

Monroe County District School Board

MARKETING EFFORTS

Based on the difficult insurance marketplace, we have conducted an extensive marketing search for carriers that were interested in school boards, and in particular Monroe County. Below is a list of the markets we approached and their responses:

Carrier		Incumbent or New	Response
Everest	Property	Incumbent	\$400,000 premium for expiring terms
Ace/Westchester	Property	New	Indicated \$650,000 premium for primary \$5m
Hiscox	Property	New	Uncompetitive pricing – multiplies of pricing
Arch	Property	New	Declined – unable to quote due to exposure
Arrowhead	Property	New	Declined due to location
Ironshore	Property	New	Indicated \$775,000 premium for primary \$5m / 50% line
Axis	Property	New	Declined – cannot compete with pricing
Beazley	Property	New	Limited capacity due to location – pricing would be significantly higher
Berkshire	Property	New	Indicated \$690,000 premium for primary \$5m
BRIT	Property	New	Declined
Sompo	Property	New	Declined – uncompetitive pricing
AWAC	Property	New	Limited on capacity due to location of exposure
Colony	Property	New	Indicated \$700,000 – could only provide 20% of \$5mm loss limit.
London AJG	Property	New	This area of Florida is very difficult and not competitive
Swiss Re	Property	New	Declined – uncompetitive pricing
Ventus	Property	New	Unable to compete due to size and location
XL E&S	Property	New	Declined – not able to compete on pricing or terms due to location
Zurich	Property	New	Declined – uncompetitive pricing
CV Starr	Property	New	Declined – not able to compete
AmRisc	Property	New	Modeling / this account has been difficult in the past for them
Lexington	Property	New	Cannot compete



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MARKETING EFFORTS - CONTINUED

Based on the difficult insurance marketplace, we have conducted an extensive marketing search for carriers that were interested in school boards, and in particular Monroe County. Below is a list of the markets we approached and their responses:

Carrier		Incumbent or New	Response
Safety National	XS WC	Incumbent	Quoted
Midwest Employers Casualty	XS WC	New	Not competitive with current terms – Minimum SIR \$1,000,000 due to loss experience
Arch Insurance Co.	XS WC	New	Requires SIR \$600,000 – Pending Indication if desired
Lloyds of London/Brit	Casualty Package	Incumbent	Quoted
AIX	Casualty Package	New	Declined to quote. Cannot compete with premium, terms and conditions
PESLIC	Casualty Package	New	Declined to quote. Cannot compete with premium, terms and conditions
Safety National	Casualty Package	New	Terms not competitive
Travelers	Boiler & Machinery	Incumbent	Quoted - \$250,000 Limit
CNA	Boiler & Machinery	New	Quoted - \$150,000 Limit
XL	Boiler & Machinery	New	Quoted - \$150,000 Limit
Lloyds of London/Brit	Cyber Liability	New	Indications Only
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