



Clay County School District Property and Casualty Renewal Update

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Presented by:

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As of June 12, 2024



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Market Expectations at a Glance

Property: After navigating the most challenging market in recorded history last year, the property lines should see stabilization as we enter 2024. We are seeing reduced construction inflation combined with continued rate moderation which will provide less pressure on premiums in 2024.

General Liability: A more moderate market is emerging with minimal rate increases anticipated unless driven by loss individual experience. This line should be fairly stable entering 2024.

Auto Liability: This line continues to see rate increases, particularly on excess limits, which insurers are looking to manage due to outsized verdicts in many jurisdictions

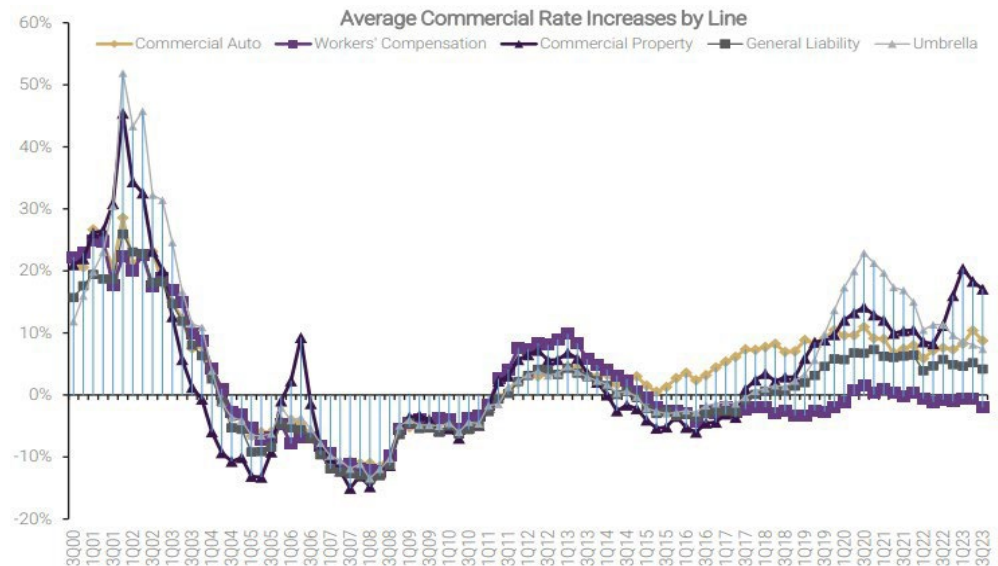
Sexual Abuse and Molestation: Coverage continues to be difficult to place with limits being slashed and retentions increasing.

Excess Workers Compensation: No new insurers entering this market segment. As rates have risen, a little more competition amongst the few players in this space. While claims frequencies continue declining, catastrophic claims continue to grow at unprecedented rates, primarily driven by increased medical costs and enhanced medical technologies. There continues to be pressure on retentions.

Cyber: Cyber claims activity picked up again in the second and third quarters. The MOVEit hack caused widespread ransomware losses, however this line is seeing moderate rate reductions.

School Leaders Errors & Omissions and Employment Practices: The marketplace continues to see nominal rate increases with some carriers implementing new restriction. Federal claims continue to drive many of the losses in these coverages. Influences include the uncertainty of jury awards, social inflation, third party litigation as well as changes to tort protections.

Note: These general market observations are provided as a high-level guide for overall expectations, but actual results are highly dependent on individual account performance and historical profitability with insurers.





Renewal Exposures

| Property Exposures | 2023-2024 | 2024-2025 | Diff |
|---|-------------------------|-------------------------|--------------|
| Building/Walkways and Portables | \$ 1,180,572,701 | \$ 1,183,501,927 | 0.25% |
| Miscellaneous | \$ 3,058,405 | \$ 3,058,405 | 0.00% |
| Personal Property (Furniture & Equipment) | \$ 34,739,358 | \$ 34,739,358 | 0.00% |
| Software | \$ 3,255,705 | \$ 3,255,705 | 0.00% |
| Audiovisual | \$ 1,306,635 | \$ 1,306,635 | 0.00% |
| Vehicles | \$ 38,631,947.06 | \$ 37,206,332.06 | -3.69% |
| Seats & Scoreboards | \$ 5,591,669 | \$ 5,717,669 | 2.25% |
| Total | \$ 1,267,156,419 | \$ 1,268,786,031 | 0.13% |

| Casualty Exposures | 2023-2024 | 2024-2025 | Diff |
|---------------------------|------------------|------------------|-------------|
| GOE | \$ 422,635,914 | \$ 363,964,548 | -14% |
| Total Payroll | \$ 249,934,111 | \$ 247,719,092 | -1% |
| Students | 38,771 | 43,073 | 11% |
| Vehicles | 650 | 670 | 3% |
| Employees | 5,202 | 5,256 | 1% |



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Marketing Highlights

- ❖ 42 companies/programs approached on your behalf
- ❖ Leveraged relationships and market capacity to obtain best pricing and coverage available in current market conditions
- ❖ 18 provided quotes/indications for various lines and layers of coverage. Many carriers still reviewing your submission
- ❖ Considered various retention levels, limits, and sublimits to provide the District a comprehensive and cost effective risk management program

Risk Management Control Continuum



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Less Control

Greater Control



**Conventional
Insurance
Program**

**Safety
Dividend
Program**

**Large
Deductible
Retro-Plan**

**Protected
Self-
insurance
(Aggregate
Protection)**

**Specific
Excess
Insurance
(No
Aggregate)**

**Rent-A-
Captive**

**Captive or
RRG**

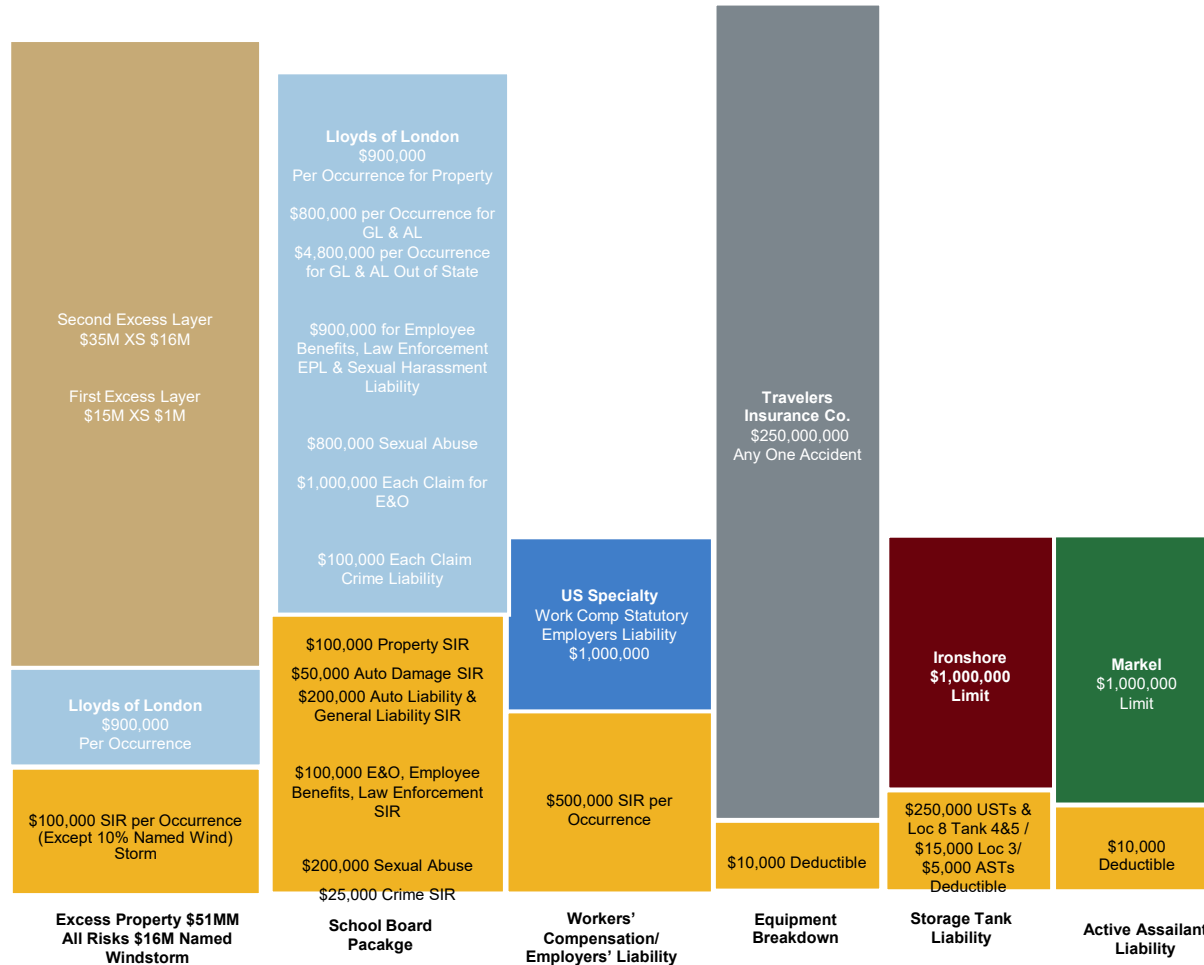
**Pure
Self-
Insurance**

**Clay County
District Schools**

2023-2024 Property and Casualty Program



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Premium Summary



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| | #1 | #2 | #3 | #4 |
|-----------------------------------|---------------------|---|---|---|
| | Expiring | Renewal \$16MM Named Windstorm | \$20MM Wind Limit, Property SIR \$100,000 | Increasing Excess WC SIR to \$600,000 |
| Description | 2023-2024 | 2024-2025 | 2024-2025 | 2024-2025 |
| School Board Package | \$448,000 | \$489,950 | \$489,950 | \$489,950 |
| Excess Property | \$1,290,886 | \$1,147,812 | \$1,247,812 | \$1,147,812 |
| Active Assailant | \$24,000 | \$30,000 | \$30,000 | \$30,000 |
| B&M | \$19,421 | \$21,285 | \$21,285 | \$21,285 |
| Excess WC | \$193,449 | \$159,779 | \$159,779 | \$139,961 |
| Storage Tank | \$21,180 | \$20,575 | \$20,575 | \$20,575 |
| Student Accident | \$12,049 | \$12,049 | \$12,049 | \$12,049 |
| Special Risk | \$44,148 | \$44,148 | \$44,148 | \$44,148 |
| Total Cost before fees | \$2,053,133 | \$1,925,598 | \$2,025,598 | \$1,905,780 |
| Florida Surcharges/ FEMA Fees | \$36 | \$32 | \$44 | \$32 |
| TRIA | \$635 | \$617 | \$617 | \$617 |
| AJG Risk Management Fee | \$60,000 | \$60,000 | \$60,000 | \$60,000 |
| Total Cost after fees | \$ 2,113,804 | \$1,986,247 | \$2,086,259 | \$1,966,429 |
| Total ▲ over expiring (\$) | | -\$127,557 | -\$27,545 | -\$147,375 |
| Total ▲ over expiring (%) | | -6% | -1% | -7% |

Important Notes Regarding Your Renewal



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1. The School Boards program has been marketed to ensure that pricing and coverage are consistent with market conditions;
 - 42 Markets approached,
 - 18 Quotes received,
 - Many markets still reviewing submission.
2. Renewal pricing overall has improved year over year and competitive in the market;
3. Property premium has been reduced by 11%.
4. Workers Compensation premium has been reduced by 17%;
5. Column #1 is the Expiring Program
6. Column #2 is the renewal program. All terms, conditions, limits, retentions remain the same
7. Column #3 Increased the Wind Limit by \$4MM, but keeps all other retentions the same as expiring
8. Column #4 is the same as #2 but increases the Excess Workers Compensation SIR from \$500,000 to \$600,000
9. School Board Package renewal is subject to completed guardian application, MOU between Clay County School District and the Sheriffs office providing the training and the policies and procedures (code of conduct, responsibilities, etc.)
10. Storage Tank renewal is subject to confirmation Storage Tank capacity for AST Tank at 335 SW Pecan Street. Storage Tank list shows 2,525 gallons and State website shows 20,000 gallons.