

Clay County School District

Cost Summary

Description	Expiring Program	Option 1	Option 2	Option 3
	2017-2018	2018-2019	2018-2019	2018-2019
		Per Expiring	NY Marine XS WC	Brit Options B&C
School Board Package	\$ 350,000.00	\$ 350,000.00	\$ 350,000.00	\$ 292,000.00
Excess Property	\$ 464,254.00	\$ 507,619.00	\$ 507,619.00	\$ 507,619.00
Excess WC	\$ 109,779.00	\$ 105,764.00	\$ 105,725.00	\$ 105,764.00
B&M	\$ 12,160.00	\$ 13,151.00	\$ 13,151.00	\$ 13,151.00
Storage Tank	\$ 4,383.00	\$ 4,469.00	\$ 4,469.00	\$ 4,469.00
Active Assailant	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00
Student Accident	\$ 8,780.00	\$ 8,869.00	\$ 8,869.00	\$ 8,869.00
Cyber Risk	\$ 31,000.00	\$ 21,243.00	\$ 21,243.00	\$ 21,243.00
Total Cost before fees	\$ 995,356.00	\$ 1,026,115.00	\$ 1,026,076.00	\$ 968,115.00
Florida Surcharges/ FEMA Fees	\$ 28.00	\$ 28.00	\$ 28.00	\$ 28.00
AJG Risk Management Fee	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00
Total Cost after fees	\$ 1,055,384.00	\$ 1,086,143.00	\$ 1,086,104.00	\$ 1,028,143.00
Total ▲ over expiring (\$)		\$ 30,759.00	\$ 30,720.00	\$ (27,241.00)
Total ▲ over expiring (%)		3%	3%	-3%

Coverage Options:

A	Add a \$1,700,000 loss fund with the expiring SIR's.	\$18,000 Additional Premium
B	Increase Auto Liability and General Liability Self Insured Retention from \$100,000 to \$200,000	(\$18,000)Premium Reduction
C	Remove the \$250,000 Excess of \$250,000 Worker's Compensation Layer in package (WC Retention would become \$500,000).	(\$40,000) Premium Reduction
D	Reduce Workers Compensation Self Insured Retention from \$250,000 to \$200,000.	\$45,000 Additional Premium
E	Remove the \$250,000 excess \$250,000 Worker's Compensation Layer in package and add a \$500,000 loss fund for GL/AL/EO/Property.	(\$30,000) Premium Reduction
F	Increase Active Assailant coverage to \$5,000,000	\$10,000 Additional Premium

Notes:

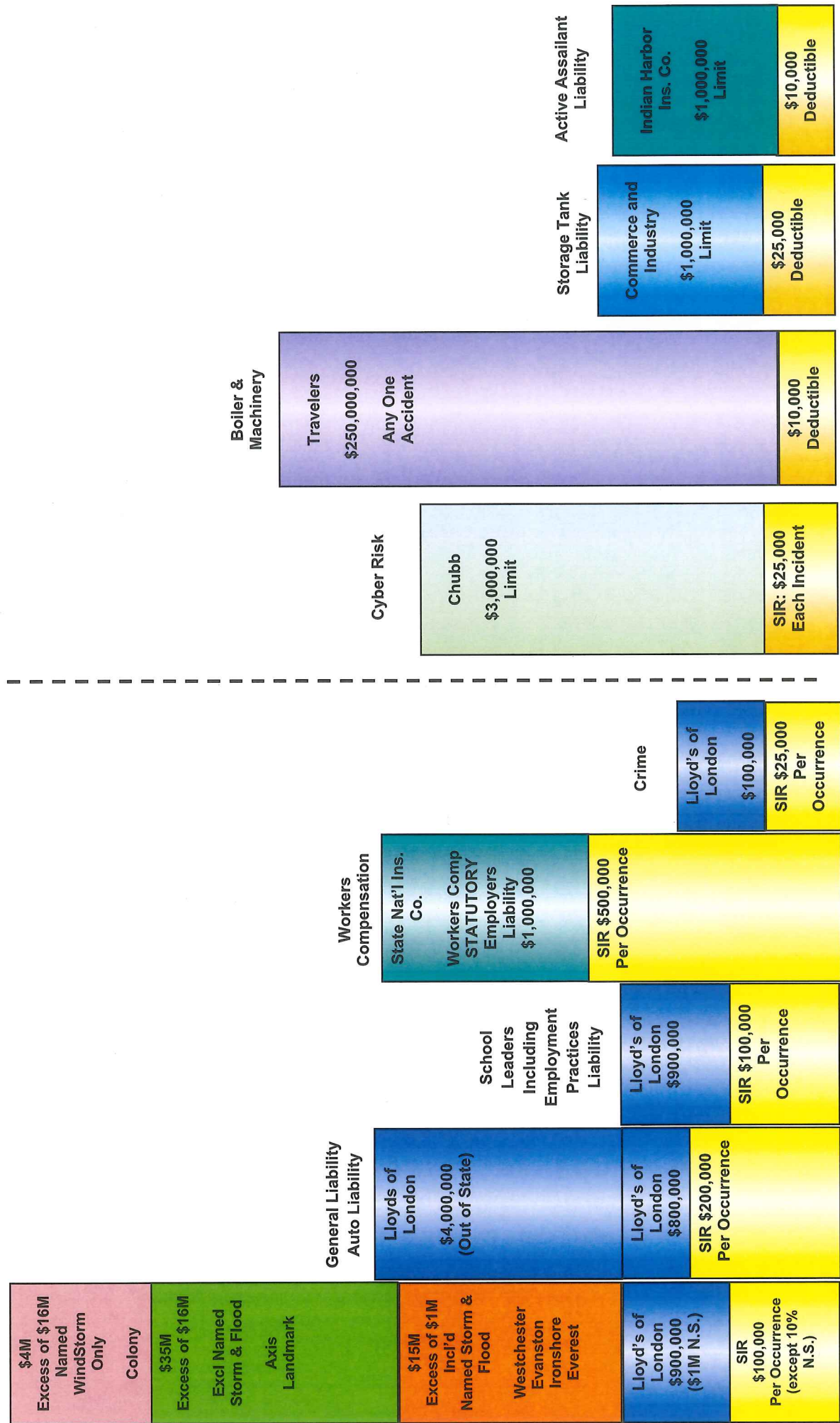
- *Active Assailant & Cyber coverage's are not included in the Risk Management Fee. Therefore, Gallagher will earn commission for placing these coverages. The commission is included within the premium, and not in addition to, the amounts shown above.

Conclusion and Recommendation

Overall, the Clay County School District has received a very favorable renewal. Despite the tightening property market, we were able to negotiate a FLAT rate renewal. The only increase in property premium is a result of the increase in total insured values. The remaining coverages are basically flat renewals as well.

Thank you for allowing us the opportunity to present this renewal. We appreciate the trust you have placed in Arthur J. Gallagher Risk Management Services, and pledge our personal and corporate commitment to serving the Clay County School District.

Option 3 Program Structure
Brit – WC Layer Removed and Auto and GL SIR Increased from \$100,000 to \$200,000



Package Self-Insured Retention is a Combined Lines Retention