#### CORAL GABLES INSURANCE & RISK MANAGEMENT ADVISORY BOARD

Minutes of February 11, 2022, 08:00am 2151 Salzedo Street, 1<sup>st</sup> Floor, CMR-B Coral Gables, FL 33134

MEMBERS	J	F	M	Α	M	J	J	A	S	O	N	D	APPOINTED BY
	22	22	22	22	22	22	22	22	22	22	22	22	

Juan C Diaz-Padron-PMayor Vince LagoAustin Tellam-PVice Mayor Michael MenaPaul Susz-PCommissioner Rhonda AndersonMatthew Weaver-ECommissioner Jorge ForsGary Reshesky-PCommissioner Kirk Menendez

**STAFF:** 

Raquel Elejabarrieta, Director Labor Relations & Risk Mgt David Ruiz, Risk Manager

**GUESTS:** 

Maria Perez, Arthur J. Gallagher Calah Bullard, Arthur J. Gallagher Amy Jimenez, Arthur J. Gallagher

**PUBLIC GUEST:** 

RECORDING SECRETARY:

Eglys Hernandez, Administrative Assistant

A = Absent

E = Excused Absence

P = Present
- = No meeting

\* = New Board Member

#### **OPENING:**

Chair Juan C. Diaz-Padron opened the meeting. Meeting was called to order at 8:05am. Quorum was reached. Everyone introduced themselves for the record.

#### **MINUTES APPROVAL:**

November 15, 2021

Motion Gary Reshesky / 2<sup>nd</sup> Motion: Austin Tellam

Board member Paul Susz voted "Nay" due to not having been present for that meeting

Remaining Board members: Approved

December 3, 2021

Motion Gary Reshesky / 2<sup>nd</sup> Motion: Paul Susz

All approved unanimously

#### **SECRETARY'S REPORT:**

**Biltmore – Reduction in Property Insurance** 

Mr. Reshesky asked if the issue regarding The Biltmore's reduction in property insurance requirements had gone to Commission. Ms. Elejabarrieta stated it had not and should be going on the March 29<sup>th</sup> Commission Meeting. Ms. Elejabarrieta advised she will provide The Board with Resolution once it is approved.

#### **BOARD MEMBERS REPORTS:** None

**NEW BUSINESS:** None

#### **OLD BUSINESS:**

#### Continual – Insurance Renewal Review – Arthur J. Gallagher (Exhibit A) Maria Perez

Ms. Perez conducted power point presentation. Ms. Perez commenced advising of timeline and ongoing status of renewal process. Ms. Perez stated that the city had received all of the applications in mid-November and by mid-December city had already completed and submitted them.

Ms. Perez stated on February 4, 2022, there were several insurance market meetings with the primary layers of insurance (1<sup>st</sup> \$10,000,000 in coverage) held with Arthur J. Gallagher along with David Ruiz and Raquel Elejabarrieta Ms. Perez advised there were discussions regarding various mitigation controls the City has implemented including the City's response to a hurricane threat. Ms. Perez stated the appraisal program the City currently has in place was also very important to the carriers in terms of having accurate values. Ms. Elejabarrieta advised that the property insurance provided stated that the City has outperformed the market and the insurers that the insurers would like to continue with renewal and would expect the City to be at the lower end of increases as compared to the market range of increases.

Ms. Perez anticipates that by the next Board meeting scheduled for March, there should be an indication regarding increases from the insurance markets. Ms. Perez advised that the goal is to have the insurance renewal program placed on the April 12, 2022, Commission meeting.

Mr. Reshesky asked if there are major increases expected. Ms. Perez stated she anticipates for the City as seen with other clients, major increases in the cyber risk insurance. Ms. Perez does not anticipate any other major increases in the other insurance coverages. Ms. Perez stated that she and David Ruiz from the City met with Package (liability and workers compensation) Insurance provider, Mr. Ruiz advised them of the loss control and risk transfer programs the City has in place. Ms. Perez stated that she expects a 7 to 10 percent across the board increase in renewals.

Mr. Susz asked inquired about the City's loss ratio. Ms. Perez stated for the primary liability carrier the loss ratio has been 60% due to a couple of liability cases and for the property insurance carriers it is about the same. Ms. Perez stated at 60% ratio is a good loss ratio.

Mr. Diaz-Padron asked prior to continuing with the presentation, if there was something that truly needed to be discussed or addressed. Ms. Perez stated it would be regarding Cyber risk insurance as ransomware attacks are what is driving the cost of Cyber risk insurance.

Ms. Elejabarrieta shared information regarding cost for Cyber coverage last year compared to the previous year. Mr. Susz asked if information regarding average ransomware payment has been researched. Ms. Perez stated it can be researched and presented at next meeting as well as benchmarking for policy limits on ransomware. Ms. Elejabarrieta stated regarding the recover time of an attack would be best addressed by the IT Director, Mr. Raimundo Rodulfo, who can be asked to come into the next meeting. Mr. Diaz-Padron asked if the government would have the same responsibilities of advising and provide monitoring for those affected by the incident. Ms. Jimenez stated first thing that is conducted is a review of what type of attack it was, information that was affected and then follow the laws in place for the area. Ms. Perez advised the insurance carrier takes over the system to conduct review and does not release it back until a thorough analysis is conducted.

Mr. Diaz-Padron stated if no further information has changed, perhaps pending information regarding Cyber and further numbers can be addressed at next meeting.

Mr. Tellam asked if the Cyber program city has in place has been reviewed by an outside source to assure what is in place is the very best. Ms. Elejabarrieta stated carriers come in to review the program and have determined it is a great program. Ms. Elejabarrieta stated city along with Arthur J. Gallagher for the last two years together have reviewed the program, conducted comparisons to assure best coverage at best rate is obtained.

Mr. Reshesky asked regards workers compensation claims and Covid claims. Ms. Perez stated workers compensation claims history looks great and Ms. Elejabarrieta stated the city has stopped processing accepting Covid claims as of June 2021.

Mr. Diaz-Padron asked regarding the city possibly considering FMIT. Ms. Elejabarrieta stated that the city submitted applications back in December and had several questions which have not been addressed yet. Mr. Ruiz advised FMIT indicated to Arthur J. Gallagher that FMIT advised that the questions should be answered along with a quote by March 4, 2022. Mr. Diaz-Padron asked regarding renewal dates with FMIT. Ms. Elejabarrieta advised this has been addressed. Mr. Reshesky asked if a quote was received last year. Ms. Elejabarrieta stated it was determined to best proceed and to revisit FMIT for next year renewal conducting better research and seeking clarity.

It was determined that on the next meeting FMIT will be further discussed and the IT Director will be invited to address the Board.

**MEETING ADJORNED:** Meeting adjourned at 08:47am Motion by: Paul Susz / 2<sup>nd</sup> Gary Reshesky / All approved unanimously

## Exhibit A

# Coral Gables Marketing Summary 2022

## Coral Gables Marketing Summary 2022

CARRIER	LINE OF COVERAGE
Certain Underwriters at Lloyd's, London (Ambridge)	Public Entity Package
Safety National Casualty Corporation	Public Entity Package
FMIT	Public Entity Package
FIT	Public Entity Package
Glatfelter	Public Entity Package
Safety National Casualty Corporation	Excess Workers Compensation
FMIT	Excess Workers Compensation
FIT	Excess Workers Compensation
Glatfelter	Excess Workers Compensation
Arch Insurance Group	Excess Workers Compensation
Hartford Fire Insurance Company	Public Official Bond
FMIT	Public Official Bond
Indian Harbor	Pollution Liability
FMIT	Pollution Liability
Ascot	Pollution Liability
HDI Global Specialty SE	General Liability (Sports)
Zurich American Insurance Company	ADD Amateur Sports
Travelers Property Casualty Co of America	Boiler & Machinery
FMIT	Boiler & Machinery
Travelers Property Casualty Co of America	Crime
FMIT	Crime
Zurich	Crime
Ascent	Cyber Risk Liability
AIG	Cyber Risk Liability
Corvus	Cyber Risk Liability
Atlantic Specialty Insurance Company	Tenant Users Liability
Atlantic Specialty Insurance Company  Atlantic Specialty Insurance Company	Tenant Users Property
AJG London	Terrorism
AXA XL	Terrorism
Beazley	Deadly Weapon Protection
AXA XL	Deadly Weapon Protection
Voyager	Flood
FMIT	Property
Alesco Risk Management Services	Property
Allied World Assurance Company	Property
AmWINS Bermuda	Property
ARCH Insurance Group	Property
Arrowhead Insurance Risk	Property
Managers, LLC Aspen Insurance	Property
AXA XL, a division of AXA	Property
AXIS Insurance	Property
Beazley USA	Property
Berkshire Hathaway Specialty	Property Property
Insurance Company	Property
Canopius Underwriting Agency, Inc	Property
Colony Specialty	Property
Core Specialty	Property
Crum & Forster	Property
Ethos Specialty	Property
Ethos opedialty	Fioheith

## Coral Gables Marketing Summary 2022

Evanston Insurance Company	Property
Everest Reinsurance Company	Property
Endurance	Property
Global Excess Partners	Property
Hallmark E&S	Property
Hiscox USA	Property
Homeland Insurance Company of New York	Property
Ironshore	Property
James River Insurance Company	Property
Kemah Capital LLC	Property
Kinsale Insurance Company	Property
Lexington Insurance Company	Property
Lloyds London Eagle	Property
Markel	Property
Munich Re America	Property
Navigators Group	Property
Rivington Partners	Property
RSUI	Property
Sompo International	Property
SRU	Property
Starr Companies	Property
Swiss Re	Property
Velocity Risk Underwriters, LLC	Property
Waypoint (AmRisc)	Property
Westchester, A Chubb Company	Property

## Final Property Presentation 2022

## **AMWINS**<sup>™</sup>



## City of Coral Gables

Property Insurance Discussion – February 2022





01	MEET YOUR TEAM
02	PLACEMENT PROCESS
03	DATA TREND
04	VALUES
05	LOSSES
06	MODEL STUDY – RMS & AIR



## **MEET YOUR TEAM**

#### Maria Perez

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#### Calah Bullard

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#### **Chris Rea**

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#### **London Property Carrier Underwriters**

Alesco – Adrian Hicks Brit – Neil Russell Blenheim- Simon Anthony Talbot – Jack Royce

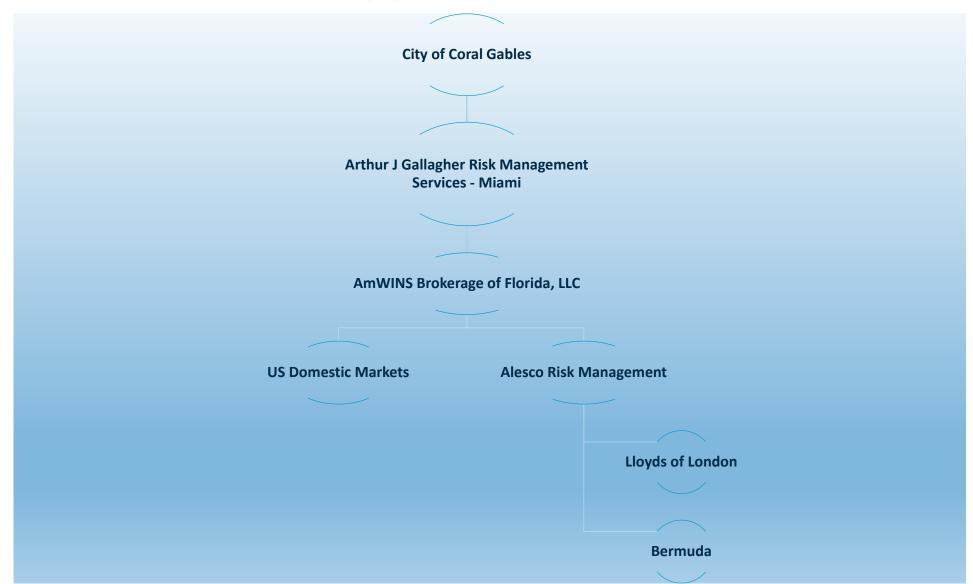
### **Domestic Property Carrier Underwriters**

Endruance/Sompo – Taylor Duerr Core – David Phillips

New Property Carrier Underwriter Lexington – Emily Rasitillo



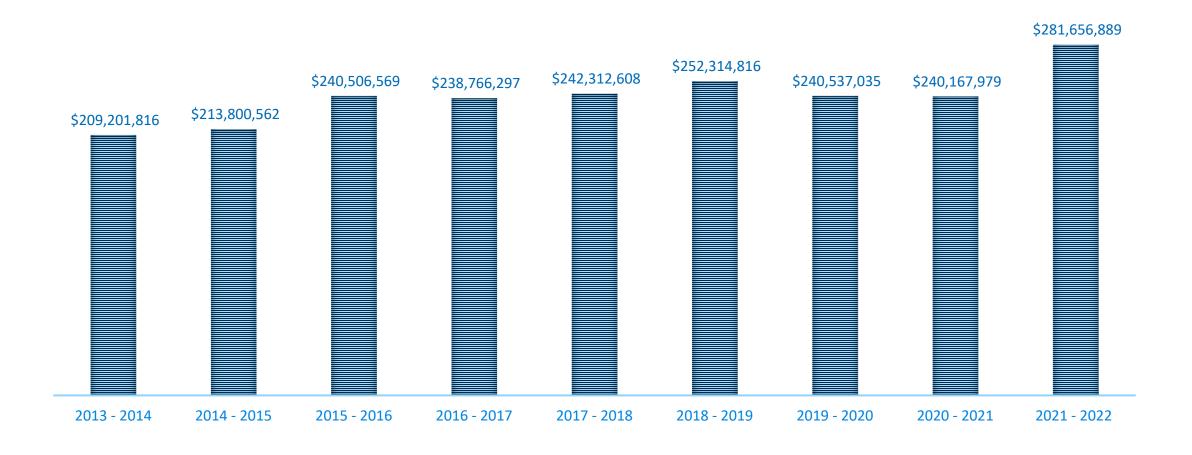
## **PLACEMENT PROCESS**





## **DATA TREND**

### TOTAL INSURABLE VALUES





## **DATA TREND**

## HISTORICAL CATASTROPHIC LIMIT AND DEDUCTIBLE

YEAR	YEAR LIMIT			DEDUCTIBLE						
	AOP	Flood / SFHA	NWS	АОР	NWS/SS	FLOOD/SFHA				
2013 - 2014	\$150M	\$5M	\$25M	\$50K	5% - \$250K min	\$100k except xs max NFIP limit SFHA				
2014 - 2015	\$150M	\$5M	\$25M	\$50K	5% - \$250K min	\$100k except xs max NFIP limit SFHA				
2015 - 2016	\$240M	\$5M	\$25M	\$50K	5% - \$250K min	\$100k except xs max NFIP limit SFHA				
2016 - 2017	\$243M	\$10M	\$25M	\$50K	5% - \$250K min	\$100k except xs max NFIP limit SFHA				
2017 - 2018	\$242M	\$10M	\$50M	\$50K	5% - \$250k min & 7.5M max	\$100k except xs max NFIP limit SFHA				
2018 - 2019	\$252M	\$10M	\$50M	\$50K	5% - \$250k min & 7.5M max	\$100k except xs max NFIP limit SFHA				
2019 - 2020	\$240M	\$10M	\$50M	\$50K	5% - \$250k min & 7.5M max	\$100k except xs max NFIP limit SFHA				
2020 - 2021	\$240M	\$10M	\$50M	\$50K	5% - \$250k min & 7.5M max	\$100k except xs max NFIP limit SFHA				
2021 - 2022	\$281M	\$10M	\$50M	\$50K	5% - \$250k min & 7.5M max	\$100k except xs max NFIP limit SFHA				



## **VALUES**

## UNIT OF INSURANCE

Unit of Insurance	2022 – 2023	2021 - 2022
Real Property	\$232,306,640	\$217,649,640
Personal Property	\$12,502,611	\$12,492,611
Electronic Data Processing Equipment	\$14,000,000	\$17,500,000
Electronic Data Processing Extra Expense	\$2,000,000	\$2,000,000
Business Interruption	\$5,285,000	\$5,285,000
Vehicles	\$18,842,749	\$18,155,205
Account Receivables	\$1,000,000	\$1,000,000
Fine Arts	\$3,500,000	\$3,500,000
Valuable Papers	\$500,000	\$500,000
Seawalls & Docks	\$3,395,000	\$3,395,000
Golf Carts	\$179,433	\$179,433
TOTAL	\$293,511,433	\$281,656,889



## **LOSSES**

Year	Paid Loss	Paid LAE	Open	Comments
2013 - 2014	NONE			
2014 - 2015	\$ 14,880	\$ 1,441	Closed	2 Losses
2015 - 2016	NONE			
2016 - 2017	NONE			
2017 - 2018	\$ 2,545,123	\$ 404,877	Open	Irma
2018 - 2019	NONE			
2019 - 2020	NONE			
2020 - 2021	\$ -	\$ 18,180	Closed	Covid
2021 - 2022	NONE			



## **RMS Model PML Study**

## U.S. Hurricane (Named Storm) Key Return Period Losses - Wind and Storm Surge including Loss Amplification

Critical Probability	Return Period (years)	Ground Up Loss	Deductible Loss	Loss Net of Deductible and Layering
0.010%	10,000	92,275,006	7,499,937	87,052,013
0.020%	5,000	69,736,450	6,895,039	64,896,765
0.100%	1,000	32,336,165	4,565,241	29,150,704
0.200%	500	22,214,703	3,394,533	19,517,392
0.400%	250	14,535,094	2,290,557	12,197,674
1.000%	100	7,197,736	1,604,422	5,339,188
2.000%	50	3,444,245	1,200,919	2,062,933
4.000%	25	1,139,688	763,597	380,075
10.000%	10	73,349	60,653	90
20.000%	5	256	34	2
Average A	nnual Loss	297,756	83,893	213,864
Standard	Deviation	2,541,162	369,458	2,285,203

<sup>\*\*</sup>Note: loss amounts stated above use the RMS Stochastic Event Rate Set



## **AIR Model PML Study**

### U.S. Hurricane (Named Storm) Key Return Period Losses - Wind and Storm Surge including Loss Amplification

Critical Probability	Return Period (years)	Ground Up Loss	Deductible and Excess of Limits Loss	Loss Net of Deductible and Layering
0.010%	10,000	58,915,579	7,865,416	51,050,162
0.020%	5,000	58,832,133	7,839,687	51,011,036
0.100%	1,000	31,166,104	7,506,373	23,646,558
0.200%	500	22,993,023	7,048,723	15,518,947
0.400%	250	17,101,960	6,040,573	11,538,144
1.000%	100	9,719,827	3,558,232	6,181,327
2.000%	50	5,294,780	2,017,971	3,233,848
4.000%	25	2,291,223	906,411	1,416,427
10.000%	10	436,510	119,456	319,960
20.000%	5	62,065	35,846	26,471
Average Ar	nnual Loss	427,321	145,131	282,190
Standard 1	Deviation	2,385,535	692,928	1,748,933

<sup>\*\*</sup>Note: loss amounts stated above use the AIR Warm Sea Surface Temperature Conditioned 10K Hurricane Event Set



## RMS Model Study – Top AAL Locations

Location							
Number	Location Name	City	State	TIV	TIV %	AAL	AAL %
132	Public Safety Building	CORAL GABLES	FL	57,714,000	19.66%	14,835	6.94%
97	COUNTRY CLUB PRADO ENTE	CORAL GABLES	FL	4,367,000	1.49%	12,684	5.93%
27	PARKING GARAGE 4	CORAL GABLES	FL	7,512,000	2.56%	12,473	5.83%
1	CITY HALL	CORAL GABLES	FL	28,721,000	9.79%	10,418	4.87%
28	PARKING GARAGE 6	CORAL GABLES	FL	16,679,000	5.68%	9,569	4.47%
4	MERRICK HOUSE	CORAL GABLES	FL	2,440,449	0.83%	8,633	4.04%
7	VENETIAN POOL	CORAL GABLES	FL	2,277,678	0.78%	8,512	3.98%
50	Museum PARKING GARAGE	CORAL GABLES	FL	23,459,000	7.99%	7,384	3.45%
26	PARKING GARAGE 1	CORAL GABLES	FL	3,659,000	1.25%	6,263	2.93%
2	MUSEUM/ Historical Resources	CORAL GABLES	FL	17,701,000	6.03%	5,126	2.40%
134	CORAL GABLES COUNTRY CI	CORAL GABLES	FL	11,709,000	3.99%	4,771	2.23%
110	CORAL GABLES WAR MEMOR	CORAL GABLES	FL	11,562,000	3.94%	3,555	1.66%
61	SEWER PUMP STATION C B &	CORAL GABLES	FL	973,000	0.33%	3,473	1.62%
47	PONCE DE LEON BOULEVARD	CORAL GABLES	FL	1,192,000	0.41%	3,443	1.61%
123	278 MIRACLE MILE	CORAL GABLES	FL	1,072,188	0.37%	3,367	1.57%
25	MIRACLE THEATRE	CORAL GABLES	FL	7,960,000	2.71%	3,308	1.55%
15	Passport Office	CORAL GABLES	FL	1,854,000	0.63%	3,298	1.54%
44	ISLA DORADO BOULEVARD B	CORAL GABLES	FL	1,133,000	0.39%	3,272	1.53%
119	ARVIDA LANE SEAWALL	CORAL GABLES	FL	1,585,000	0.54%	3,156	1.48%
85	SEWER PUMP STATION SOLAR	CORAL GABLES	FL	826,000	0.28%	3,131	1.46%
89	BALBOA PLAZA	CORAL GABLES	FL	1,008,000	0.34%	2,912	1.36%
13	MAINTENANCE FACILITY	MIAMI	FL	11,807,000	4.02%	2,732	1.28%
33	ALHAMBRA WATER TOWER	CORAL GABLES	FL	829,000	0.28%	2,478	1.16%
90	COLUMBUS PLAZA	CORAL GABLES	FL	869,000	0.30%	2,478	1.16%
124	CORAL GABLES ADULT CENT	CORAL GABLES	FL	5,869,609	2.00%	2,449	1.15%
	TOTAL			224,778,924	76.58%	143,718	67.20%

<sup>\*\*</sup>Note: loss amounts stated above are for the peril of Windstorm including Storm Surge and Loss Amplification using the RMS Stochastic Event Rate Set



## **AIR Model Study – Top AAL Locations**

Location					<u> </u>		
Number	Location Name	City	State	TIV	TIV %	AAL	AAL %
5_AIR_132	Public Safety Building	CORAL GABLES	FL	57,714,000	19.66%	21,764	7.71%
6_AIR_27	PARKING GARAGE 4	CORAL GABLES	FL	7,512,000	2.56%	20,647	7.32%
6_AIR_28	PARKING GARAGE 6	CORAL GABLES	FL	16,679,000	5.68%	15,028	5.33%
5_AIR_119	ARVIDA LANE SEAWALL	MIAMI	FL	1,585,000	0.54%	12,290	4.36%
156_AIR_1	CITY HALL	CORAL GABLES	FL	28,721,000	9.79%	12,102	4.29%
156_AIR_7	VENETIAN POOL	MIAMI	FL	2,277,678	0.78%	10,371	3.68%
6_AIR_26	PARKING GARAGE 1	CORAL GABLES	FL	3,659,000	1.25%	10,188	3.61%
6_AIR_50	Museum PARKING GARAGE	MIAMI	FL	23,459,000	7.99%	9,581	3.40%
156_AIR_2	MUSEUM/ Historical Resources	MIAMI	FL	17,701,000	6.03%	9,086	3.22%
6_AIR_97	COUNTRY CLUB PRADO ENTE	MIAMI	FL	4,367,000	1.49%	7,596	2.69%
5_AIR_110	CORAL GABLES WAR MEMOR	MIAMI	FL	11,562,000	3.94%	6,973	2.47%
156_AIR_4	MERRICK HOUSE	MIAMI	FL	2,440,449	0.83%	6,064	2.15%
5_AIR_134	CORAL GABLES COUNTRY CL	MIAMI	FL	11,709,000	3.99%	5,950	2.11%
6_AIR_15	Passport Office	MIAMI	FL	1,854,000	0.63%	4,545	1.61%
5_AIR_131	Fire Station #2	CORAL GABLES	FL	7,633,000	2.60%	4,291	1.52%
6_AIR_13	MAINTENANCE FACILITY	MIAMI	FL	11,807,000	4.02%	4,158	1.47%
6_AIR_18	FIRE STATION 3	MIAMI	FL	6,873,000	2.34%	3,969	1.41%
6_AIR_25	MIRACLE THEATRE	MIAMI	FL	7,960,000	2.71%	3,959	1.40%
6_AIR_44	ISLA DORADO BOULEVARD B	MIAMI	FL	1,133,000	0.39%	3,874	1.37%
5_AIR_120	ARVIDA PARKWAY SEAWALI	MIAMI	FL	472,000	0.16%	3,723	1.32%
5_AIR_121	ARVIDA PARKWAY SEAWALI	MIAMI	FL	429,000	0.15%	3,405	1.21%
6_AIR_61	SEWER PUMP STATION C B &	MIAMI	FL	973,000	0.33%	3,334	1.18%
6_AIR_85	SEWER PUMP STATION SOLAR	MIAMI	FL	826,000	0.28%	3,280	1.16%
5_AIR_123	278 MIRACLE MILE	CORAL GABLES	FL	1,072,188	0.37%	2,896	1.03%
5_AIR_122	BELLA VISTA SEAWALL	MIAMI	FL	296,000	0.10%	2,758	0.98%
	TOTAL			230,714,315	78.60%	191,831	67.98%

<sup>\*\*</sup>Note: loss amounts stated above are for the peril of Windstorm including Storm Surge and Loss Amplification using the AIR Warm Sea Surface Temperature Conditioned 10K Hurricane Event Set

# Final Timeline 2022 - 2023

## 2022 City of Coral Gables Property and Casualty Insurance Program Renewal Timeline

#### 12/3/2021

11/19/2021 Renewal Applications to be sent to client Insurance Advisory Board Meeting

## **12/22/2021**Initial

submissions sent to carriers

#### 02/11/2022

Insurance
Advisory
Board
Meeting

#### 03/23/2022

Proposal Meeting with City Manager, Employee Relations Director and Risk Manager























11/8/2021

Renewal Timeline Meeting 11/30/2021 Strategic Review Meeting

#### 12/17/2021

Renewal Applications due from client

#### 02/04/2022

Property Markets Meeting

#### 3/18/2022

Insurance Advisory Board Meeting

#### 04/12/2022

City Commission Meeting Approval

# Final Tracking 2022

Items needed	Note	App rcvd from Co/Broker	Apps to insd to complete	Apps Rcvd from					
Package -Renewal Application -Law Enforcement App -Payrolls -10 Years loss runs -Fleet List	Requested retention options Country Club exposures provided	yes	yes	yes					
Excess WC -Payrolls -Self Insured pp -Risk Management Supplemental -Watercraft App -Employee Concentration -10 Years loss runs	Requested retention options Country Club exposures provided	yes	yes	yes					
Property -SOV	Most Recent updated SOV provided	yes	yes	yes					
Equipment Breakdown	Most Recent updated SOV	yes	yes	yes					
ADD Business Travel		Year 2 of 2							
ADD Police & Fire	Year 2 of 2								
Bond Finance Director		Auto Renewal							
Storage Tank/ Pollution -Renewal App -SOV -Tank List -Audited Financials -Any new environmental studies or integrity tests	Most Recent updated SOV provided	yes	yes	yes					
Crime - Crime Application - Social Engineerign App - Audited Financials CPA Letter to management & Management's Response		yes	yes	yes					
Sports Liability -Participant Exposures	CG Awards provided Country Club exposures provided	yes	yes	yes					
ADD Sports -Participant Exposures	CG Awards provided Country Club exposures provided	yes	yes	yes					
Cyber Liability -Cyber App -Ransomeware Supplemental		yes	yes	yes					
Terrorism Property & Liability -S○V	Most Recent updated SOV provided	yes	yes	yes					
<b>Deadly Weaopn Protection</b> -S○V	Most Recent updated SOV provided	yes	yes	yes					
Flood -SOV		Auto Renewal							