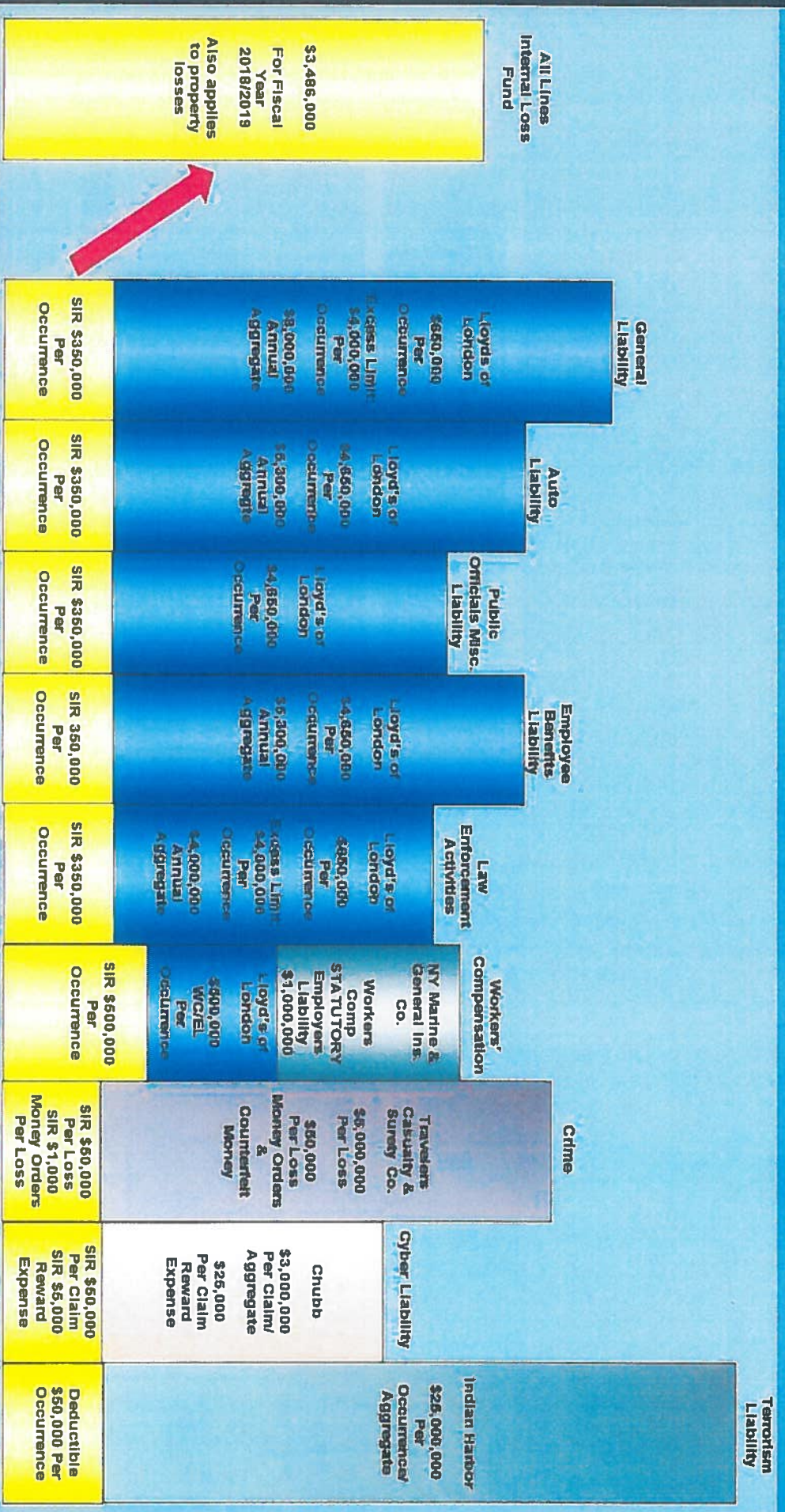
2018 PACKAGE LIABILITY, WORKERS COMPENSATION & PROPERTY PROGRAM STRUCTURE

Liability	Workers Compensation	Property Including Pumps & Fountains
<ul style="list-style-type: none"> Carrier remain Underwriters at Lloyd's of London General Liability: \$650,000 per occurrence Excess Limit \$4M per Occurrence/ or \$1M 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 Sexual Abuse \$4,650,000 per occurrence Annual Aggregate Automobile Liability: \$4,650,000 per occurrence Public Officials: \$4,650,000 per occurrence including the following sub-limits: <ul style="list-style-type: none"> Errors & Omissions: \$4,650,000 per occurrence Employment Practice Liability: \$4,650,000 per occurrence 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-limits (not included in excess limit) <ul style="list-style-type: none"> Sexual Harassment \$4,650,000 per occurrence Sexual Abuse \$4,650,000 per occurrence Annual Aggregate Premium: \$605,675 + fees and assessments * Claims Made coverage applies. Refer to policy for applicable Retrospective Date and Limits <p style="text-align: center;">SIR Per Occurrence \$350,000</p>	<ul style="list-style-type: none"> Carrier: New York Marine General Insurance Company Excess Workers Compensation Statutory Employers Liability: \$1,000,000 each accident / each employee for disease or cumulative injury Retention: \$1,000,000 Premium: \$210,509 <ul style="list-style-type: none"> Carrier: Certain Underwriters at Lloyd's of London Workers Compensation \$500,000 as \$500,000 Employers Liability \$500,000 as \$500,000 Premium: included in the Package policy <p style="text-align: center;">SIR Per Occurrence \$500,000</p>	<ul style="list-style-type: none"> Named Windstorm Only: \$25MM Excess of \$25MM per Occ. <ul style="list-style-type: none"> Carrier: Westingher Storm Us Lines Limit: \$10,000,000 Premium: \$66,475 + fees and surcharges Carrier: Testator Specialty Ins. Co. <ul style="list-style-type: none"> Limit: \$10,000,000 Premium: \$66,475 + fees and surcharges Carrier: Endeavor American Specialty <ul style="list-style-type: none"> Limit: \$8,000,000 Premium: \$93,228 + fees and surcharges Total Layer Price: \$166,188 + taxes and fees Second Excess Property Excess of \$25MM per Occ. <ul style="list-style-type: none"> Carrier: Endeavor American Specialty Company Limit: \$827,306,816 Premium: \$56,800 + fees and surcharges First Excess Excess Layer Part of \$15MM Excess of \$10MM per Occ. <ul style="list-style-type: none"> Carrier: Evenson Insurance Company Limit: \$7,500,000 Premium: \$128,500 + fees and surcharges Carrier: Evenson Insurance Company <ul style="list-style-type: none"> Limit: \$7,500,000 Premium: \$7,500,000 Carrier: Evenson Insurance Company <ul style="list-style-type: none"> Limit: \$7,500,000 Premium: \$166,400 + fees and surcharges Total Layer Price: \$239,404 + taxes and fees <p style="text-align: center;">Primus Property</p> <ul style="list-style-type: none"> Carrier: Lloyd's of London Limit: Primary: \$20,000,000 in any occurrence Premium: \$63,000 + fees and surcharges <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 NFP 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



City of Coral Gables 2018-2019

2018 LIABILITY PROGRAM STRUCTURE



City of Coral Gables 2018-2019

2018 PROPERTY PROGRAM STRUCTURE

2018 Quoted Property	Property Terrorism
<p>All Lines Internal Loss Fund</p> <p>\$3,486,000 For Fiscal Year 2018/2019</p> <p>Also applies to liability losses</p>	<p>Indian Harbor Insurance Company</p> <p>\$262,314,816 Per Occurrence/Aggregate</p>
<p>Landmark American Ins. Co.</p> <p>Second Excess Layer</p> <p>All Other Perils excluding Named Wind, Earthquake & Flood</p> <p>\$227,314,816</p>	<p>Westchester, Liberty & Endurance Ins. Co.</p> <p>Third Excess Layer</p> <p>\$25,000,000 Named Wind Only</p>
<p>Evanston Ins. Co. & Ironshore Specialty Ins. Co.</p> <p>First Excess Layer</p> <p>\$16,000,000 (including Named Wind)</p>	<p>Active Assault Endorsement</p> <p>\$1,000,000 Per Occurrence/Aggregate - \$15,760 Additional Premium</p>
<p>Carrier Underwriters at Lloyds and London Co.</p> <p>Primary Layer</p> <p>\$10,000,000 (including Named Wind)</p>	<p>Occurrence/Aggregate - \$35,000 Additional Premium</p>
<p>5% Named Wind Storm Deductible subject to \$250K min and \$7.5 MM Max</p> <p>\$100,000 Windstorm or Hall</p> <p>\$100,000 Auto Damage</p> <p>\$100,000 Flood</p> <p>\$50,000 Earth Movement</p>	<p>\$60,000 Per Occurrence Deductible</p>

Property Premium Summary

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 to \$15M vs \$10M	Incl Wind	\$ 133,500.00	\$ 4.00	\$ 133,504.00
1st XS Property	Evanston Insurance Company	\$7.5M to \$15M vs \$10M	Incl Wind	\$ 133,500.00	\$ 4.00	\$ 133,504.00
2nd XS Property	Landmark American Ins. Co.	\$227,314,816 vs \$25M	ACP 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

Tree Coverage Premium Summary

Coverage	Carrier	Limit	Policy Year	Premium
Stand Alone Tree Coverage	Berkshire Hathaway	Car 4 Stand - \$10,000,000 Car 3 Stand - \$7,500,000 Car 2 Stand - \$5,000,000	2018-2019 2019-2020 2020-2021	\$ 500,000.00 \$ 500,000.00 \$ 500,000.00
Total				\$1,500,000.00

2018 Stand Alone Tree Coverage Indication

Berkshire Hathaway

Up To \$10,000,000 Per Occurrence/Aggregate



City of Coral Gables 2018-2019

UNDERWRITING INFORMATION

	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/ Firefighters	15	7	-53%
Paramedics/ Firefighters	121	129	7%
Armed Officers	191	192	0.5%
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%
Business Interruption/ Extra Expense	\$ 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	\$ 2,965,000	\$ 2,986,000	1%
Total	\$ 242,312,608	\$ 252,314,816	4%

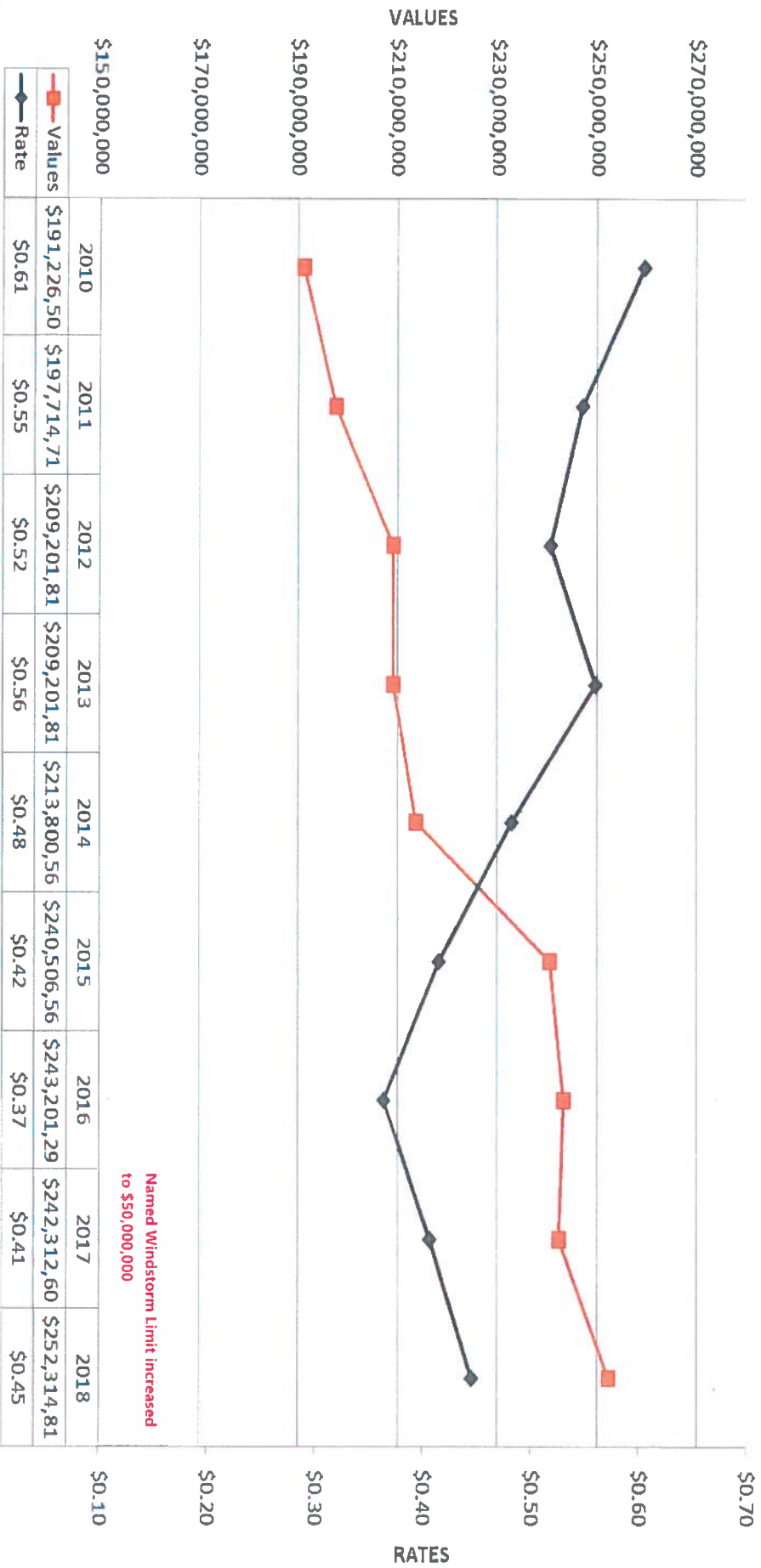
	2017-2018	2018-2019	% Change
Sports Program # of participants	17,620	17,620	0%

W/C Rate	2015-2016	2016-2017	2017-2018	2018-2019	Δ%
	0.3123	0.2967	0.2967	0.2819	-5%

City of Coral Gables 2018-2019

PROPERTY RATE TO VALUE

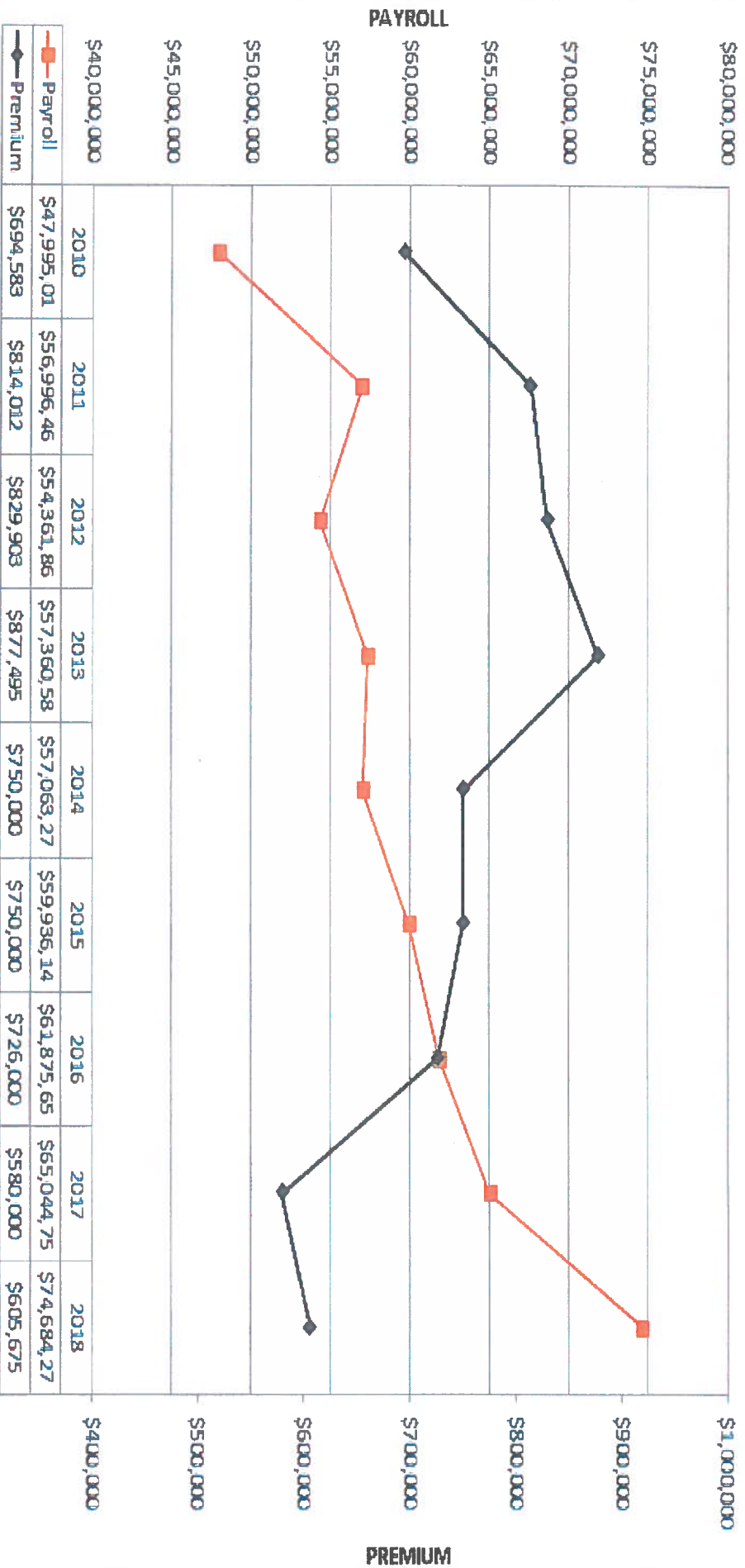
Rate to Value



City of Coral Gables 2018-2019

LIABILITY PREMIUM TO PAYROLL

Premium to Payroll



City of Coral Gables 2018-2019

MARKETING LIST

CARRIER	LIFE OF COVERAGE	CARRIER POSITION
Certain Underwriters at Lloyd's, London	Public Entity Package	Recommended Quote
AIX Specialty Insurance	Public Entity Package	Pending
Munich Re	Public Entity Package	Pending
Old Republic	Excess Workers Compensation	Recommended Quote
New York Marine And General Insurance Co	Excess Workers Compensation	Quoted
Arch Insurance Group	Public Official Bond	Recommended Quote
Hartford Fire Insurance Company	Storage Tank Liability	Recommended Quote
Commerce and Industry Insurance Company	General Liability (Sports)	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
Certain Underwriters at Lloyd's, London	Property	Recommended Quote
Altera Excess & Surplus Insurance Company	Property	Recommended Quote
Ionshore Specialty Ins. Co.	Property	Recommended Quote
Landmark American Insurance Company	Property	Recommended Quote
Chubb-Weschester E&S	Property	Recommended Quote
Endurance	Property	Recommended Quote
Everest National Ins. Co.	Property	Quoted
Arch Specialty Insurance Company	Property	Declined to quote removing mail 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
Airel Specialty Insurance Managers	Property	Declined. Not a preferred class of business.
Alters	Property	Declined. Not competitive
Avondale Insurance Associates	Property	Declined. Not enough capacity
Berkley Risk Solutions	Property	Declined. Buffer market
Berkshire Hathway	Property	Declined. Not competitive
Catalytic	Property	Declined. Not enough capacity
Cotery Insurance Co.	Property	Declined. Not enough capacity
Halmark E&S	Property	Declined. Not enough capacity
James River Ins. Co.	Property	Declined. Not enough capacity I
Lexington Insurance Company	Property	Declined. Not competitive
Liberty International Underwriters	Property	Declined. Not interested in primary
Market	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
Patrius Insurance Company	Property	Declined. Not competitive
RSUI	Property	Declined. Not competitive
SRU	Property	Declined. Not enough capacity
Star 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

City of Coral Gables 2018-2019

PREMIUM SUMMARY

Policy Type	2017-2018		2018-2019		All Incumbent Option	Δ%
Package (Lloyds)	\$	580,000.00	\$	605,675.00		4%
Excess WC	\$	194,100.00	\$	199,340.00	(11% rate decrease)	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	\$	32,223.00		9%
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	\$	2,060,198.00		9%
EMPA	\$	32.00	\$	32.00		0%
Total after surcharges	\$	1,885,992.00	\$	2,060,230.00		9%
Premium Increase				174,238.00		
Broker Fee	\$	120,000.00	\$	120,000.00		0%
Total Cost of Program	\$	2,005,992.00	\$	2,180,230.00		9%

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 xs \$25M	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

City of Coral Gables 2018-2019

PREMIUM SAVING OPTIONS

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

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	\$ 32,223.00	\$ 15,345.00	-52%

Policy Type	Midlands (Incumbent)	Arch	Δ%
Workers Compensation	\$ 199,340.00	\$ 199,407.00	0.03%