COUNTY AGENDA REQUEST

Department:	Purchasing	Presenter(s):	Ted Burgess
Meeting Date:	Thursday, June 13, 2013	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation purchase a policy for property and casualty insurance with One Beacon Insurance for Fiscal Year 2014 through Public Risk Underwriters, at the price of $599,568, and for the Chairman to sign the policy and related documents.

Background/History/Details:

Each year, the county procures a policy for property and casualty insurance for the year beginning July 1 and ending June 30. The policy includes the following broad categories of coverage: general liability, employee benefits liability, automobile liability and physical damage, crime, property, inland marine, equipment breakdown, law enforcement liability, public entity management liability, employment practices liability, and an umbrella liability policy for leased communications towers.

There is upward pressure on prices in the insurance industry. To obtain the best possible value for the county, it was decided to allow three brokers to obtain offers from insurance carriers. Two of the three submitted a total of 16 completed offers by the due date, with the third broker submitting an incomplete offer, which was disqualified.

Staff recommends the option which is the fifth-lowest priced out of the 16 options. However, the deductible amounts for this option, as compared to the others, make it the one that offers the most value.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to enter into a policy for property and casualty insurance with One Beacon Insurance for Fiscal Year 2014 through Public Risk Underwriters, at the price of $599,568, and for the Chairman to sign the policy and related documents.

If this item requires funding, please describe:

Funds are included in the annual budget to purchase insurance.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval			

Staff Notes:

Fayette County
"Where Quality Is a Lifestyle"
Purchasing Department
140 Stonewall Avenue West, Ste 101
Fayetteville, Georgia 30214
Phone: 770-305-5420
www.fayettecountyga.gov

To: Steve Rapson

From: Ted L. Burgess

Date: May 15, 2013

Subject: FY 2014 Property & Casualty Insurance

The county enters into agreements for property and casualty insurance each fiscal year. The nature of the insurance industry means it operates differently than many other industries, so the procurement process is also different. Insurance brokers or agents provide a significant amount of service in the acquisition of annual insurance policies.

Three brokers expressed an interest in providing insurance proposals. One broker submitted 14 options from four private insurance carriers. In addition, the Association County Commissioners of Georgia's Interlocal Risk Management Agency (ACCG-IRMA) submitted two options for their self-insurance pool (please see the attached spread sheet). The third broker provided an incomplete proposal on the due date, and was therefore disqualified from this competition.

Early indications had been that premiums would increase significantly for the upcoming fiscal year. Offered prices are indeed higher, as had been predicted. The Fiscal Year 2013 initial premium was $482,800. The offered Fiscal year 2014 options range from $559,345 (a 16% increase) to $759,523.44 (a 57% increase).

In determining which option would be the best value for the county, staff compared similarities, differences, and prices. Generally speaking, the offered limits of liability were the same as, or comparable to, the current year's policy. Aside from price, the greatest number of differences was in the deductibles.

A first glance at the side-by-side comparison shows that the lowest-price offer was from ACCG. However, deductibles in 10 of the 12 broad insurance categories would be increased by 100% or more. The second ACCG option would increase only two deductibles (and decrease one), but increase the premium cost by 33%.

Comparing the remaining options – the 14 offered by Public Risk Underwriters – one sees that seven involve OneBeacon, and the other seven involve Travelers. While Travelers is the county's current carrier, and has been for a number of years, their prices in all cases are higher than OneBeacon's prices. In addition, Travelers' deductible amounts did not reflect an offset to higher prices.

Options III and XIV offer basically identical terms. Both would actually decrease current deductibles in four of the twelve broad categories of coverage. These two options have more of the lowest deductibles than any of the other offers, including those that are higher priced. With no material differences between Option III and Option XIV, one would conclude based on price that Option III is the best choice of the two.

In comparing Option III with the four options that would cost less, the variance in deductible amounts would more than offset the price difference.

After considering the relevant factors – limits of coverage, deductibles, and cost – I recommend Public Risk Underwriters' Option III, which would be carried by OneBeacon at a cost of $599,568.

Attachment

Property & Casualty Insurance - Fiscal Year 2014 Comparison of Offers

COVERAGE	*Current*	ACCG Option II	PRU Option XI	PRU Option XII	PRU Option IV	PRU Option III	PRU Option XIV
	Travelers	ACCG - IRMA	OneBeacon/I.H.	OneBeacon/I.H.	OneBeacon	OneBeacon	OneBeacon/C.N.A
General Liabilities							
Limit(s)	*$2,000,000 / $2,000,000*	2,000,000 / No Agg Limit	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000
Deductible	*$25,000*	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Employee Benefit Liability							
Limit(s)	*$1,000,000 /$3,000,000*	Incl in Public Entity Mgt	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000
Deductible	*$1,000*	$25,000	$1,000	$1,000	$1,000	$1,000	$1,000
Automobile							
Liability:							
Limit(s)	*$1,000,000*	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000
Deductible	*$25,000*	$50,000	$25,000	$25,000	$25,000	$25,000	$25,000
Physical Damage:							
Limit(s)	*Specified Autos [E]*	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]
Deductible	*$25,000*	$50,000	$25,000	$25,000	$25,000	$25,000	$25,000
Crime							
Limit(s)	*$100,000 to $750,000*	$500,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000
Deductible	*$1,000 & $10,000 [D]*	$50,000	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]
Property							
Limit(s)	*90% Coinsurance*	No Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance
Deductible	*$25,000*	$50,000[C]	$10,000[B]	$10,000[B]	$10,000[B]	$10,000[B]	$10,000[B]
Inland Marine							
Limit(s)	*Equip schedule amount*	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount
Deductible	*$25,000*	$50,000	$10,000	$10,000	$10,000	$10,000	$10,000
Equipment Breakdown							
Limit(s)	*$163,759,997*	$100,000,000	$162,145,510	$162,145,510	$162,145,510	$162,145,510	$162,145,510
Deductible	*$25,000*	$50,000	$10,000	$10,000	$10,000	$10,000	$10,000
Law Enforcement Liability							
Limit(s)	*$2,000,000 /$2,000,000*	2,000,000 / No Agg Limit	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	*$25,000*	$50,000	$50,000	$25,000	$50,000	$25,000	$25,000
Public Entity Mgmt Liability							
Limit(s)	*$2,000,000 /$2,000,000*	$2,000,000 /$4,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	*$25,000*	$50,000	$100,000	$100,000	$50,000	$25,000	$25,000
Employment Practices Liability							
Limit(s)	*$2,000,000 /$2,000,000*	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	*$25,000.00*	$50,000	$100,000	$100,000	$50,000	$25,000	$25,000
Umbrella Liability							
Limit(s)	*$3,000,000 /$3,000,000*	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000
Deductible	*$10,000*	$0	$0	$0	$0	$0	$0
Data Breach							
Limit(s)	*N/A*	N/A	$25,000	$25,000	$25,000	$25,000	$25,000
Deductible	*N/A*	N/A	$1,000	$1,000	$1,000	$1,000	$1,000
Total premium	***$482,800.00***	**$559,345.00**	**$565,190.44**	**$575,130.76**	**$578,508.00**	**$599,568.00**	**$601,638.00**

[A] SIR = Self Insured Retention. Financially, the effect is same as a deductible.

[B] $25,000 deductible for flood & earthquake

[C] $50,000 deductible for flood & earthquake

[D] Deductible of $1,000 for forgery, & $10,000 for employee theft, funds transfer fraud, or computer fraud

[E] Automobile physical damage: With a deductible of $25,000 vehicles are insured if acquisition cost was $26,000 or greater.

COVERAGE	PRU Option X	PRU Option IX	ACCG Option I	PRU Option II	PRU Option I	PRU Option VII	PRU Option VIII
	OneBeacon/I.H.	OneBeacon/I.H.	ACCG - IRMA	Travelers	Travelers	Travelers/I.H.	Travelers/I.H.
General Liabilities							
Limit(s)	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	2,000,000 / No Agg Limit	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000
Deductible	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Employee Benefit Liab							
Limit(s)	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	Incl in Public Entity Mgt	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000
Deductible	$1,000	$1,000	$25,000	$1,000	$1,000	$1,000	$1,000
Automobile							
Liability:							
Limit(s)	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000
Deductible	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Physical Damage:							
Limit(s)	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]
Deductible	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Crime							
Limit(s)	$100,000 to $750,000	$100,000 to $750,000	$500,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000
Deductible	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$10,000	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]
Property							
Limit(s)	90% Coinsurance	90% Coinsurance	No Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance
Deductible	$10,000[B]	$10,000[B]	$25,000[B]	$50,000 [C]	$25,000[C]	$25,000[B]	$25,000[B]
Inland Marine							
Limit(s)	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount
Deductible	$10,000	$10,000	$25,000	$25,000	$25,000	$25,000	$25,000
Equipment Breakdow							
Limit(s)	$162,145,510	$162,145,510	$100,000,000	$163,759,997	$163,759,997	$163,759,997	$163,759,997
Deductible	$10,000	$10,000	$25,000	$50,000	$25,000	$25,000	$25,000
Law Enforcement Liab							
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	2,000,000 / No Agg Limit	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$50,000	$25,000	$25,000	$50,000	$25,000	$50,000	$25,000
Public Entity Mgmt Lia							
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$4,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$50,000	$50,000	$25,000	$50,000	$25,000	$100,000	$100,000
Employment Practices							
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$50,000	$50,000	$25,000	$50,000	$25,000	$100,000	$100,000
Umbrella Liability							
Limit(s)	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000
Deductible	$0	$0	$0	$10,000	$10,000	$10,000	$10,000
Data Breach							
Limit(s)	$25,000	$25,000	N/A	N/A	N/A	N/A	N/A
Deductible	$1,000	$1,000	N/A	N/A	N/A	N/A	N/A
Total premium	**$602,128.12**	**$612,068.44**	**$639,724.00**	**$656,870.00**	**$682,402.00**	**$712,645.44**	**$722,585.76**

COVERAGE	PRU Option XIII	PRU Option VI	PRU Option V
	Travelers/C.N.A.	Travelers/I.H.	Travelers/I.H.
General Liabilities			
Limit(s)	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000
Deductible	$25,000	$25,000	$25,000
Employee Benefit Liab			
Limit(s)	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000
Deductible	$1,000	$1,000	$1,000
Automobile			
Liability:			
Limit(s)	$1,000,000	$1,000,000	$1,000,000
Deductible	$25,000	$25,000	$25,000
Physical Damage:			
Limit(s)	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]
Deductible	$25,000	$25,000	$25,000
Crime			
Limit(s)	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000
Deductible	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]
Property			
Limit(s)	90% Coinsurance	90% Coinsurance	90% Coinsurance
Deductible	$25,000[B]	$25,000[B]	$25,000[B]
Inland Marine			
Limit(s)	Equip schedule amount	Equip schedule amount	Equip schedule amount
Deductible	$25,000	$25,000	$25,000
Equipment Breakdow			
Limit(s)	$163,759,997	$163,759,997	$163,759,997
Deductible	$25,000	$25,000	$25,000
Law Enforcement Liab			
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$25,000	$50,000	$25,000
Public Entity Mgmt Lia			
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$25,000	$50,000	$50,000
Employment Practices			
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$25,000	$50,000	$50,000
Umbrella Liability			
Limit(s)	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000
Deductible	$10,000	$10,000	$10,000
Data Breach			
Limit(s)	N/A	N/A	N/A
Deductible	N/A	N/A	N/A
Total premium	**$749,093.00**	**$749,583.12**	**$759,523.44**

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	Travelers	ACCG - IRMA	OneBeacon/I.H.	OneBeacon/I.H.	OneBeacon	OneBeacon	OneBeacon/C.N.A
General Liabilities							
Limit(s)	*$2,000,000 / $2,000,000*	2,000,000 / No Agg Limit	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000
Deductible	*$25,000*	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Employee Benefit Liability							
Limit(s)	*$1,000,000 /$3,000,000*	Incl in Public Entity Mgt	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000
Deductible	*$1,000*	$25,000	$1,000	$1,000	$1,000	$1,000	$1,000
Automobile							
Liability:							
Limit(s)	*$1,000,000*	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000
Deductible	*$25,000*	$50,000	$25,000	$25,000	$25,000	$25,000	$25,000
Physical Damage:							
Limit(s)	*Specified Autos [E]*	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]
Deductible	*$25,000*	$50,000	$25,000	$25,000	$25,000	$25,000	$25,000
Crime							
Limit(s)	*$100,000 to $750,000*	$500,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000
Deductible	*$1,000 & $10,000 [D]*	$50,000	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]
Property							
Limit(s)	*90% Coinsurance*	No Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance
Deductible	*$25,000*	$50,000[C]	$10,000[B]	$10,000[B]	$10,000[B]	$10,000[B]	$10,000[B]
Inland Marine							
Limit(s)	*Equip schedule amount*	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount
Deductible	*$25,000*	$50,000	$10,000	$10,000	$10,000	$10,000	$10,000
Equipment Breakdown							
Limit(s)	*$163,759,997*	$100,000,000	$162,145,510	$162,145,510	$162,145,510	$162,145,510	$162,145,510
Deductible	*$25,000*	$50,000	$10,000	$10,000	$10,000	$10,000	$10,000
Law Enforcement Liability							
Limit(s)	*$2,000,000 /$2,000,000*	2,000,000 / No Agg Limit	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	*$25,000*	$50,000	$50,000	$25,000	$50,000	$25,000	$25,000
Public Entity Mgmt Liability							
Limit(s)	*$2,000,000 /$2,000,000*	$2,000,000 /$4,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	*$25,000*	$50,000	$100,000	$100,000	$50,000	$25,000	$25,000
Employment Practices Liability							
Limit(s)	*$2,000,000 /$2,000,000*	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	*$25,000.00*	$50,000	$100,000	$100,000	$50,000	$25,000	$25,000
Umbrella Liability							
Limit(s)	*$3,000,000 /$3,000,000*	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000
Deductible	*$10,000*	$0	$0	$0	$0	$0	$0
Data Breach							
Limit(s)	*N/A*	N/A	$25,000	$25,000	$25,000	$25,000	$25,000
Deductible	*N/A*	N/A	$1,000	$1,000	$1,000	$1,000	$1,000
Total premium	***$482,800.00***	**$559,345.00**	**$565,190.44**	**$575,130.76**	**$578,508.00**	**$599,568.00**	**$601,638.00**

[A] SIR = Self Insured Retention. Financially, the effect is same as a deductible.

[B] $25,000 deductible for flood & earthquake

[C] $50,000 deductible for flood & earthquake

[D] Deductible of $1,000 for forgery, & $10,000 for employee theft, funds transfer fraud, or computer fraud

[E] Automobile physical damage: With a deductible of $25,000 vehicles are insured if acquisition cost was $26,000 or greater.

COVERAGE	PRU Option X	PRU Option IX	ACCG Option I	PRU Option II	PRU Option I	PRU Option VII	PRU Option VIII
	OneBeacon/I.H.	OneBeacon/I.H.	ACCG - IRMA	Travelers	Travelers	Travelers/I.H.	Travelers/I.H.
General Liabilities							
Limit(s)	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	2,000,000 / No Agg Limit	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000
Deductible	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Employee Benefit Liab							
Limit(s)	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	Incl in Public Entity Mgt	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000
Deductible	$1,000	$1,000	$25,000	$1,000	$1,000	$1,000	$1,000
Automobile							
Liability:							
Limit(s)	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000	$1,000,000
Deductible	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Physical Damage:							
Limit(s)	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]
Deductible	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000	$25,000
Crime							
Limit(s)	$100,000 to $750,000	$100,000 to $750,000	$500,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000
Deductible	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$10,000	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]
Property							
Limit(s)	90% Coinsurance	90% Coinsurance	No Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance	90% Coinsurance
Deductible	$10,000[B]	$10,000[B]	$25,000[B]	$50,000 [C]	$25,000[C]	$25,000[B]	$25,000[B]
Inland Marine							
Limit(s)	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount	Equip schedule amount
Deductible	$10,000	$10,000	$25,000	$25,000	$25,000	$25,000	$25,000
Equipment Breakdow							
Limit(s)	$162,145,510	$162,145,510	$100,000,000	$163,759,997	$163,759,997	$163,759,997	$163,759,997
Deductible	$10,000	$10,000	$25,000	$50,000	$25,000	$25,000	$25,000
Law Enforcement Liab							
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	2,000,000 / No Agg Limit	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$50,000	$25,000	$25,000	$50,000	$25,000	$50,000	$25,000
Public Entity Mgmt Lia							
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$4,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$50,000	$50,000	$25,000	$50,000	$25,000	$100,000	$100,000
Employment Practices							
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$50,000	$50,000	$25,000	$50,000	$25,000	$100,000	$100,000
Umbrella Liability							
Limit(s)	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000
Deductible	$0	$0	$0	$10,000	$10,000	$10,000	$10,000
Data Breach							
Limit(s)	$25,000	$25,000	N/A	N/A	N/A	N/A	N/A
Deductible	$1,000	$1,000	N/A	N/A	N/A	N/A	N/A
Total premium	**$602,128.12**	**$612,068.44**	**$639,724.00**	**$656,870.00**	**$682,402.00**	**$712,645.44**	**$722,585.76**

COVERAGE	PRU Option XIII	PRU Option VI	PRU Option V
	Travelers/C.N.A.	Travelers/I.H.	Travelers/I.H.
General Liabilities			
Limit(s)	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000	$2,000,000 / $2,000,000
Deductible	$25,000	$25,000	$25,000
Employee Benefit Liab			
Limit(s)	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000	$1,000,000 /$3,000,000
Deductible	$1,000	$1,000	$1,000
Automobile			
Liability:			
Limit(s)	$1,000,000	$1,000,000	$1,000,000
Deductible	$25,000	$25,000	$25,000
Physical Damage:			
Limit(s)	Specified Autos[E]	Specified Autos[E]	Specified Autos[E]
Deductible	$25,000	$25,000	$25,000
Crime			
Limit(s)	$100,000 to $750,000	$100,000 to $750,000	$100,000 to $750,000
Deductible	$1,000 & $10,000[D]	$1,000 & $10,000[D]	$1,000 & $10,000[D]
Property			
Limit(s)	90% Coinsurance	90% Coinsurance	90% Coinsurance
Deductible	$25,000[B]	$25,000[B]	$25,000[B]
Inland Marine			
Limit(s)	Equip schedule amount	Equip schedule amount	Equip schedule amount
Deductible	$25,000	$25,000	$25,000
Equipment Breakdow			
Limit(s)	$163,759,997	$163,759,997	$163,759,997
Deductible	$25,000	$25,000	$25,000
Law Enforcement Liab			
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$25,000	$50,000	$25,000
Public Entity Mgmt Lia			
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$25,000	$50,000	$50,000
Employment Practices			
Limit(s)	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000	$2,000,000 /$2,000,000
Deductible	$25,000	$50,000	$50,000
Umbrella Liability			
Limit(s)	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000	$3,000,000 /$3,000,000
Deductible	$10,000	$10,000	$10,000
Data Breach			
Limit(s)	N/A	N/A	N/A
Deductible	N/A	N/A	N/A
Total premium	**$749,093.00**	**$749,583.12**	**$759,523.44**