



Gallagher

Insurance | Risk Management | Consulting

The City of Avon, OH Insurance Renewal Summary 2022-2023

Executive Summary

Systematic Total Cost of Risk Approach

Gallagher's CORE360™ approach, debuted earlier this year, provides a formal structure articulating how Gallagher has already approached management of your account. CORE360™ is a systematic model to examine the six cost drivers of risk management:

- 1) Insurance premiums
- 2) Program structure
- 3) Coverage gaps
- 4) Uninsured and uninsurable losses
- 5) Loss prevention and claims
- 6) Contractual liability



Insurance Premiums

- Travelers premium for 2022-2023 policy period is \$221,870
- Travelers renewal - 7% rate increase and 6.4% exposure increase
- Cyber – 10k, 25k, 50k retention options to be discussed
- Gallagher is seeing insurers target about a 10% rate increase at renewals for 2022-2023
 - Focus of rate is on Auto, Public Officials, updated property valuations and Umbrella



Gallagher

Insurance | Risk Management | Consulting

The City of Avon, OH

Insurance Premiums (continued)

- Breakdown of premium by category

Property	Travelers Property Casualty Co.	\$60,712
Inland Marine	Travelers Property Casualty Co.	\$3,404
General Liability	Charter Oak Fire Insurance Co.	\$21,227
Automobile	Charter Oak Fire Insurance Co.	\$48,075
Umbrella	Travelers Property Casualty Co.	\$21,568
Law Enforcement Liability	Charter Oak Fire Insurance Co.	\$30,408
Public Entity EPLI	Charter Oak Fire Insurance Co.	\$15,391
Public Entity Management Liability	Charter Oak Fire Insurance Co.	\$18,368
Employers Overhead Liability	Charter Oak Fire Insurance Co.	\$2,717
Total Premium		\$221,870

Program Structure

- The quote reflects the current program in place with in regards to coverages and deductibles. Any changes made were to enhance the current program by offering increased limits, recommended coverages or because the endorsement limits being applied vary due to the carrier.

Coverage Gaps/Broadened Enhancements

A few additional ways we have worked to protect against uninsured losses include:

- No changes to current program

Uninsured & Uninsurable Losses

We are always looking to identify potential pitfalls in coverage areas and provide solutions to avoid them. We are always looking out for our clients' best interests and extend suggestions to where our services can help you avoid exposures and save you money.



Gallagher

Insurance | Risk Management | Consulting

The City of Avon, OH

Loss Prevention & Claims

- Travelers has a strong loss control system in place and is very hands on when it comes to educational resources and training
- Gallagher Loss Control Services – George Best (Cincinnati, OH)
 - Gallagher training modules
 - Zywave
 - Risk Management Partnerships
 - Salesforce subscription center

Contractual Liability

We understand the City of Avon, like most governmental organizations, has an extensive portfolio of vendor contracts with insurance clauses and requirements. Gallagher will provide contract review for the city as well as certificate of insurance issuance services.

Thank you,

Dave Zastudil, CISR
Gallagher