

# Commercial Insurance Placement Report

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FISCAL YEAR 2018

STATE OF LOUISIANA | DIVISION OF ADMINISTRATION  
OFFICE OF RISK MANAGEMENT

The Commercial Insurance Placement Report is prepared pursuant to Louisiana Revised Statute 39:1540(B). Act 715 of 2014 Regular Session granted the Office of Risk Management (ORM) the authority to procure the State's insurance through a third-party insurance broker, in accordance with industry best practices. ORM contracted with Arthur J. Gallagher Risk Management Services, Inc. (AJG) in January 2015 to substantively improve how the State acquires insurance.

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## Executive Summary

**10** key goals and targets were identified through the revised Commercial Insurance Placement model:

<b>G O A L S</b>	Assure and obtain competitive pricing for insurance including full transparency related to revenue;
	Validate and certify a global marketing effort;
	Create strong market relationships between the State and potential insurers, necessary for on-going program support;
	Improve coverage terms;
	Obtain multi-year contract terms and rates;
	Reduce dependence on wholesale brokers, thereby saving public dollars;
	Create long-term program stability;
	Improve the quality of data provided to the marketplace;
	Enhance coverage and resources for the State's fine arts assets and unique culture;
	Further expand a focus on Higher Education and their specific needs.

**ORM is pleased to report that without exception, for July 1, 2017, each key target goal identified was met!** The property program renewed with several positive changes, including a significant enhancement for the State's higher education institutions. Three casualty-related coverages that were previously self-insured were placed: Aviation Liability, Aviation Hull and Airport.

AJG provides brokerage and consulting services for the Statewide Property Program, the Statewide Casualty Program, the LSU Property Program and the LSU Casualty Program<sup>1</sup>. The placement activities of each are provided for in the report.

<sup>1</sup> LSU-BR exited the Statewide Property and Casualty Program through the GRAD Act on July 1, 2015 and July 1, 2016, respectively. LSU through ORM's Broker RFP, contracts with AJG for commercial insurance placement.

## Statewide Property

The State through its Broker, continued to build upon its newly founded market relationships to place insurance effective July 1, 2017 on a total property value of **\$16,652,617,121**. Although most of the insurers were in the second year of a 2-year rate agreement, the original goals remained priority. The total cost for the Statewide Property Renewal Coverages is **\$22,861,531**. The broker's property brokerage fee remains at \$880,000 as per expiring – an annual savings of **\$3,110,000** savings from FY 14-15 in broker fees alone.

ORM and AJG again met with over fifty (50) insurers/underwriters, many of whom, because of the former procurement model, had shown no previous interest in participating in the State's program, but now were expressing interest and offering capacity.

The program is diverse by design and reflects an expanded cross section of the insurance marketplace: Domestic, Lloyds of London, Bermuda, Treaty Reinsurers, Parametric and Insurance Linked Securities (ILS) program participants.

### HIGHLIGHTS

- All insurers agreed to extend the current rate terms through July 1, 2019 (instead of July 1, 2018 as originally agreed);
- 30% of the State's primary \$100M layer obtained a 3-year rate-locked term, expiring 2020. There was also a 14% premium reduction negotiation for that same period, regardless of loss in FY 2019 and FY 2020. If market conditions change dramatically, the State is assured that 30% of its primary coverage is non-cancellable and rate-locked until 2020. Even if the State had a catastrophic loss, these premiums would not be affected.
- The insurers have agreed to a 5% no claims bonus or 5% rate reduction in FY 18-19. The domestic and international insurers have slightly different ways of accomplishing this, but both allow for a 5% overall reduction in payment should the program perform well in FY 2018. Lloyds of London's insurers will issue a 5% no claims bonus in the form of a return premium to the State. The domestic insurers have agreed to a 5% rate reduction for the FY 18-19 policy term should losses not exceed a certain threshold outlined in the policy.
- The total no claims bonus paid in FY 2018 by Lloyds of London for the July 1, 2016 – 2017 policy term was \$645,241.
- The most significant change negotiated for the FY 2018 policy term was a change in the coverage from Named Windstorm wording to Named Hurricane. Negotiating with the markets to make this change was a win for the State. It allows a tropical storm event to (1) trigger the full \$800 million of the program (in lieu of the Named Hurricane limit of \$400 million) and (2) reduces the State's self-insured retention to \$10 million (in lieu of a Named Hurricane retention of \$50 million).
- The markets agreed to a \$25,000,000 per occurrence Named Hurricane self-insured retention for Higher Education locations and a \$25,000,000 per occurrence Named Hurricane self-insured retention for Non-Higher Education locations, subject to a \$50,000,000 per occurrence maximum.

## STATEWIDE PROPERTY PROGRAM: COVERAGES, LIMITS AND PRICING

The following chart shows the renewal coverage bound on July 1, 2017.

Coverage	Limits	Price
Named Hurricane- <b>NEW!</b> (prev. named storm)	\$400M	\$21,261,031
Flood	\$325M	
Fire and AOP (All Other Perils), incl. Named Windstorm	\$800M	
Fine Arts	\$300M	\$163,505
Boiler and Machinery	\$250M	\$292,495
Terrorism (incl. Nuclear, Chemical, Biological, & Radiation (NCBR)	\$150M	\$209,500
Parametric	\$1.25M	\$55,000
Agent Fee		\$880,000
<b>*Total</b>		<b>\$22,861,531</b>

The most significant change negotiated for the FY2018 policy term was a change in the coverage from Named Windstorm wording to Named Hurricane. It allows a tropical storm event to trigger the full \$800 million of the program (in lieu of the Named Hurricane limit of \$400 million) and reduces the State's self-insured retention to \$10 million (in lieu of a Named Hurricane retention of \$50 million).

## STATEWIDE PROPERTY – MARKET PARTICIPANTS

Allianz Global Corp	Allied World Assurance Corp.	Amlin Insurance	Arch Capital Group	Aspen American Insurance	Axis Insurance U.S.
Berkshire Hathaway	BRIT Insurance	Canopus U.S.	Capsicum Re	Colony Insurance Company	Ironshore Insurance Ltd.
Lexington Insurance Co.	Liberty Surplus Insurance Co.	Lloyds of London	Maxum Indemnity Company	Nephila	Parametric via CapsicumRe
RSUI Insurance	Starr Companies	SwissRe Insurance	Westchester Fire Insurance	XL Catlin America Group	

## PROPERTY BROKERAGE FEES

The broker's property brokerage fee remains at \$880,000 as per expiring. This is a \$3,110,000 savings from the 2014 year.

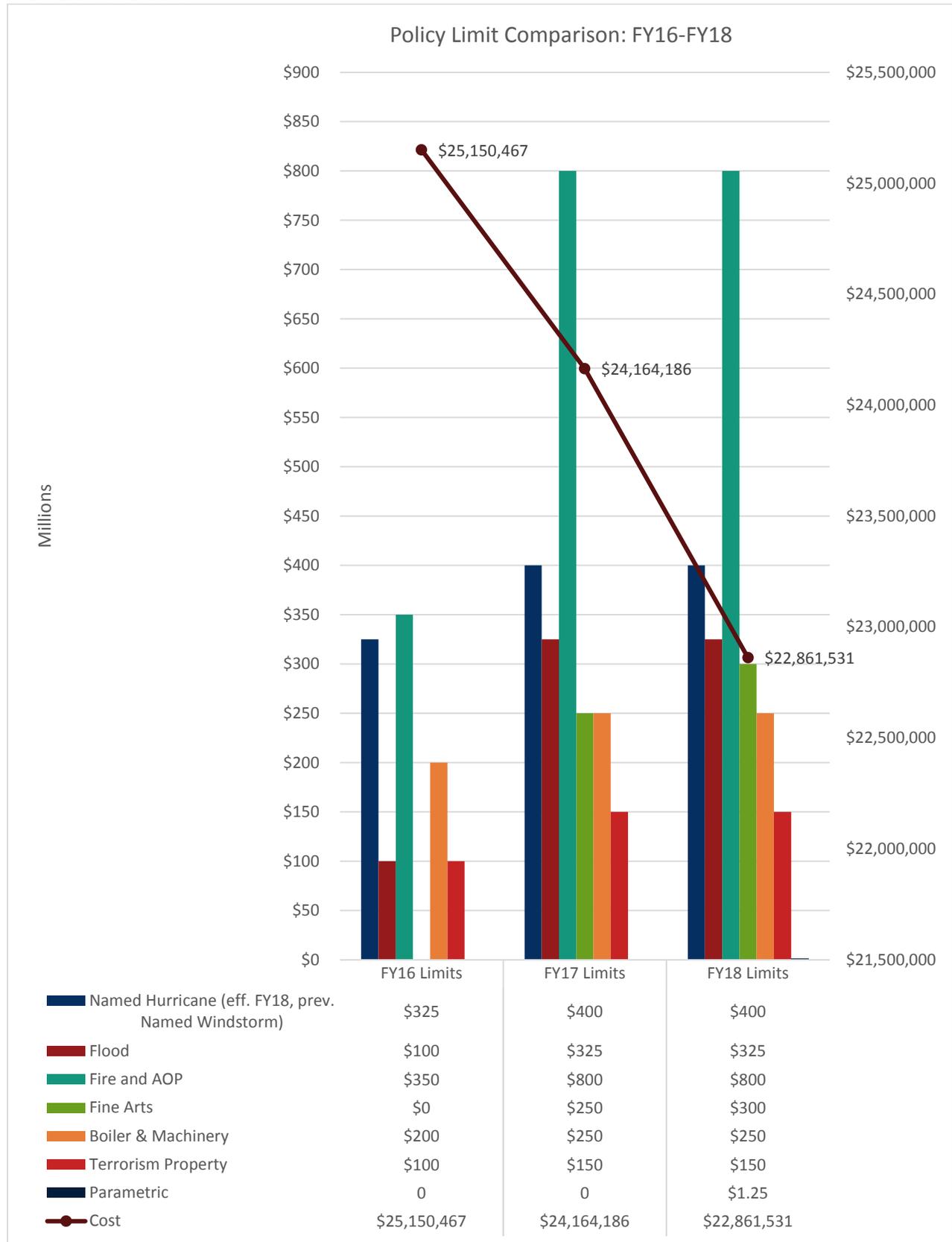
## FINANCIAL ANALYSIS (STATEWIDE PROPERTY)

The current procurement model continues to be beneficial to the State. This model has allowed ORM to tailor insurance coverage to the State in the most cost efficient manner. Each year this model has resulted in an improved insurance portfolio combined with a cost-savings.

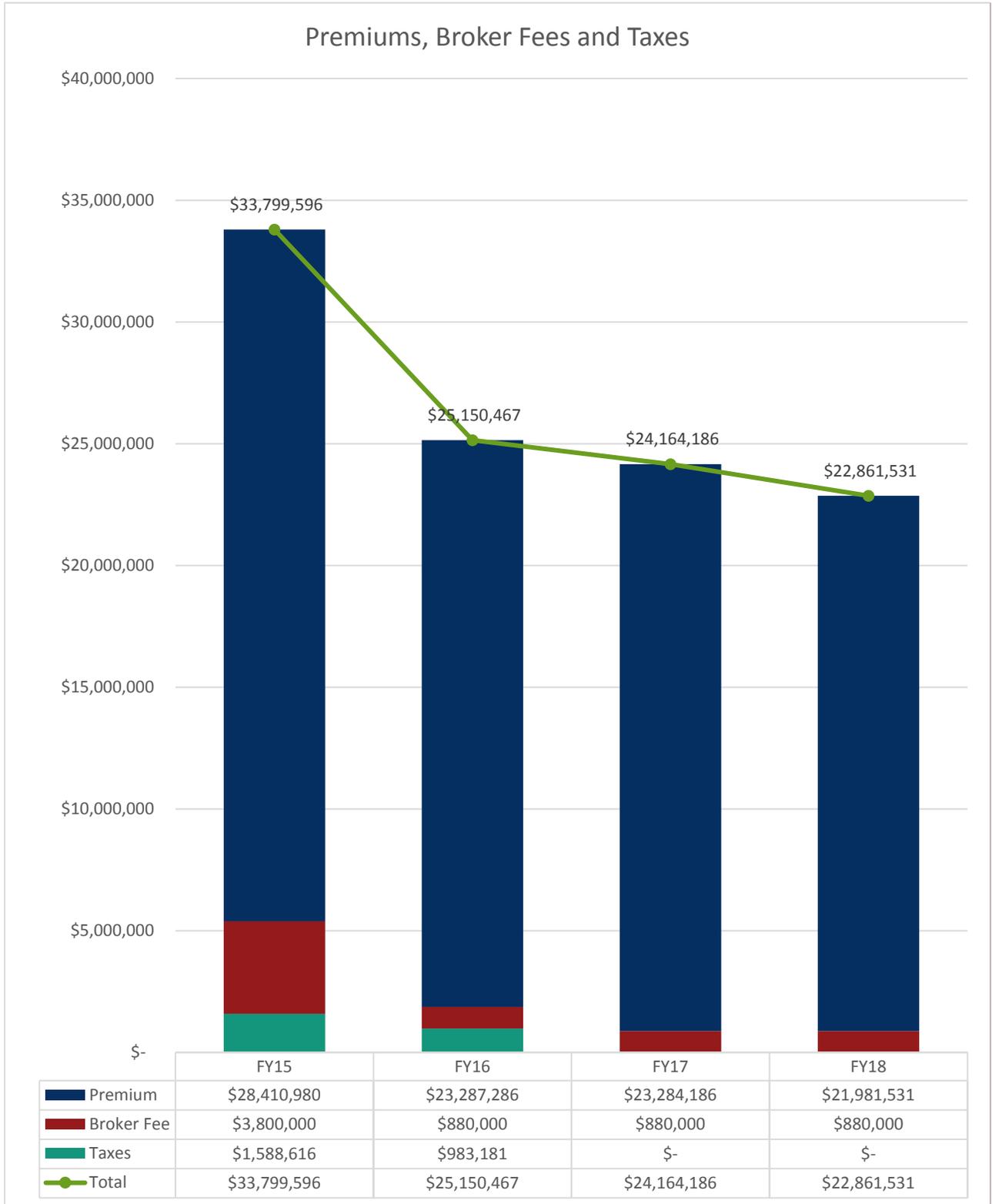
### SAVINGS (FY16-FY18) - PROPERTY

COVERAGE	FY16 EXPIRING LIMITS	FY16 EXPIRING PRICE	FY17 EXPIRING LIMITS	FY17 EXPIRING PRICE	FY18 RENEWAL LIMITS	FY18 RENEWAL PRICE	CHANGE
Named Hurricane (eff. FY18 previously Named Storm)	\$400M	\$22,602,577	\$400M	\$22,562,884	\$400M	\$21,261,031	(\$1,301,853)
Flood	\$325M	Incl in above	\$325M	Incl in above	\$325M	Incl in above	Incl in above
Fire and AOP	\$800M	Incl in above	\$800M	Incl in above	\$800M	Incl in above	Incl in above
Fine Arts	\$250M	\$152,526	\$250M	\$152,526	\$300M	\$163,505	\$10,979
Boiler and Machinery	\$250M	\$296,244	\$250M	\$295,776	\$250M	\$292,495	(\$3,281)
Terrorism	\$150M	\$235,939	\$150M	\$218,000	\$150M	\$209,500	(\$8,500)
Parametric	NA	NA	\$1.25M	\$55,000	\$1.25M	\$55,000	\$0
Agent Fee		\$880,000		\$880,000		\$880,000	\$0
Surplus Lines Taxes		\$983,181		\$0		\$0	\$0
<b>Total</b>		<b>\$25,150,467</b>		<b>\$24,164,186</b>		<b>\$22,861,531</b>	<b>(\$1,302,655)</b>

POLICY LIMIT COMPARISON



PRICING COMPARISON – STATEWIDE PROPERTY



## STATEWIDE CASUALTY

The marketing process was similar to the property renewal. The worldwide marketplace was again approached. Terms and conditions were renewed with a positive impact on the State's program.

### AVIATION-NEW!

Aviation Liability & Aviation Hull Physical Damage – This coverage was added as a commercial line of insurance effective July 1, 2017. Previously, aviation was provided as a self-insured coverage with a \$5M limit. The commercial market provided for increased limits than the self-insurance fund at a lower overall premium. Aviation Liability is written through National Union Insurance Company and QBE with a \$25M total each occurrence limit and \$10M per passenger limit. Aviation Hull is also written through National Union Insurance Company with limits per scheduled aircraft values. Total Aviation premium is \$527,085.

### AIRPORT LIABILITY-NEW!

Airport Liability - This coverage was also added as a commercial line of insurance effective July 1, 2017. Previously, it was provided as a self-insured coverage with a \$5M limit. The commercial market provided for increased limits than the self-insurance fund at a lower overall premium. National Union Insurance Company also writes this coverage with a \$25M each occurrence limit. Total airport premium is \$17,634.

## LOUISIANA STADIUM AND EXPOSITION DISTRICT (LSED) AND SMG

### OPERATIONS AT THE MERCEDES-BENZ SUPERDOME, SMOOTHIE KING CENTER & CHAMPIONS SQUARE

Coverage is obtained by ORM on behalf of the above named insureds as per written contract. Coverage was marketed globally with the following results:

- Crime – Coverage remained with Hiscox with a flat renewal for a total annual premium of \$13,385.
- Workers Compensation- Coverage remained with LWCC with a renewal premium of \$618,515. This is an increase of \$61,631 over expiring due to a .76% payroll increase and a loss experience deterioration, resulting in an e-mod increase of 10.42%
- Excess Commercial General Liability limits up to \$100M – Coverage includes law enforcement liability. The renewal premium had a small decrease of \$8,492 for a total of \$589,480.

## WET MARINE PROGRAM:

### HULL & MACHINERY, PROTECTION & INDEMNITY, VESSEL POLLUTION EXCESS COVERAGE

Expiring marine pricing was \$615,860. The renewal pricing is \$555,496 plus an additional market continuity (loyalty) credit of \$47,906, resulting in a \$108,270 cost savings to the State effective July 1, 2017.

## CYBER LIABILITY

Coverage was written for the State's Office of Technology Services (OTS) and the agencies/departments that fall under OTS for IT services. This was the initial placement of the program. Higher Education entities were added into the program as of July 1, 2017. As the insurance program continues and the State's IT work becomes more aligned within all agencies, data collection will be undertaken and coverage expanded as it makes sense to do so.

Coverage includes the following:

- Network Security Privacy Liability
- Data Recovery and Business interruption
- Multimedia Liability
- Privacy Regulatory Defense and Penalties
- Notification Services

This claims-made coverage was renewed July 1, 2017 with Lloyds of London. Limits were increased from \$10M each claim with a \$10M policy aggregate to \$20M each claim with a \$20M policy aggregate. For this new term, Named Higher Education institutions were added with a sub-limit of \$10M each claim subject to a \$10M aggregate limit. The expiring premium was \$262,887 and the renewal premium for 2017 is \$473,000.

## CRISIS RESPONSE



This coverage insuring all state agencies renewed July 1, 2017 with Lloyds of London with limits of \$1M per occurrence/\$5M policy aggregate. The renewal pricing is \$45,939 annually, same as the expiring term. This coverage provides on-site response services to man-made and natural disasters that cause a loss of five lives or more. It includes the establishment of family assistance centers near the location of the incident, media support, assistance to victims' families, assistance to first responders and other types of necessary resources consistent with managing the aftermath of a crisis.

## LICENSED PROFESSIONAL LIABILITY (HIGHER EDUCATION STUDENT EXPERIENTIAL LEARNING)

Many of the State's Higher Education Institutions offer internship programs through outside businesses and non-profit agencies as part of the curriculum, such as a nursing internship through a local hospital for example. Many third party providers/businesses require evidence of professional liability and general liability coverage from the student and institution before they will allow students to intern at their facility. The State provides casualty coverage for the institutions, but per state law has been unable to include the students as insureds. In the past, this has created a challenge for those institutions depending on cooperation of third parties to assist with their internship curriculums. Coverage is provided through United Educators Insurance Company for those students participating in qualifying programs at specifically named institutions. The cost is not borne by the State, but is left to each participating institution to manage. Limits are in the amount of \$1M per claim/\$5M policy aggregate. Certificates of insurance are provided by AJG to the institutions to evidence coverage for the students.

This policy was renewed effective July 1, 2017 for an annual premium of \$122,187. A premium increase of \$37,187 is attributed to an increase in the number of student internships and the premium charged for an annual term as opposed to the prior year's 11-month term.

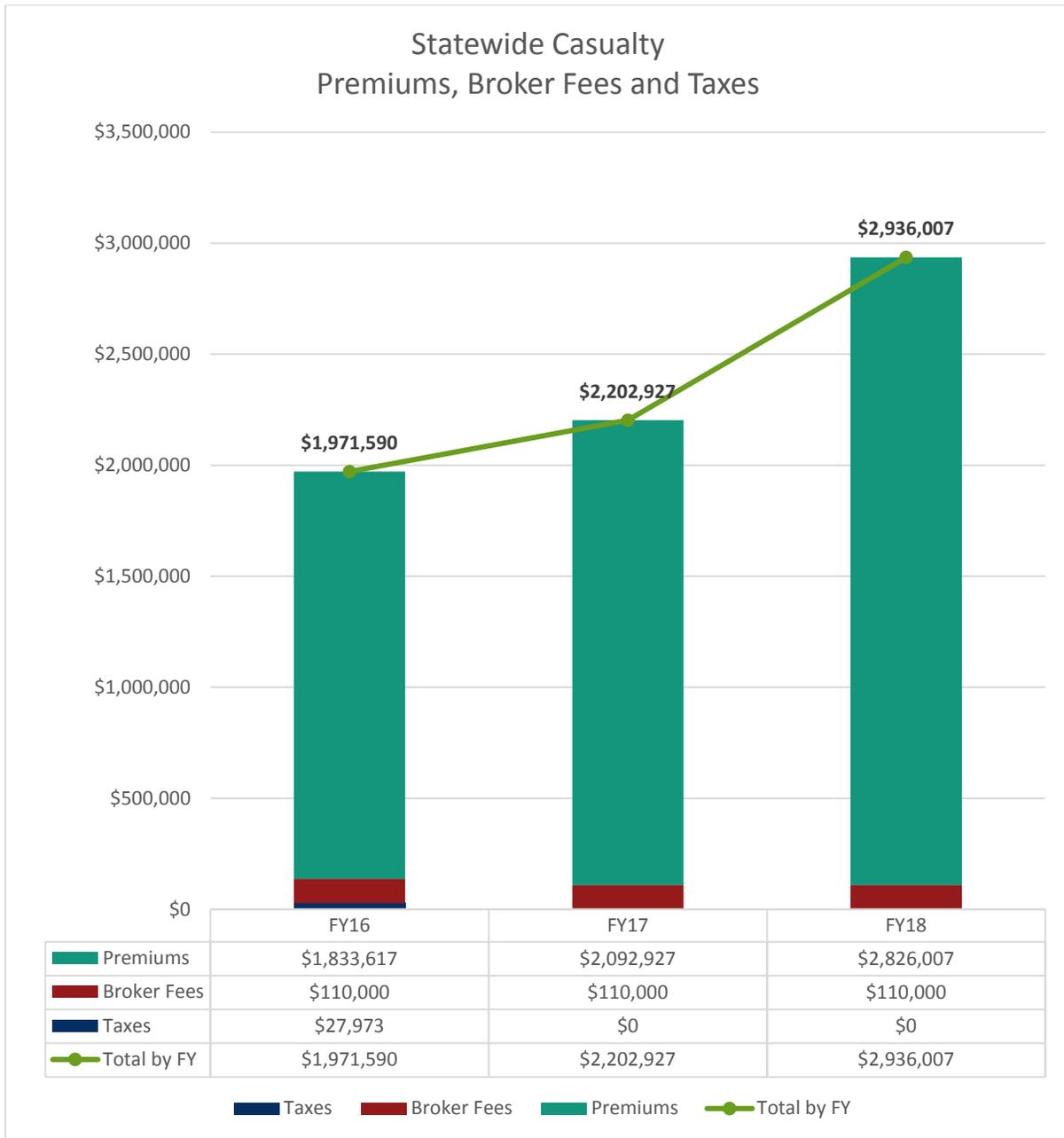
## FINANCIAL ANALYSIS – STATEWIDE CASUALTY INCL. LSED/SMG

### LIMIT AND PRICING 3-YEAR COMPARISON BY COVERAGE (STATEWIDE CASUALTY)

Coverage	FY17		FY18		Pricing
	Expiring Limits	Expiring Price	Renewal Limits	Renewal Price	Increase (+)/Decrease(-)
Wet Marine		\$615,860		\$507,590 <sup>2</sup>	-\$108,270
Hull	Replacement	Incl in above	Replacement	Incl in above	-
Protection and Indemnity (P&I)	\$100M	Incl in above	\$100M	Incl in above	-
Pollution	Incl in above	Incl in above	Incl in above	Incl in above	-
Crime (incl. employee theft) – SMG and LSED	\$500,000	\$13,385	\$500,000	\$13,385	\$0.00
Workers Compensation – SMG and LSED	Statutory	\$556,884	Statutory	\$618,515	\$61,631
Employers Liability	\$1M	Incl in above	\$1M	Incl in above	-
Excess CGL - SMG and LSED	\$100M	\$597,972	\$100M	\$589,480	-\$8,492
Cyber Liability	\$10M/\$10M	\$262,887	\$20M/\$20M & \$10M/\$10M Higher Ed	\$473,000	\$210,113
Crisis Response	\$1M/\$5M	\$45,939	\$1M/\$5M	\$45,939	\$0.00
Aviation	n/a (new)	n/a (new)	\$25M Liab Incl Hull	\$527,085 (new)	\$527,085
Airport	n/a (new)	n/a (new)	\$25M Liab	\$17,634 (new)	\$17,634
Agent Fee		\$110,000		\$110,000	\$0.00
<b>Total</b>		<b>\$2,202,927</b>		<b>\$2,936,007</b>	<b>\$699,701</b>

<sup>2</sup> Includes a premium continuity credit of \$47,868.

Pricing Comparison – Statewide Casualty incl. LSED/SMG



**BROKER OF RECORD - ADDITIONAL BENEFITS**

**IMPROVED DATA PROJECT**

As part of the brokerage services scope of work, AJG’s team collected Secondary Construction/Occupancy/Protection/Exposure (COPE) information on 763 of the State’s highest valued buildings in

2015, expanded this to 2,030 locations in 2016 and performed training for Sedgwick in 2017 so that the secondary modifier information collection will continue in the future.

Secondary COPE data is used to impact catastrophe modeling reports of large, highly valued property schedules, such as the State's, utilized by the insurance marketplace to better assess the State's risk and catastrophic exposure. The addition of the COPE data and supplemental information about positive changes in the State's physical environment (New Orleans levee improvements, adoption of uniform building codes) generated significant positive developments to the State's modeling results and underwriting review, see below:

**Hurricane (Incl Storm Surge)**

State of Louisiana has approximately \$16.7 Billion in values exposed to hurricane related events in the State of Louisiana. **Figure 1-1** illustrates the probability of ground up losses exceeding various amounts due to one event in a given year, as described by the Occurrence Exceedance Probability (OEP). The 250yr event loss probability is commonly used by the insurance marketplace as a gauge for insurance pricing.

Critical Prob.	Return Period	AIR		RMS	
		Ground Up	Gross Loss	Ground Up	Gross Loss
0.10%	1,000	\$1,813,572,272	\$1,760,815,080	\$1,438,663,347	\$1,385,500,629
0.20%	500	\$1,378,915,439	\$1,326,505,414	\$1,065,535,573	\$1,011,869,722
0.40%	250	\$1,113,835,277	\$1,062,414,678	\$743,231,433	\$691,535,591
1.00%	100	\$644,484,032	\$593,408,841	\$412,227,961	\$361,640,631
2.00%	50	\$343,052,527	\$292,333,963	\$235,458,644	\$185,144,961
5.00%	20	\$172,420,747	\$122,102,739	\$82,907,202	\$32,868,416
AAL		\$39,123,226	\$26,825,866	\$19,751,948	\$13,645,158

Figure 1-1

**Hurricane (Incl & Excl Secondary Modifiers)**

State of Louisiana has approximately \$17 Billion in values exposed to hurricane related events in the State of Louisiana. **Figure 1-1b** illustrates the probability of ground up losses exceeding various amounts due to one event in a given year, as described by the Occurrence Exceedance Probability (OEP). The 250yr event loss probability is commonly used by the insurance marketplace as a gauge for insurance pricing.

Critical Prob.	Return Period	Includes Secondary Modifiers				Excludes Secondary Modifiers			
		AIR		RMS		AIR		RMS	
		Ground Up	Gross Loss	Ground Up	Gross Loss	Ground Up	Gross Loss	Ground Up	Gross Loss
0.10%	1,000	\$893,543,311	\$842,496,116	\$1,621,972,081	\$1,570,445,122	\$893,645,208	\$842,608,788	\$1,951,092,135	\$1,897,495,134
0.20%	500	\$674,741,991	\$624,011,637	\$1,213,290,466	\$1,159,393,580	\$678,907,085	\$628,152,474	\$1,463,656,789	\$1,409,371,822
0.40%	250	\$434,899,257	\$384,488,453	\$859,391,329	\$807,322,047	\$440,244,984	\$389,740,705	\$1,050,563,237	\$998,164,981
1.00%	100	\$282,113,848	\$231,845,508	\$496,904,722	\$446,436,087	\$283,055,235	\$232,560,858	\$615,565,370	\$564,907,233
2.00%	50	\$184,274,115	\$134,184,650	\$295,098,826	\$244,766,295	\$184,150,976	\$134,055,896	\$367,964,104	\$317,620,928
5.00%	20	\$86,467,372	\$39,219,543	\$109,031,551	\$59,051,418	\$86,163,979	\$39,060,406	\$134,813,597	\$84,670,621
AAL		\$15,971,538	\$9,665,676	\$24,435,317	\$17,434,997	\$15,981,872	\$9,686,381	\$29,717,843	\$22,444,658

Figure 1-1b

**REDUCED DEPENDENCE ON WHOLESALE BROKERS**

A significant factor in the reduction of brokerage fees in 2015, 2016 and 2017 was the reduced dependence on wholesale brokers. The State saved \$3.1 million dollars in brokerage fees in 2015 as AJG placed much of the coverage directly rather than through the utilization of a wholesale broker. Both domestic and international wholesale brokers were used only when needed. Additionally, when AJG did use a wholesale brokers, both AJG and ORM were present during the presentations enabling ORM to maintain control of the placement. The fees for the domestic wholesalers are included in the contract brokerage fee of \$880,000. The international wholesale brokers (London

and Bermuda) received a 3% wholesale fee (included in the premium), compared to double digit fees in past programs.

The following markets were directly placed by the broker, without wholesale broker assistance:



### FOCUSED HIGHER EDUCATION PROGRAM

The participation in the Internship liability coverage program has significantly increased since inception in 2016. We expect this trend to continue. Round table discussions on risk management specific to higher education have been ongoing since Fall 2015 and will continue quarterly and regionally. The response to this has been positive. AJG brings a higher education practice and reputation to the table to assist with the State's exposures concerning higher education risks.

# LSU PROGRAM

## OVERVIEW

LSU approval for risk management autonomy under the Grad Act 2.0 was granted in the Fall of 2014. Under the terms of the insurance broker contracts, AJG has assisted LSU with placing stand-alone coverage, outside of ORM's programs, starting June 1, 2015 and renewing July 1, 2017 with the following lines of insurance:

## RENEWAL LINES OF COVERAGE



## LSU PROPERTY

The data project, market meetings, and overall renewal process was similar to the State's. LSU was also able to roll forward their multi-year arrangement to 2019, contingent upon a favorable loss history. A 5% rate reduction was negotiated for FY 2018, similar to the State's in terms of domestic and international response was negotiated. This is contingent on a loss free FY 2018 year. Coverage renewed June 1, 2017 as follows:

- Expiring values: \$2,822,198,119
- Renewal Values: \$2,956,975,676
- Property limit Each Occurrence: \$200,000,000
- Fine Arts limit of \$75,000,000.
- Terrorism limit renewed at \$150,000,000
- Business Interruption limit renewed at \$114M

LSU's 2017 renewal premium increased slightly due to an increase in values for an annual premium of \$3,943,055. Pre-negotiated terms for the July 1, 2017 period resulted in an increase in sub-limits on the following: Accounts Receivables, Valuable Papers, etc.

## BROKERAGE FEES – LSU PROPERTY

The expiring fee was \$220,000 for the LSU Property Program but reduced June 1, 2017 by \$13,500 to \$206,500 to account for a change in RMS software services.

## LSU CASUALTY

AJG has assisted LSU with placing stand-alone coverage. These coverage lines were heavily marketed domestically. The following provides a brief overview of the coverages:

- Workers' Compensation (statutory) was renewed with a \$1M SIR through Midwest Employers Casualty Company for an annual premium of \$198,622 which is a reduction of \$12,992 from expiring.
- Crime coverage was renewed with Traveler's Insurance Company. The premium increased from \$23,854 to \$31,111.
- Excess Liability (General Liability, Auto) through United Educators was renewed effective July 1, 2017 with a limit of \$15M and flat renewal premium of \$287,958 with consideration of an \$18,380 Risk Management Premium Credit applied.
- Cyber Liability coverage renewed with Lloyds of London effective July 1, 2017. The premium is the same as expiring in the amount of \$147,880, however, terms were significantly improved and the limit per occurrence was doubled to \$10M for the new term.
- Faculty Foreign Business Travel Accident and Student Travel Accident coverage was combined on a single policy and renewed July 1, 2017 with Chubb Accident & Health for a premium of \$80,000. Terms were significantly improved and the premium savings is \$36,562.
- Kidnap and Ransom coverage was renewed with National Union Fire Insurance Co of Pittsburgh, PA was renewed July 1, 2017 for a premium of \$3,514, resulting in a premium reduction of \$92.
- The Foreign Package coverage was moved From AIG to Ace American Insurance Company effective July 1, 2017. The 2016 term provided coverage for Foreign General Liability and Auto Liability only. The Ace Foreign Package includes Foreign General Liability, Auto Liability, Employers Liability and Property coverage. \$5M limits are provided for an annual premium of \$21,492., resulting in an savings of \$4,018.
- Defense Base Act cover was moved from AIG to Ace American Insurance Company effective July 1, 2017 with a \$1M limit for a deposit premium of \$9,000. The rates significantly decreased from \$5.18 to \$3.50 per \$100 of payroll.
- Primary General Liability and Auto Liability coverage renewed effective July 1, 2017 through United Educators Insurance Company with limits of \$500,000 excess of a \$500,000 retention for a flat renewal premium of \$224,243 with consideration of a \$14,313 Risk Management Premium Credit applied.
- Primary Educators Legal Liability with a limit of \$15,000,000 was renewed effective July 1, 2017 with United Educators Insurance Company for a flat renewal premium of \$182,914 with consideration of a \$12,191 Risk Management Premium Credit applied.
- Disaster Management coverage effective July 1, 2017 renewed with Lloyds of London, with a limit of \$1M per occurrence/ \$2M policy aggregate for a premium of \$17,172.48, resulting in a savings of \$1,152.52.
- Licensed Professional Liability, \$1M limit, was renewed with United Educators effective July 1, 2017 for a premium of \$76,392. The slight savings on this line of coverage is \$16.00.
- Hull & Machinery was renewed effective July 1, 2017 with AGCS Marine Insurance Company for a flat renewal premium of \$6,500.

## BROKERAGE FEES – LSU CASUALTY

The third year fee for the LSU Casualty program is \$80,000 (as compared to expiring \$100,000) plus 5% of the total pure premium bound. The 5% cost is not shown in the pure premiums reflected above.

## IN SUMMARY

ORM's intent with regard to Act 715 was not only to save money and significantly improve coverage limits - both of which have been accomplished - but also to take steps necessary to create a long lasting property program that will stand against another severe storm season through multi-year rate and participation guarantees to gain rate protection and program stability. Protecting the State's budget and being able to cost effectively insure the State's assets remains paramount through the process with each and every renewal.

The success of the placements for 2015, 2016 and 2017 are evidenced by the pricing, coverage terms and number of markets competing for participation in the State's program.

The substantial dollar savings for all lines of coverage placed in the commercial market for ORM and LSU, significantly increased limits, coverage improvements, program stability, and market relationships, would not have been possible under the old insurance procurement model. The enactment of Act 715, which allowed ORM to select a broker rather than bidding a predetermined insurance program, facilitated the tremendous impact made on the insurance marketplace. This impact is evidenced in the program presented in this report.

For clarification, the savings shown in this report is based on actual commercial premiums paid for coverage placed for FY 16-17 versus FY 17-18.

Thanks to the State legislature, this is the beginning of ORM's success story. Resources made available as a result of Act 715 will assist ORM in its on-going efforts to drive down the cost of risk and provide stability for the State for years to come.