



Creating Unique Risk Solutions

**MANATEE COUNTY
BOARD OF COUNTY COMMISSIONERS**

EXCESS PROPERTY

RENEWAL INSURANCE PROPOSAL

TERM:

JUNE 1, 2018 TO JUNE 1, 2019

Primary Contact:

Maggie Boykin, ARM-P
Vice President, Property & Casualty

Prepared By:

Kristin Seitzinger
Technical Assistant

**100 SOUTH ASHLEY DRIVE
SUITE 250
TAMPA, FL 33602**

**813-902-3502 – PHONE
813-223-3932 – FAX**

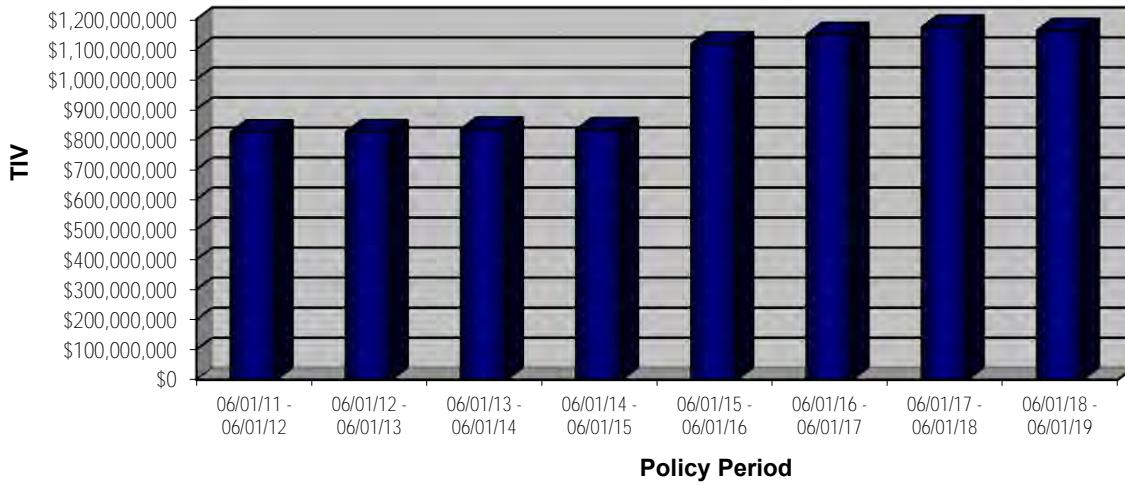
Date: May 4, 2018

www.ffinsbr.com

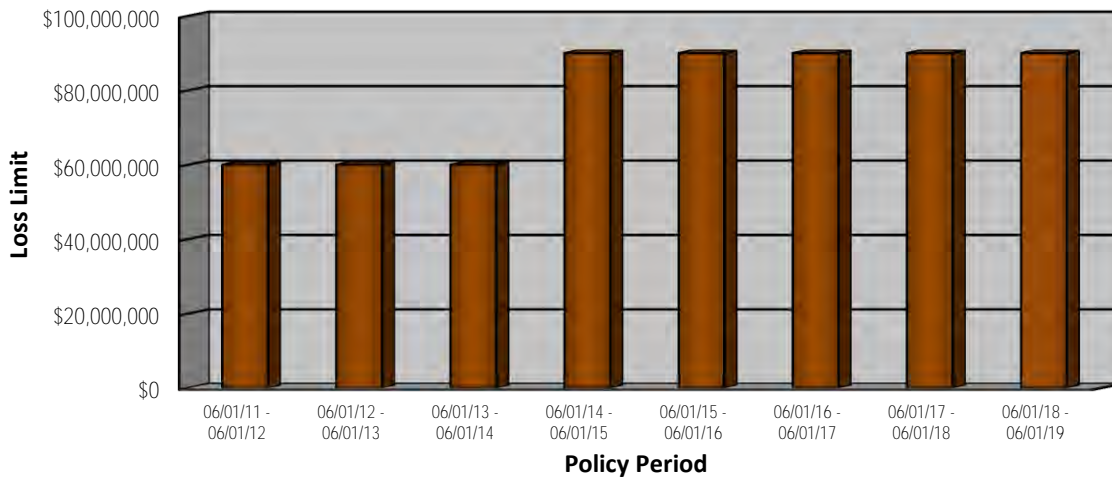
TABLE OF CONTENTS

TAB	SUBJECT	PAGE NUMBER
1	▶ TIV and Premium History	2
2	▶ Hurricane Contingency Plan	4
3	▶ Statement of Values	6
4	▶ PML Analysis	7
5	▶ Named Insured	8
6	▶ Excess Property Proposal	9
	▶ Rate Summary	12
	▶ Carrier Structure	13
	▶ Carriers' Terms & Conditions	14
7	▶ Terrorism Proposal	20
8	▶ Market Response	21
	▶ A.M. Best's Rating	
9	▶ Compensation Disclosure	23
10	▶ Authorization to Bind	24
11	▶ Sign-Off Letter	26
12	▶ Sample Policy Forms	N/A
	– Excess Property Manuscript Form	
	– Terrorism Policy Form	

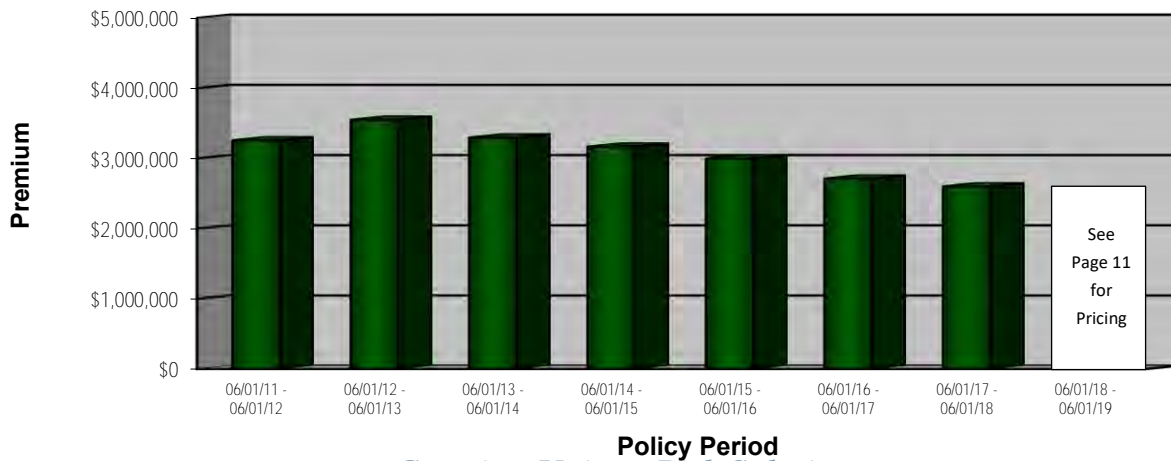
Total Insured Values History



Wind Limit History



Premium History Annualized



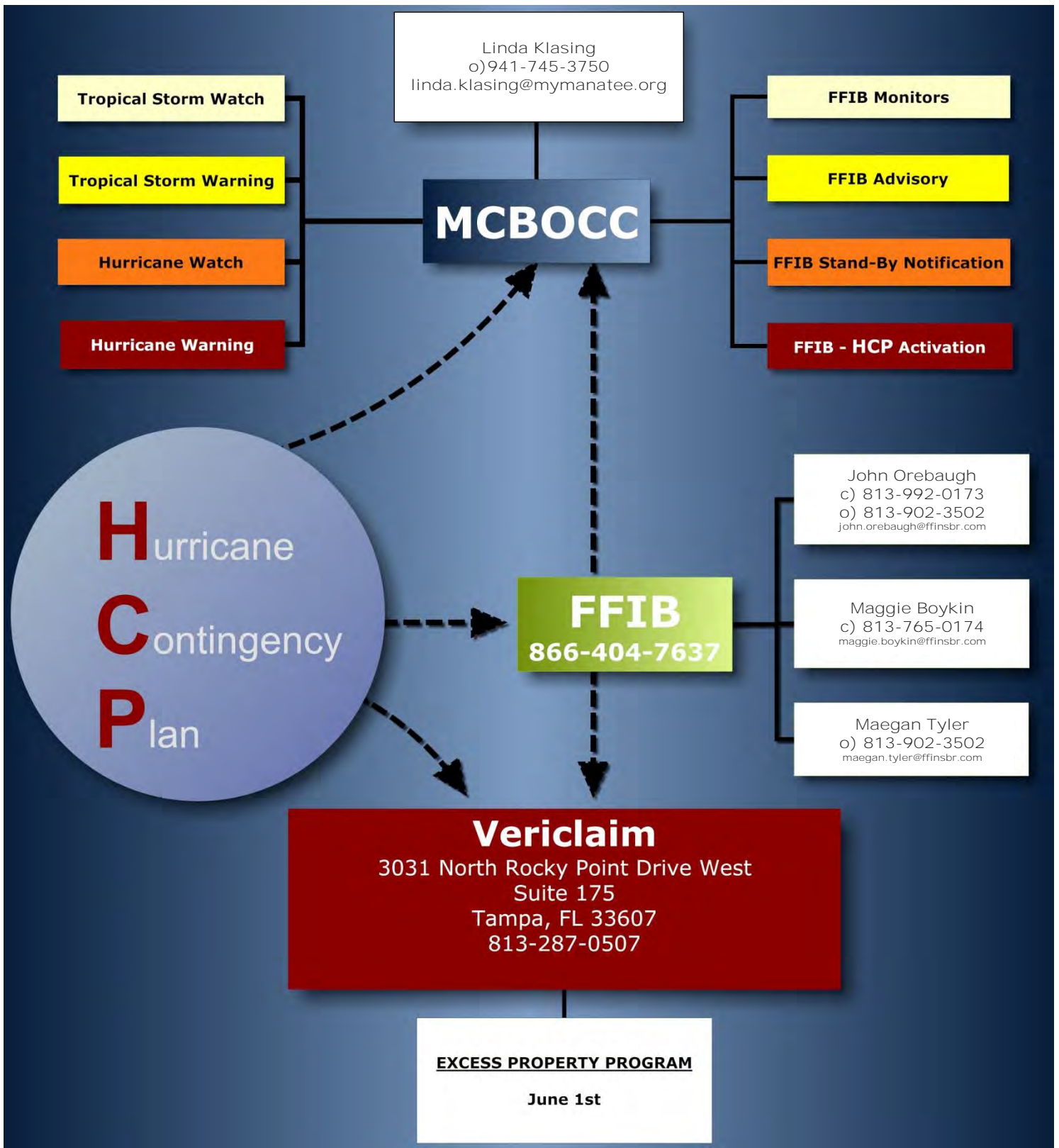
Creating Unique Risk Solutions

RATE HISTORY & SUMMARY

Term	Excess Property Loss Limit	Excess Property TIV	Lake Manatee Dam TIV	Total TIV	Excess Property Premium <small>[Not Inclusive of Fees]</small>	Lake Manatee Dam Premium <small>[Not Inclusive of Fees]</small>	Total Premium <small>[Not Inclusive of Fees]</small>	Total Program Rate	Total Program Rate % Change
09-10	\$500mil \$60mil Named Windstorm	\$781,858,345	\$33,521,655	\$815,380,000	\$3,667,697	\$280,000	\$3,947,697	0.484	-
10-11	\$500mil \$60mil Named Windstorm	\$805,314,094	\$34,527,305	\$839,841,399	\$3,257,840	\$253,155	\$3,510,995	0.418	(13.6%)
11-12	\$250mil \$60mil Named Windstorm	\$824,392,094	\$34,527,305	\$858,919,399	\$3,257,840	\$253,155	\$3,510,995	0.409	(2.2%)
12-13	\$250mil \$60mil Named Windstorm	\$825,061,665	\$35,563,124	\$860,624,789	\$3,550,471	\$273,786	\$3,824,257	0.444	8.6%
13-14	\$250mil \$60mil Named Windstorm	\$834,270,973	\$36,630,018	\$870,900,991	\$3,269,343	\$270,499	\$3,539,842	0.407	(8.3%)
14-15	\$250mil \$90mil Named Windstorm	\$832,633,076	N/A	\$832,633,076	\$3,162,026	N/A	\$3,162,026	0.380	(6.6%)
15-16	\$250mil \$90mil Named Windstorm	\$1,118,012,198	N/A	\$1,118,012,198	\$3,043,726	N/A	\$3,043,726	0.272	(28.4%)
16-17	\$250mil \$90mil Named Windstorm	\$1,149,357,696	N/A	\$1,149,357,696	\$2,713,536	N/A	\$2,713,536	0.236	(13.2%)
17-18	\$250mil \$90mil Named Windstorm	\$1,173,757,530	N/A	\$1,162,743,235	\$2,600,010	N/A	\$2,600,010	0.222	(5.93%)

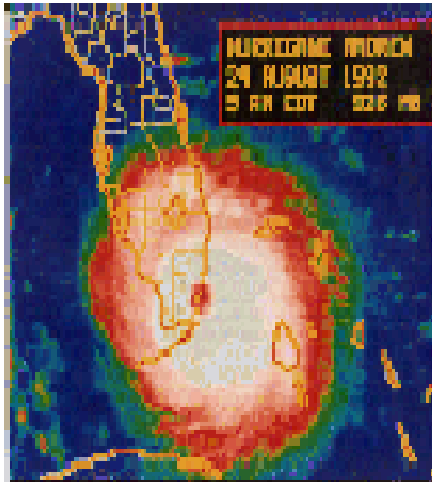
Creating Unique Risk Solutions

HURRICANE CONTINGENCY PLAN



HURRICANE CONTINGENCY PLAN

Tropical Watch	Tropical storm conditions w/sustained winds from 39-73mph next 36 hours in area
Tropical Warning	Tropical storm conditions expected in area within next 24 hours
Hurricane Watch	Hurricane conditions w/sustained winds >74mph next 36 hours
Hurricane Warning	Hurricane conditions are expected in area within 24 hours



Storm Categories					
Type	Category	Pressure	Winds		Surge
		mb	kts	mph	ft
Depression	TD		< 34	< 39	
Tropical Storm	TS		34-63	39-73	
Hurricane	1	> 980	64-82	74-95	4-5
Hurricane	2	965-980	83-95	96-110	6-8
Hurricane	3	945-965	96-112	111-130	9-12
Hurricane	4	920-945	113-134	131-155	13-18
Hurricane	5	< 920	> 134	> 155	> 18

2016	2017	2018	2019	2020
Alex	Arlene	Alberto	Andrea	Arthur
Bonnie	Bret	Beryl	Barry	Bertha
Colin	Cindy	Chris	Chantal	Cristobal
Danielle	Don	Debby	Dorian	Dolly
Earl	Emily	Ernesto	Erin	Edouard
Fiona	Franklin	Florence	Fernand	Fay
Gaston	Gert	Gordon	Gabrielle	Gonzalo
Hermine	Harvey	Helene	Humberto	Hanna
Igor	Irene	Issac	Imelda	Isaias
Julia	Jose	Joyce	Jerry	Josephine
Karl	Katia	Kirk	Karen	Kyle
Lisa	Lee	Leslie	Lorenzo	Laura
Matthew	Maria	Michael	Melissa	Marco
Nicole	Nate	Nadine	Nestor	Nana
Otto	Ophelia	Oscar	Olga	Omar
Paula	Philippe	Patty	Pablo	Paulette
Richard	Rina	Rafael	Rebekah	Rene
Shary	Sean	Sandy	Sebastien	Sally
Thomas	Tammy	Tony	Tanya	Teddy
Virginie	Vince	Valerie	Van	Vicky
Walter	Whitney	William	Wendy	Wilfred

STATEMENT OF VALUES

SUMMARY OF PROPERTY VALUES
STATEMENT OF VALUES
JUNE 1, 2018 TO JUNE 1, 2019

	Real Property/ Building Values	Personal Property/Contents Values (including EDP equipment/Media)	Property In the Open	Other Values [Vehicles/Ambulances/ Business Interruption]	Combined Values
Totals	\$769,894,308	\$279,700,387	\$17,000,392	\$96,148,148	\$1,162,743,235

County Vehicles	County Ambulances	Manatee County Sheriff's Office	Business Interruption
\$63,933,361	\$6,637,675	\$23,077,112	\$2,500,000

The above summary reflects the Statement of Values as provided by County Risk Management and includes County provided fleet list for all County owned vehicles, ambulances and the Manatee Sheriffs Office vehicles. A complete copy of referenced Statement of Values is enclosed for your review and records, noting that same will become warranted as part of your property insurance policy.

ANY VALUE INCREASES IN ADDITION TO THOSE SHOWN ABOVE, WILL BE SUBJECT TO PREMIUM ADJUSTMENT BY ALL CARRIERS.

SIGNED LOCATION SCHEDULE/STATEMENT OF VALUES DUE PRIOR TO BINDING

Approved and Accepted By

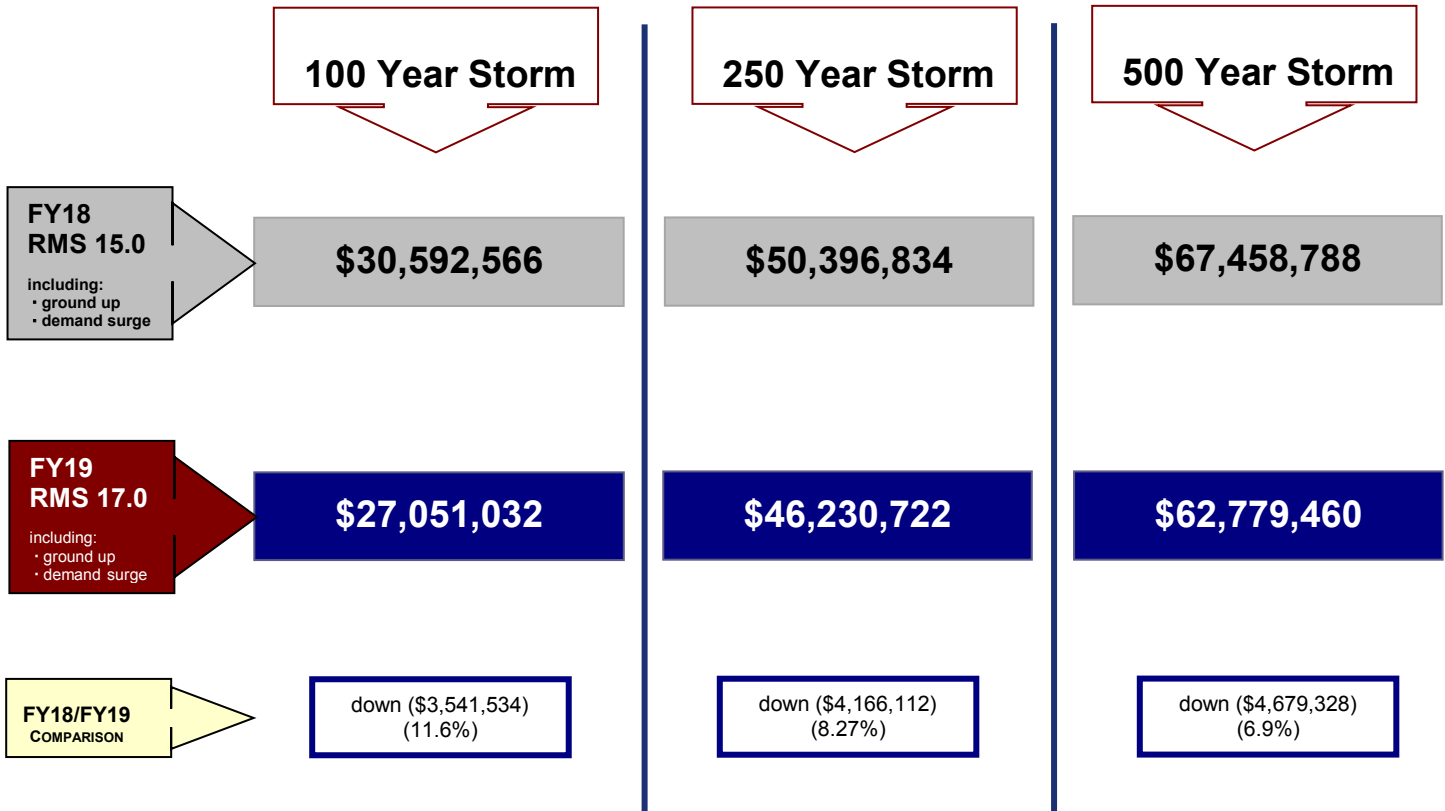
Linda Klasing, MBA, ACA, CWCL, Risk Manager
MANATEE COUNTY
BOARD OF COUNTY COMMISSIONERS



Signature – Date Signed

PML ANALYSIS

PML



PROBABLE MAXIMUM LOSS [PML] is the anticipated value of the largest loss that could result from the destruction and the loss of use of property, with the normal functioning of passive protective features. This number is usually smaller than the maximum foreseeable loss.

Underwriting decisions would typically be influenced by PML evaluations, and the amount of reinsurance ceded on a risk would normally be predicated on the PML valuation.

NAMED INSURED

NAMED INSURED AND MAILING ADDRESS

Manatee County Board of County Commissioners

**1112 Manatee Ave West
Suite 969
Bradenton, FL 34206**



EXCESS PROPERTY PROPOSAL

NAMED INSURED	Manatee County Board of County Commissioners
COVERAGE	Real and Personal Property including the Lake Manatee Dam, Business Income including Extra Expense, Accounts Receivables, Valuable Papers and Records, Fine Arts, Mobile Equipment, EDP Equipment & Media, Vehicles, Miscellaneous Property and as more fully defined in the policy form
PROGRAM	Excess Property Program [Manuscript Form]
PERILS	All risk of direct physical loss or damage including flood and earthquake, excluding Equipment Breakdown
VALUATION	Replacement Cost with the following EXCEPTIONS: Actual Cash Value on real property not rebuilt within 2 years. Actual Cash Value or Replacement Cost for vehicles and contractors' equipment, as declared. Replacement Cost for ambulances. Actual loss sustained time element.
SUBJECT TO:	Signed location schedule/statement of values prior to binding
COORDINATING ADJUSTER [ALL LAYERS]	VERICLAIM

	EXPIRING 06/01/17 to 06/01/18	RENEWAL 06/01/18 to 06/01/19
COMPANY	Excess Property Program [Manuscript Form] Primary - A Rated-Variou	Excess Property Program [Manuscript Form] Primary - A Rated-Variou
POLICY PERIOD	June 1, 2017 to June 1, 2018	June 1, 2018 to June 1, 2019
TIV	\$1,173,757,530	\$1,162,743,235 0.9% Decrease
LOSS LIMIT	\$250,000,000 [Per Occurrence all perils, coverages (subject to policy exclusions)]	✓
NAMED STORM LIMIT	\$90,000,000	✓
RATE GUARANTEE	Traditional – One Year	✓
DEDUCTIBLES [NOT LIMITED TO...]	\$100,000 Per Occurrence, all perils except:	✓
	▶ Named Storm – Wind/Flood/Hail	
	- 3% per affected building	✓
	- Minimum \$250,000	✓
	- Maximum \$20,000,000	✓
	▶ Flood in High Hazard Flood Zone A and/or V	
	- Excess NFIP, whether purchased or not	✓
	▶ Service Interruption	
	- 24 Hours	✓
	▶ Auto Physical Damage (All vehicles including ambulances)	
	- \$10,000	✓
	▶ Contractor's Equipment	
	- \$10,000	✓
	- Leased: \$5000	✓
	▶ Electronic Data Processing	
	- \$10,000 Per Occurrence	✓

✓ = per expiring
Improvement
 Reduction in Sublimit

NOTE:
 ABOVE PROPERTY PROGRAM/PREMIUM QUOTATION SUBJECT TO CHANGE, RE-RATE AND/OR CARRIER WITHDRAWAL
 IN THE EVENT OF A CATASTROPHIC LOSS OCCURRING PRIOR TO JUNE 1, 2018 AND/OR BINDING OF PROGRAM.

Creating Unique Risk Solutions

EXCESS PROPERTY PROPOSAL

SUBLIMITS [NOT LIMITED TO...]	EXPIRING 06/01/17 to 06/01/18		RENEWAL 06/01/18 to 06/01/19	
Accidental Contamination [Annual Aggregate \$500,000]	\$250,000		✓	
Automatic Acquisition (90 days to report)	\$25,000,000		✓	
- Licensed Vehicles	\$5,000,000		✓	
- Flood Zones A&V	\$5,000,000		✓	
Auto Physical Damage – Vehicles/Ambulances	\$10,000,000		✓	
- On & Off Premises & over the road				
Business Interruption	\$100,000,000		✓	
- Unscheduled Items	Not Covered		✓	
Claims Preparation	\$1,000,000		✓	
Contingent Business Interruption	\$3,000,000		✓	
Course of Construction & Additions (including new construction)				
- 30 Days Notification from Start Up				
- Excludes roads & bridges; Dams covered subject to details of project approved by UWs	\$50,000,000		✓	
- Underwriting approval required for projects over \$50mil				
Debris Removal	Included		✓	
Demolition	Included		✓	
Earth Movement [Per Occurrence and Annual Aggregate]	\$50,000,000		✓	
Earth Movement [Per Occurrence and Annual Aggregate]	\$5,000,000		✓	
- Vehicles/Equipment/Fine Arts				
Electronic Data Processing [per schedule]	\$10,000,000		✓	
Errors & Omissions	\$50,000,000		✓	
Expediting Expense	\$25,000,000		✓	
Extra Expense	\$50,000,000		✓	
Flood Incl. A&V [Per Occurrence and Annual Aggregate]	\$75,000,000		✓	
Flood Incl. A&V [Per Occurrence and Annual Aggregate]	\$5,000,000		✓	
- Vehicles/Equipment/Fine Arts				
Increased Cost of Construction/Ordinance or Law	\$25,000,000		✓	
Jewelry, Furs and Precious Metals	\$500,000		✓	
Miscellaneous Unnamed Locations	\$15,000,000		✓	
- Flood Zones A&V	\$5,000,000		✓	
Money & Securities	\$2,500,000		✓	
Named Windstorm	\$90,000,000		✓	
Off premises service interruption including Extra Expense at Non-Owned/Operated Location	\$25,000,000		✓	
Personal Property [outside U.S.A.]	\$1,000,000		✓	
Scheduled Landscaping [25 gallon/ \$25,000 max per item]	\$5,000,000		✓	
Sinkhole	Included		✓	
- Cost to Fill Sinkhole	\$1,000,000 aggregate			
Transit	\$25,000,000		✓	
Unscheduled Animals [Maximum \$50,000 per animal]	\$2,500,000		✓	
Unscheduled Fine Arts	\$2,500,000		✓	
Unscheduled Landscaping [25 gallon/ \$25,000 max per item]	\$500,000		✓	
Watercraft Hull up to 27 feet [over 27' as scheduled]	\$2,500,000		✓	

✓ = per expiring
Improvement
 Reduction in Sublimit

NOTE:
 ABOVE PROPERTY PROGRAM/PREMIUM QUOTATION SUBJECT TO CHANGE, RE-RATE AND/OR CARRIER WITHDRAWAL IN THE EVENT OF A CATASTROPHIC LOSS OCCURRING PRIOR TO JUNE 1, 2018 AND/OR BINDING OF PROGRAM.

Creating Unique Risk Solutions

EXCESS PROPERTY PROPOSAL

		EXPIRING 06/01/17 to 06/01/18	RENEWAL OPTION #1 06/01/18 to 06/01/19
TERMS & CONDITIONS [NOT LIMITED TO...]	▶ Inception premium based on TIV	\$1,173,757,530	\$1,162,743,235
	▶ 35% Minimum Earned Premium [wind season caveat; if program is cancelled within wind season, minimum earned premium is 80%]	✓	✓
	▶ 120 days Notice of Cancellation except 10 days non-payment	✓	✓
	▶ 180 Days for Extended Period of Indemnity	✓	✓
	▶ Joint Loss Agreement	✓	✓
	▶ Premium due within 20 days of binding	✓	✓
	EXCLUSIONS [NOT LIMITED TO...]	▶ Absolute Pollution, Seepage and Contamination	✓
▶ Aircraft		✓	✓
▶ Asbestos		✓	✓
▶ Dishonest or Criminal Act		✓	✓
▶ Employee Theft		✓	✓
▶ Equipment Breakdown		✓	✓
▶ Governmental Action		✓	✓
▶ Land/Land Values		✓	✓
▶ Mold, Fungus		✓	✓
▶ Nuclear Hazard		✓	✓
▶ Offshore Property, Oil rigs, Underground Mines, Caverns and their Contents		✓	✓
▶ Property in Due Course of Ocean Marine Transit		✓	✓
▶ Power Failure		✓	✓
▶ Power Transmission Lines		✓	✓
▶ Standing Timber, Bodies of Water, Growing Crops		✓	✓
▶ Terrorism War Risk		✓	✓
▶ Unscheduled Tunnels, Bridges, Dams, Catwalks		✓	✓
▶ Unscheduled Watercraft > 27 feet		✓	✓
▶ War and Military Action		✓	✓
▶ Wear and Tear		✓	✓
▶ Undeclared Business Interruption	✓	✓	
Term Program Premium (not inclusive of mandated fees)	\$2,600,010	\$2,702,360	
Emergency Management Preparedness Assistance [EMPA]	\$108	\$96	
Policy Fees	\$1,250	\$1,250	
Totals	\$2,601,368	\$2,703,706	
	<i>difference</i>	\$102,338 3.93%	

✓ = per expiring
Improvement
 Reduction in Sublimit

NOTE:
 ABOVE PROPERTY PROGRAM/PREMIUM QUOTATION SUBJECT TO CHANGE, RE-RATE AND/OR CARRIER WITHDRAWAL IN THE EVENT OF A CATASTROPHIC LOSS OCCURRING PRIOR TO JUNE 1, 2018 AND/OR BINDING OF PROGRAM.

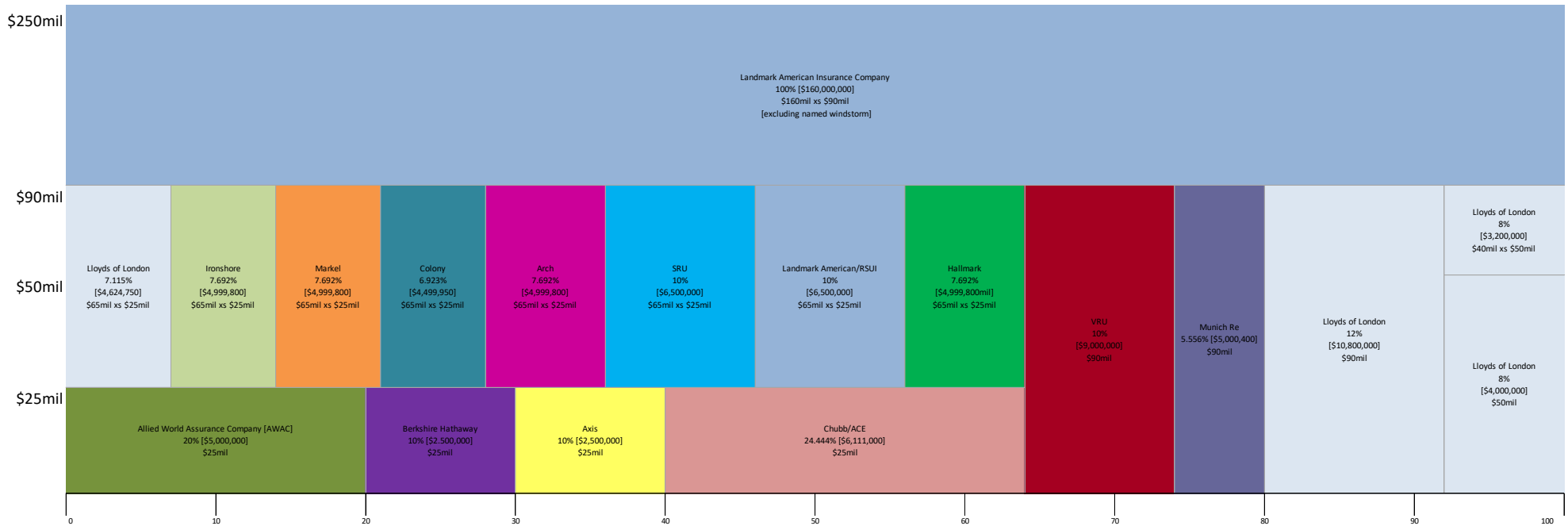
Creating Unique Risk Solutions

RATE SUMMARY

Term	Excess Property Loss Limit	Excess Property TIV	Lake Manatee Dam TIV	Total TIV	Excess Property Premium <small>[Not Inclusive of Fees]</small>	Lake Manatee Dam Premium <small>[Not Inclusive of Fees]</small>	Total Premium <small>[Not Inclusive of Fees]</small>	Total Program Rate	Total Program Rate % Change
09-10	\$500mil \$60mil Named Windstorm	\$781,858,345	\$33,521,655	\$815,380,000	\$3,667,697	\$280,000	\$3,947,697	0.484	-
10-11	\$500mil \$60mil Named Windstorm	\$805,314,094	\$34,527,305	\$839,841,399	\$3,257,840	\$253,155	\$3,510,995	0.418	(13.6%)
11-12	\$250mil \$60mil Named Windstorm	\$824,392,094	\$34,527,305	\$858,919,399	\$3,257,840	\$253,155	\$3,510,995	0.409	(2.2%)
12-13	\$250mil \$60mil Named Windstorm	\$825,061,665	\$35,563,124	\$860,624,789	\$3,550,471	\$273,786	\$3,824,257	0.444	8.6%
13-14	\$250mil \$60mil Named Windstorm	\$834,270,973	\$36,630,018	\$870,900,991	\$3,269,343	\$270,499	\$3,539,842	0.407	(8.3%)
14-15	\$250mil \$90mil Named Windstorm	\$832,633,076	N/A	\$832,633,076	\$3,162,026	N/A	\$3,162,026	0.380	(6.6%)
15-16	\$250mil \$90mil Named Windstorm	\$1,118,012,198	N/A	\$1,118,012,198	\$3,043,726	N/A	\$3,043,726	0.272	(28.4%)
16-17	\$250mil \$90mil Named Windstorm	\$1,149,357,696	N/A	\$1,149,357,696	\$2,706,912	N/A	\$2,712,468	0.236	(13.2%)
17-18	\$250mil \$90mil Named Windstorm	\$1,173,757,530	N/A	\$1,173,757,530	\$2,600,010	N/A	\$2,600,010	0.222	(5.93%)
18-19	\$250mil \$90mil Named Windstorm	\$1,162,743,235	N/A	\$1,162,743,235	\$2,702,360	N/A	\$2,702,360	0.232	4.50%

CARRIER STRUCTURE

MANATEE COUNTY BOARD OF COUNTY COMMISSIONERS
EXCESS PROPERTY STRUCTURE
\$90MIL NAMED WINDSTORM LIMIT
JUNE 1, 2018 to JUNE 1, 2019



Creating Unique Risk Solutions

CARRIERS' TERMS & CONDITIONS**CERTAIN UNDERWRITERS AT LLOYDS, LONDON (THB) – PRIMARY**

- MANUSCRIPT FORM
- LINES CLAUSE
- TERRORISM EXCLUSION ENDORSEMENT AS PER MANUSCRIPT FORM
- RADIOACTIVE CONTAMINATION EXCLUSION AS PER MANUSCRIPT FORM
- WAR AND CIVIL WAR EXCLUSION AS PER MANUSCRIPT FORM
- ELECTRONIC DATE RECOGNITION EXCLUSION AS PER MANUSCRIPT FORM
- ELECTRONIC DATA EXCLUSION AS PER MANUSCRIPT FORM
- BIOLOGICAL OR CHEMICAL MATERIALS EXCLUSION AS PER MANUSCRIPT FORM
- SEEPAGE AND/OR POLLUTION AND/OR CONTAMINATION EXCLUSION AS PER MANUSCRIPT FORM
- ADDITIONAL INSURED'S / LOSS PAYEES CLAUSE AS PER MANUSCRIPT FORM
- PERMISSION FOR EXCESS AS PER MANUSCRIPT FORM
- PRESERVATION OF PROPERTY CLAUSE AS PER MANUSCRIPT FORM
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 AS AMENDED NOT PURCHASED CLAUSE
- MINIMUM EARNED PREMIUM CLAUSE PERCENTAGE
- WAITING PERIOD DEFINITION
- FRAUDULENT CLAIM CLAUSE
- SERVICE OF SUIT
- SANCTIONS LIMITATIONS AND EXCLUSIONS CLAUSE
- MOLD, MILDEW OR FUNGUS CLAUSE
- APPLICATION OF SUBLIMITS ENDORSEMENT
- IPT/FET/STATE PREMIUM/SURPLUS LINE TAX CLAUSE
- IRNS-0007 OFFICE OF FOREIGN ASSETS CONTROL NOTICE
- IRNS-0002 ARBITRATION AND CHOICE OF LAW CLAUSE
- MINIMUM EARNED PREMIUM – 25%

ALLIED WORLD ASSURANCE COMPANY (AWAC)

- MANUSCRIPT FORM
- DECLARATION PAGE
- STANDARD PROPERTY CONDITIONS
- PROPERTY MILLENNIUM EXCLUSION
- TERRORISM EXCLUSION
- DATA CORRUPTION EXCLUSION
- CATASTROPHE EARNED PREMIUM, *APPLIES TO POLICY CANCELLATION ONLY*
- SCHEDULE OF COVERED LOCATIONS
- POLICYHOLDER DISCLOSURE STATEMENT UNDER THE TERRORISM RISK INSURANCE ACT – BLANK
- TERRORISM ENDORSEMENT
- PROPERTY COVERAGE FORM
- MINIMUM EARNED PREMIUM – 35%
- HURRICANE MINIMUM EARNED PREMIUM CLAUSE, *APPLIES TO POLICY CANCELLATION ONLY*

NATIONAL FIRE & MARINE INSURANCE COMPANY (BERKSHIRE HATHAWAY)

- MANUSCRIPT FORM
- WAR RISK AND TERRORIST EXCLUSION
- PROPERTY MILLENNIUM ENDORSEMENT
- SPECIAL CAT EARNED PREMIUM PROVISION
- VIOLATION OF US LAWS OR SANCTIONS ENDORSEMENT
- BIOLOGICAL OR CHEMICAL SUBSTANCES EXCLUSION
- MINIMUM EARNED PREMIUM – 35%
- HURRICANE EARNED PREMIUM CLAUSE, *APPLIES TO POLICY CANCELLATION ONLY*

CARRIERS' TERMS & CONDITIONS

AXIS SURPLUS INSURANCE COMPANY

- MANUSCRIPT FORM
- SERVICE OF SUIT
- SIGNATURE PAGE
- STATE FRAUD STATEMENT
- NOTICE TO POLICYHOLDER
- CLAIM NOTICE
- TERRORISM EXCLUSION
- MINIMUM EARNED PREMIUM CLAUSE – PERCENTAGE
- MINIMUM EARNED PREMIUM – 35%
- HURRICANE MINIMUM EARNED PREMIUM CLAUSE, APPLIES TO POLICY CANCELLATION ONLY

WESTCHESTER SURPLUS LINES INSURANCE COMPANY

- MANUSCRIPT FORM
- ASBESTOS MATERIAL EXCLUSION (NAMED PERIL EXCEPTION), *REQUESTED APPROVAL TO REMOVE EXCLUSION*
- CAP ON LOSSES FROM CERTIFIED ACTS OF TERRORISM
- CERTIFICATES OF INSURANCE – AUTOMATIC ADDITIONAL INSURED AND LOSS PAYEE
- CHUBB PRODUCER COMPENSATION PRACTICES & POLICIES
- CLAIMS ADJUSTMENT
- CLAIMS DIRECTORY PROPERTY AND INLAND MARINE
- COMMON POLICY DECLARATIONS
- GENERAL AMENDATORY ENDORSEMENT
- NUCLEAR, BIOLOGICAL, CHEMICAL, RADIOLOGICAL EXCLUSION ENDORSEMENT
- POLICYHOLDER DISCLOSURE NOTICE OF TERRORISM INSURANCE COVERAGE
- QUESTIONS ABOUT YOUR INSURANCE
- SERVICE OF SUIT ENDORSEMENT
- SIGNATURE ENDORSEMENT
- SURPLUS LINES DECLARATIONS
- TRADE OR ECONOMIC SANCTIONS ENDORSEMENT
- US TREASURY DEPARTMENTS' OFFICE OF FOREIGN ASSETS CONTROL (OFAC) ADVISORY NOTICE TO POLICYHOLDERS
- MINIMUM EARNED PREMIUM – 25%
- ADDITIONAL PROPERTY NOT COVERED: SATELLITES
- DELETE FULL WAIVER CLAUSE
- FLOOD OCCURRENCE DEFINITION INCLUDES 72 HOURS
- BUILDING ORDINANCE – INCREASED COST OF CONSTRUCTION – DELETE WITHIN 12 MONTHS
- RIGHT TO ASSIGN A COMPANY ADJUSTER, INVESTIGATOR AND EXPERTS AT ITS SOLE DISCRETION AND EXPENSE

LLOYDS OF LONDON ASTA 2357, INDEPENDENT SPECIALTY INSURANCE COMPANY, INTERSTATE FIRE & CASUALTY COMPANY (VRU)

- MANUSCRIPT FORM
- POLICYHOLDER NOTICE – PRIVACY NOTICE
- POLICYHOLDER NOTICE – FRAUD NOTICE
- SERVICE OF SUIT
- OFFICE OF FOREIGN ASSETS CONTROL
- MINIMUM EARNED AND SPECIAL CAT MINIMUM EARNED PREMIUM – *CAT MEP APPLIES TO POLICY CANCELLATION ONLY*
- SYNDICATED GENERAL PROPERTY DECLARATION
- CLAIMS REPORTING INFORMATION NOTICE
- ALLOCATION ENDORSEMENT
- TRIA ACCEPTANCE NOTICE
- TRIA REJECTION NOTICE
- OCCURRENCE LIMIT OF LIABILITY ENDORSEMENT – 2B REMOVED AND OCCURRENCE DEFINITION TO MATCH MANUSCRIPT FORM *PER EXPIRING*
- POLICYHOLDER NOTIFICATION – FLORIDA
- MINIMUM EARNED PREMIUM – 35%
- DELETE FULL WAIVER CLAUSE
- 10 DAY NOTICE OF CANCELLATION FOR NON-PAYMENT OF PREMIUM

Creating Unique Risk Solutions

CARRIERS' TERMS & CONDITIONS**PRINCETON EXCESS AND SURPLUS LINES INSURANCE COMPANY (SRU)**

- AMWINS SPECIAL RISK UNDERWRITERS PRIMARY CO-INSURING FORM
- PROPERTY DECLARATIONS – PARTICIPATING
- CAT MINIMUM EARNED PREMIUM, *APPLIES TO POLICY CANCELLATION ONLY*
- BIOLOGICAL OR CHEMICAL MATERIALS EXCLUSION
- RADIOACTIVE CONTAMINATION EXCLUSION CLAUSE PHYSICAL DAMAGE – DIRECT (U.S.A.)
- ASBESTOS ENDORSEMENT – *RESULTANT COVERAGE CONFIRMED*
- US TREASURY DEPARTMENT'S OFFICE OF FOREIGN ASSETS CONTROL (OFAC) ADVISORY NOTICE TO POLICYHOLDERS
- PRE-EXISTING DAMAGE EXCLUSION ENDORSEMENT
- COMMON POLICY CONDITIONS
- COMMON POLICY DECLARATIONS
- SERVICE OF PROCESS (ALL STATES EXCEPT IL & PA)
- EXCLUSION OF CERTIFIED ACTS OF TERRORISM
- CAP ON LOSSES FROM CERTIFIED ACTS OF TERRORISM
- FULL WAIVER/WAIVER OF COMPANY CONDITIONS CLAUSE IS DELETED

CERTAIN UNDERWRITERS AT LLOYDS, LONDON (THB)

- THB1A EXCESS PHYSICAL DAMAGE FORM (U.S.A. AND CANADA) FOLLOWING SAME TERMS, CONDITIONS AND EXCLUSIONS AS PRIMARY POLICY NUMBER TBA WRITTEN BY CERTAIN UNDERWRITERS AT LLOYD'S AS FAR AS APPLICABLE EXCEPT AS OTHERWISE PROVIDED HEREIN, ITEM 11. OCCURRENCE LIMIT OF LIABILITY IS DELETED
- BUSINESS INTERRUPTION EXTENSION
- NEW SHORT RATE CANCELLATION TABLE ENDORSEMENT (USA)
- TERRORISM EXCLUSION ENDORSEMENT
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 AS AMENDED NOT PURCHASED CLAUSE
- ELECTRONIC DATA ENDORSEMENT A
- LINES CLAUSE
- FRAUDULENT CLAIMS CLAUSE
- LOSS PAYEE(S) AND/OR MORTGAGEE(S) INTEREST CLAUSE
- HURRICANE MINIMUM EARNED PREMIUM ENDORSEMENT, *APPLIES TO POLICY CANCELLATION ONLY*
- MINIMUM EARNED PREMIUM CLAUSE PERCENTAGE
- SANCTIONS LIMITATION AND EXCLUSION CLAUSE
- APPLICATION OF SUBLIMITS ENDORSEMENT
- PERMISSION FOR EXCESS INSURANCE
- SERVICE OF SUIT CLAUSE
- MINIMUM EARNED PREMIUM – 25%

EVANSTON INSURANCE COMPANY (MARKEL)

- EXCESS ALL RISK FOLLOWING FORM
- POLICY JACKET
- COMMERCIAL PROPERTY FORMS REVISION NOTICE TO POLICYHOLDERS
- PRIVACY NOTICE
- NOTICE TO POLICYHOLDER CLAIM REPORTING
- FORMS SCHEDULE
- SERVICE OF SUIT
- U.S. TREASURY DEPARTMENT'S OFFICE OF FOREIGN ASSETS CONTROL (OFAC)
- PROPERTY DECLARATIONS
- MINIMUM EARNED PREMIUM FOR EXPOSURE TO HURRICANE, *APPLIES TO POLICY CANCELLATION ONLY*
- EXCLUSION OF CERTIFIED ACTS OF TERRORISM
- MINIMUM EARNED PREMIUM – 25%

CARRIERS' TERMS & CONDITIONS**COLONY INSURANCE COMPANY**

- EXCESS ALL RISK FOLLOWING FORM
- PRIVACY NOTICE
- TRIA NOTICE – POLICYHOLDER DISCLOSURE
- COMMON POLICY DECLARATION
- SCHEDULE OF FORMS AND ENDORSEMENT
- SERVICE OF SUIT
- SIGNATURE PAGE
- COMMON POLICY CONDITIONS
- FLORIDA CHANGES – CANCELLATION AND NONRENEWAL
- OFAC ADVISORY NOTICE TO POLICYHOLDERS
- COMMERCIAL PROPERTY COVERAGE PART DECLARATION – EXCESS PROPERTY
- TERRITORY COVERAGE LIMITATION
- NO AUTHORSHIP OR FULL WAIVER CLAUSE
- EXCLUDING DOWNSTREAM DAM LIABILITY

IRONSHORE SPECIALTY INSURANCE COMPANY (IRONSHORE)

- EXCESS ALL RISK FOLLOWING FORM
- POLICY JACKET
- COMMERCIAL PROPERTY POLICY DECLARATIONS
- FORMS AND ENDORSEMENT SCHEDULE
- COMMERCIAL PROPERTY CONDITIONS
- CANCELLATION ENDORSEMENT
- MINIMUM EARNED PREMIUM (INSURED WITH COASTAL PROPERTY), 80% APPLIES TO POLICY CANCELLATION ONLY
- US ECONOMIC AND TRADE SANCTIONS CLAUSE
- SERVICE OF SUIT CLAUSE FLORIDA
- EXCLUSION OF CERTIFIED ACTS OF TERRORISM
- NOTIFICATION OF CLAIMS

ARCH SPECIALTY INSURANCE COMPANY

- EXCESS ALL RISK FOLLOWING FORM
- FLORIDA COMMERCIAL PROPERTY DECLARATIONS
- SCHEDULE OF FORMS AND ENDORSEMENTS
- SIGNATURE PAGE
- MINIMUM EARNED PREMIUM CLAUSE – DOLLAR, APPLIES TO POLICY CANCELLATION ONLY
- COMMON POLICY DECLARATIONS SUPERSEDES WORDING APPLIES
- SERVICE OF SUIT
- CLAIMS HANDLING PROCEDURES
- TOTAL TERRORISM EXCLUSION
- US TREASURY DEPARTMENT'S OFFICE OF FOREIGN ASSETS CONTROL (OFAC)
- MINIMUM EARNED PREMIUM CLAUSE – 25%
- NO OTHER ARCH INSURANCE GROUP PARTICIPATION
- WITH REGARD TO THE RESULTING MOLD – WILL RECOGNIZE AS ERODING THE UNDERLYING

Creating Unique Risk Solutions

CARRIERS' TERMS & CONDITIONS**LANDMARK AMERICAN INSURANCE COMPANY (RSUI)**

- EXCESS ALL RISK FOLLOWING FORM
- SERVICE OF SUIT
- EXCLUSION OF TERRORISM
- COMMON POLICY CONDITIONS
- CERTIFICATE OF INSURANCE
- FLORIDA CHANGES – CANCELLATION AND NONRENEWAL
- SUB-LIMIT DEFINITION
- RIGHT TO ASSIGN A COMPANY ADJUSTER
- MINIMUM EARNED PREMIUM – 25%
- EXCLUDING CALIFORNIA EARTH MOVEMENT
- EXCLUDING CALIFORNIA EARTH MOVEMENT SPRINKLER LEAKAGE
- INCLUDING EARTHQUAKE SPRINKLER LEAKAGE
- DELETE FULL WAIVER CLAUSE
- ANY NEW LOCATIONS OVER \$50,000,000; SUBJECT TO REVIEW AND ACCEPTANCE PRIOR TO BINDING

CERTAIN UNDERWRITERS AT LLOYDS, INTERNATIONAL INSURANCE COMPANY OF HANNOVER SE, GENERAL SECURITY COMPANY OF ARIZONA (SRU)

- PROPERTY DECLARATIONS – PARTICIPATING
- AMWINS SPECIAL RISK UNDERWRITERS CO-INSURING FORM
- CAT MINIMUM EARNED PREMIUM, *APPLIES TO POLICY CANCELLATION ONLY*
- ELECTRONIC DATE RECOGNITION EXCLUSION
- BIOLOGICAL OR CHEMICAL MATERIALS EXCLUSION
- RADIOACTIVE CONTAMINATION EXCLUSION CLAUSE PHYSICAL DAMAGE – DIRECT (U.S.A.)
- LAND, WATER AND AIR EXCLUSION
- DEBRIS REMOVAL ENDORSEMENT
- ASBESTOS ENDORSEMENT
- ELECTRONIC DATA ENDORSEMENT B
- U.S. TREASURY DEPARTMENT'S OFFICE OF FOREIGN ASSETS CONTROL (OFAC) ADVISORY NOTICE TO POLICYHOLDERS
- PRE-EXISTING DAMAGE EXCLUSION ENDORSEMENT
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 AS AMENDED NEW & RENEWAL BUSINESS ENDORSEMENT
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 AS AMENDED NOT PURCHASED CLAUSE
- WAR & TERRORISM EXCLUSION
- CERTAIN UNDERWRITERS AT LLOYDS SYNDICATE LIST
- SLC-3 USA
- SANCTION LIMITATION AND EXCLUSION CLAUSE
- APPLICABLE LAW (U.S.A.)
- SERVICE OF SUITE CLAUSE
- FULL WAIVER/WAIVER OF COMPANY CONDITIONS CLAUSE IS DELETED

CERTAIN UNDERWRITERS AT LLOYDS, LONDON

- THB1A EXCESS PHYSICAL DAMAGE FORM (U.S.A. AND CANADA) FOLLOWING SAME TERMS, CONDITIONS AND EXCLUSIONS AS PRIMARY POLICY NUMBER TBA WRITTEN BY CERTAIN UNDERWRITERS AT LLOYD'S AS FAR AS APPLICABLE EXCEPT AS OTHERWISE PROVIDED HEREIN, ITEM 11. OCCURRENCE LIMIT OF LIABILITY IS DELETED
- BUSINESS INTERRUPTION EXTENSION
- NEW SHORT RATE CANCELLATION TABLE ENDORSEMENT (USA)
- TERRORISM EXCLUSION ENDORSEMENT
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 AS AMENDED NOT PURCHASED CLAUSE
- ELECTRONIC DATA ENDORSEMENT A
- LINES CLAUSE
- FRAUDULENT CLAIMS CLAUSE
- LOSS PAYEE(S) AND/OR MORTGAGEE(S) INTEREST CLAUSE
- HURRICANE MINIMUM EARNED PREMIUM ENDORSEMENT, *APPLIES TO POLICY CANCELLATION ONLY*
- MINIMUM EARNED PREMIUM CLAUSE PERCENTAGE
- SANCTIONS LIMITATION AND EXCLUSION CLAUSE
- APPLICATION OF SUBLIMITS ENDORSEMENT
- PERMISSION FOR EXCESS INSURANCE
- SERVICE OF SUIT CLAUSE
- MINIMUM EARNED PREMIUM – 25%

Creating Unique Risk Solutions

CARRIERS' TERMS & CONDITIONS**HALLMARK SPECIALTY INSURANCE COMPANY/LLOYDS OF LONDON NOVAE 2007 (HALLMARK)**

- MANUSCRIPT EXCESS OF LOSS POLICY FORM
- LLOYD'S CERTIFICATE AND DECLARATIONS PAGE
- PROPERTY POLICY DECLARATION PAGE
- SCHEDULE OF POLICY ATTACHMENTS AND FORMS
- NOTICE TO POLICYHOLDER
- U.S. TREASURY DEPT. ("OFAC")
- MINIMUM EARNED PREMIUM ENDORSEMENT, *APPLIES TO POLICY CANCELLATION ONLY*
- STATE FRAUD STATEMENT
- SERVICE OF SUIT ENDORSEMENT
- CLAIM REPORTING PROCEDURES
- PRIVACY POLICY DISCLOSURE NOTICE
- APPLICABLE LAW
- EXCLUSION (NBCR)
- RADIOACTIVE AND CONTAMINATION EXCLUSION CLAUSE – PHYSICAL DAMAGE DIRECT
- SANCTION LIMITATION AND EXCLUSION CLAUSE
- SEVERAL LIABILITY NOTICE
- WAR AND CIVIL WAR EXCLUSION CLAUSE
- SIGNATURE PAGE
- POLICYHOLDER DISCLOSURE NOTICE OF TERRORISM – ACCEPTANCE OF TERRORISM
- POLICYHOLDER DISCLOSURE NOTICE OF TERRORISM – EXCLUSION OF TERRORISM
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 – ACCEPTANCE OF TERRORISM
- U.S. TERRORISM RISK INSURANCE ACT OF 2002 – EXCLUSION OF TERRORISM
- MINIMUM EARNED PREMIUM – 25%
- SIGNED STATEMENT OF VALUES TO DELETE 2B FROM OCCURRENCE LIMIT OF LIABILITY ENDORSEMENT

LANDMARK AMERICAN INSURANCE COMPANY (RSUI \$160M XS \$90M)

- EXCESS ALL RISK FOLLOWING FORM
- SERVICE OF SUIT
- EXCLUSION OF TERRORISM
- COMMON POLICY CONDITIONS
- CERTIFICATE OF INSURANCE
- FLORIDA CHANGES – CANCELLATION AND NONRENEWAL
- SUB-LIMIT DEFINITION
- MINIMUM EARNED PREMIUM CLAUSE – PERCENTAGE
- RIGHT TO ASSIGN A COMPANY ADJUSTER
- FLOOD, WINDSTORM OR HAIL EXCLUSION AS A RESULT OF A NAMED STORM
- MINIMUM EARNED PREMIUM – 25%
- DELETE FULL WAIVER CLAUSE
- ANY NEW LOCATIONS OVER \$50,000,000; SUBJECT TO REVIEW AND ACCEPTANCE PRIOR TO BINDING
- EXCLUDING WINDSTORM OR HAIL ASSOCIATED WITH A NAMED STORM (AND WIND DRIVER RAIN) *PER EXPIRING*

TERRORISM

NAMED INSURED	Manatee County Board of County Commissioners
COVERAGE	Coverage for direct physical damage to Covered Property, caused by an Act of Terrorism and/or an Act of Sabotage. Excluding vehicles unless specifically listed in the Declarations and solely while located on a Covered Property at the time of the Act of Terrorism and/or an Act of Sabotage.
PROGRAM	Indian Harbor Insurance Company Manuscript Form: UKP XL TS 050 1014.
PERILS	For the purpose of this insurance, an Act of Terrorism, is defined as an act, including the use of force or violence, of any person or group(s) of persons, whether acting alone or on behalf of or in connection with any organization(s), committed for political, religious or ideological purposes including the intention to influence any government and/or to put the public in fear for such purposes. For the purpose of this insurance, the Act of Sabotage is defined as a subversive act or series of such acts committed for political, religious or ideological purposes including the intention to influence any government and/or to put the public in fear for such purposes.
VALUATION	Replacement or Reinstatement Cost with the following EXCEPTIONS : Actual Cash Value on real property until replacement has been affected. Actual Cash Value or Replacement Cost for vehicles, as declared. Actual loss sustained time element.
SUBJECT TO:	Signed location schedule/statement of values prior to binding

	EXPIRING 06/01/17 to 06/01/18	RENEWAL 06/01/18 to 06/01/19
COMPANY	Indian Harbor Insurance Company A XV Non-Admitted	Indian Harbor Insurance Company A XV Non-Admitted
POLICY PERIOD	June 1, 2017 to June 1, 2018	June 1, 2018 to June 1, 2019
LOSS LIMIT	\$556,378,535	\$568,878,535 2.25%
SUBLIMIT	\$25,000,000 Off-Premises Service Interruption (per occurrence and annual aggregate)	✓
DEDUCTIBLE	\$100,000	\$25,000
WAITING PERIOD	24 Hours	✓
COVERED LOCATIONS	Courthouse 911 Center Judicial Center Admin Building Manatee Earthen Dam Lena Road WWTP North County WWTP SW Regional WWTP Waterline WWTP	✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓

PREMIUM 100 % MINIMUM EARNED PREMIUM	\$34,000	\$32,392
✓ = per expiring Improvement Reduction in Sublimit	<i>difference</i>	(\$1,608) (4.73%)

ADDITIONAL COVERAGES AVAILABLE		
COVERAGE	LIMIT	ADDITIONAL PREMIUM
Active Assailant (per occurrence & annual aggregate)	\$1,000,000	\$3,000
Active Assailant (per occurrence & annual aggregate)	\$5,000,000	\$5,500
Active Assailant (per occurrence & annual aggregate)	\$10,000,000	\$7,000
Chemical, Biological, Radiological and Nuclear (CBRN) Terrorism (per occurrence & annual aggregate)	\$1,000,000	\$7,500

Creating Unique Risk Solutions

MARKET RESPONSE

CARRIER	A.M. BEST RATING	A.M. BEST as of	SURPLUS LINES	EXPIRING CARRIERS	2018-2019 PARTICIPATING CARRIERS	ACTION RESPONSE
Allied World Assurance	A XV	12/20/17	Yes	✓	✓	▶ Quoted
Arch Specialty Insurance	A+ XV	10/16/17	Yes	✓	✓	▶ Quoted
Aspen	A XV	12/15/17	Yes	X	X	▶ Declined - Interested in Excess with limited capacity
AXIS Surplus Insurance Co.	A+ XV	02/16/18	Yes	✓	✓	▶ Quoted
Beazley USA	A XIII	01/12/18	Yes	X	X	▶ Declined - Pricing too high and limited capacity
Berkshire Hathaway Specialty	A++ XV	02/06/18	Yes	✓	✓	▶ Quoted
Brit Global Specialty USA	A XV	07/21/17	Yes	✓	✓	▶ Declined - Pricing too high and limited capacity
Canopus Underwriting Agency	A- IX	03/22/18	Yes	X	X	▶ Rate Not Competitive
Colony Insurance Co.	A XIII	04/10/18	Yes	✓	✓	▶ Quoted
Crum & Forster	A XIII	04/11/18	Yes	X	X	▶ Declined - dam exposure
Diamond State Group	A XI	03/08/18	Yes	X	X	▶ Declined - TIV too high
Everest National Ins. Co.	A+ XV	03/16/18	No	X	✓	▶ Quoted
Hallmark E&S	A- XIII	08/09/17	Yes	✓	✓	▶ Quoted
Munich Re	A+ XV	12/26/17	Yes	X	✓	▶ Quoted
Hiscox USA	A XV	04/10/18	No	X	X	▶ Declined - Pricing too high and limited capacity
Hudson Insurance Group	A XV	02/28/18	No	X	X	▶ Declined - Can't offer a NWS cap deductible
Ironshore	A XV	12/12/17	Yes	✓	✓	▶ Quoted
James River	A IX	09/06/17	Yes	X	X	▶ Rate Not Competitive
Markel	A XV	03/15/18	No	✓	✓	▶ Quoted
Maxum Specialty	A+ XV	08/14/17	Yes	X	✓	▶ Quoted
Nationwide E&S/Specialty	A+ XV	03/27/18	Yes	X	X	▶ Declined - Not enough limits purchased to get to their minimum attachment
Pioneer Special Risk	A XV	10/23/17	Yes	X	✓	▶ Declined - Can't improve terms
Rivington Partners	A XV	11/14/17	Yes	X	✓	▶ Quoted
RSUI	A+ XIV	04/03/18	No	✓	✓	▶ Quoted
Velocity Risk Underwriters	A XV	03/15/18	Yes	✓	✓	▶ Quoted
Sompo International	A XV	04/07/18	No	X	X	▶ Rate Not Competitive
SRU	A XV	02/07/18	Yes	✓	✓	▶ Quoted
SRU - IFC	A+ XV	10/09/17	Yes	✓	X	▶ Non-renewed
Swiss Re	A+ XV	12/07/17	Yes	X	X	▶ Rate Not Competitive
THB London	A XV	07/21/17	Yes	✓	✓	▶ Quoted
Westchester Surplus [ACE]	A++ XV	04/27/18	Yes	✓	✓	▶ Quoted
XL Catlin	Au XV	03/06/18	Yes	✓	✓	▶ Quoted
Zurich North America	A+ XV	12/08/17	Yes	X	X	▶ Declined - No real interest

EXCESS PROPERTY MARKETS

Surplus Lines carriers are non-admitted and are not protected by the Florida Guarantee Fund, per disclosures included within this proposal

CARRIER PARTICIPATION SUBJECT TO CHANGE PRIOR TO BINDING
REVISED MARKET RESPONSE WILL BE PROVIDED PRIOR TO BINDING

OTHER						
	Florida Municipal Insurance Trust [FMIT]	TRUST	N/A	X	X	Trust – Not Acceptable
	Preferred Governmental Insurance Trust [PGIT]	TRUST	N/A	X	X	Trust – Not Acceptable
	Public Risk Management [PRM]	POOL	N/A	X	X	Pool – Indication Only

Creating Unique Risk Solutions

A. M. BEST FINANCIAL STRENGTH GUIDE

A++ to A+	A to A-	B++ to B+	B to B-	C++ to C+	C to C-
Superior	Excellent	Very Good	Good	Fair	Marginal

(In \$000 of Reported Policyholders' Surplus Plus Conditional Reserve Funds)

FSC I	Up	to	1,000	FSC IX	250,000	to	500,000
FSC II	1,000	to	2,000	FSC X	500,000	to	750,000
FSC III	2,000	to	5,000	FSC X	750,000	to	1,000,000
FSC IV	5,000	to	10,000	FSC XI	1,000,000	to	1,250,000
FSC V	10,000	to	25,000	FSC XII	1,250,000	to	1,500,000
FSC VI	25,000	to	50,000	FSC XIII	1,500,000	to	2,000,000
FSC VII	50,000	to	100,000	FSC XV	2,000,000	to	more
FSC VIII	100,000	to	250,000				

Best's Insurance Reports, published annually by A.M. Best Company, Inc., presents comprehensive reports on the financial position, history, and transactions of insurance companies operating in the United States and Canada. Companies licensed to do business in the United States are assigned a Best's Rating which attempts to measure the comparative position of the company or association against industry averages.

First Florida Insurance Brokers used A.M. Best & Co.'s rating services to evaluate the financial condition of insurers whose policies we propose to deliver. The rating of the carrier and the year of publication of that rating are indicated. First Florida Insurance Brokers makes no representations and warranties concerning the solvency of any carrier, nor does it make any representation or warranty concerning the rating of the carrier which may change.

Copies of the ***Best's Insurance Reports*** on the insurance companies are available upon your request.

IMPORTANT DISCLOSURES

Actuarial	<p>The proposal is an outline of the coverages proposed by the insurers, based on the information provided by your company. It does not include all the terms, coverages, exclusions, limitations, or conditions of the actual contract language. The policies themselves must be read for those details. Policy forms are included in this proposal for your review.</p> <p>The information contained in this proposal is based on the historical loss experience and exposures provided to First Florida Insurance Brokers. This proposal is not an actuarial study. Should you wish to have this proposal reviewed by an independent actuary, we will be pleased to provide you with a listing of actuaries for your use.</p>
Compensation	<p>In general, First Florida Insurance Brokers may be compensated as follows:</p> <ol style="list-style-type: none"> 1. First Florida Insurance Brokers is compensated from the usual and customary commissions or fees received from the brokerage and servicing of policies handled for a client’s account. As permitted by law, we occasionally receive both commissions and fees, with client authorization. 2. First Florida Insurance Brokers may access other facilities, including wholesalers, reinsurance intermediaries, captive managers, underwriting managers and others that act as intermediaries for both First Florida and other brokers in the insurance marketplace. 3. In placing, renewing, consulting on or servicing any retail insurance policy, First Florida Insurance Brokers has not participated in Property and Casualty contingent commission agreements with insurance companies that provide for additional compensation if underwriting, profitability, volume and retention goals are achieved. 4. First Florida Insurance Brokers strongly supports compensation transparency with annual disclosures to clients.
Non-Admitted	<p>If coverage is placed with a Non-Admitted Carrier, the carrier is doing business in the state as a surplus lines or non-admitted carrier. Surplus Lines and/or non-admitted carriers are not subject to the same regulations which apply to an admitted carrier nor do they participate in the Florida state insurance guarantee fund.</p>

EXCESS PROPERTY
AUTHORIZATION TO BIND

**EXCESS PROPERTY PROGRAM
CLIENT AUTHORIZATION TO BIND**

After careful consideration of reference proposal dated May 4, 2018, we accept insurance program per indicated below:

**COUNTY
SELECTION**

RENEWAL Excess Property Program [Manuscript Form] [June 1, 2018 to June 1, 2019]

- \$250mil Total Loss Limit with \$90mil Including Named Windstorm
- Term Premium: \$2,702,360 (plus fees of \$1,346)

- Bind above selected as presented in FFIB proposal dated May 4, 2018
- Bind above selected with the following exception(s)
- Decline Terrorism [TRIA], per expiring

Client Exceptions: _____

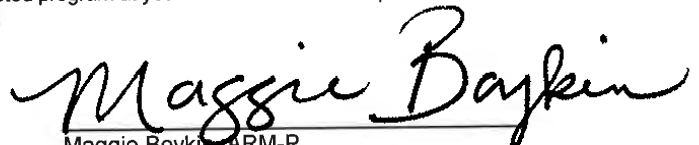
It is understood and agreed that referenced proposal provides only a summary of the insurance program options offered. The actual policies will contain the complete terms, conditions, deductibles, exclusions, etcetera. Please review policy language for a full understanding of purchased program.

Please provide the County with respective binders and invoices for above selected program at your earliest convenience prior to effective date of June 1, 2018; as well as, term certificate(s) of insurance, as applicable.



Linda Klasing, MBA, ACA, CWCL
Risk Manager
Manatee County BOCC

5/31/18
Dated



Maggie Boykin, ARM-P
Vice President – Property & Casualty
First Florida Insurance Brokers

Dated

**TERRORISM
AUTHORIZATION TO BIND**

**TERRORISM
CLIENT AUTHORIZATION TO BIND**

After careful consideration of reference proposal dated May 4, 2018, we accept insurance program per indicated below:

LOCATION	TIV	PREMIUM	COUNTY SELECTION
Courthouse	\$568,878,535	\$32,392	
911 Center			
Judicial Center			
Manatee Earthen Dam			
Lena Road WWTP			
North County WWTP			
Admin Building			
SW Regional WWTP			
Waterline WWTP			

ACTIVE ASSAILANT COVERAGE		COUNTY SELECTION
SUBLIMIT	ADDITIONAL PREMIUM	
\$1,000,000	\$3,000	
\$5,000,000	\$5,500	
\$10,000,000	\$7,000	

CHEMICAL, BIOLOGICAL OR BIOCHEMICAL, RADIOLOGICAL OR NUCLEAR MATERIAL [CBRN] COVERAGE		COUNTY SELECTION
SUBLIMIT	ADDITIONAL PREMIUM	
\$1,000,000	\$7,500	

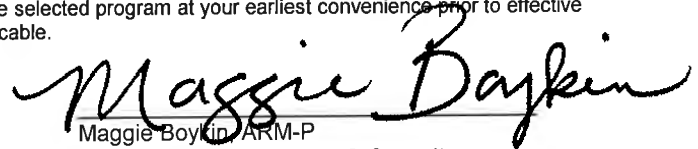
It is understood and agreed that referenced proposal provides only a summary of the insurance program options offered. The actual policies will contain the complete terms, conditions, deductibles, exclusions, etcetera. Please review policy language for a full understanding of purchased program.

Please provide the County with respective binders and invoices for above selected program at your earliest convenience prior to effective date of June 1, 2018; as well as, term certificate(s) of insurance, as applicable.



Linda Klasing, MBA, ACA, CWCL
Risk Manager
Manatee County BOCC

5/31/18
Dated



Maggie Boykin, ARM-P
Vice President – Property & Casualty
First Florida Insurance Brokers

Dated

SIGN OFF LETTER

May 4, 2018

Ms. Linda Klasing, MBA, ACA, CWCL
 Risk Manager
 Manatee County Board of County Commissioners
 1112 Manatee Ave West
 Suite 969
 Bradenton, FL 34206

RE: Manatee County Board of County Commissioners
 Excess Property Placement
 Effective: June 1, 2018

Dear Ms. Klasing:

As a follow up to our proposal and in the interest of providing you insurance consistent with your needs and requirements, we have exhausted our alternatives and are offering Excess Property coverage with the following markets:

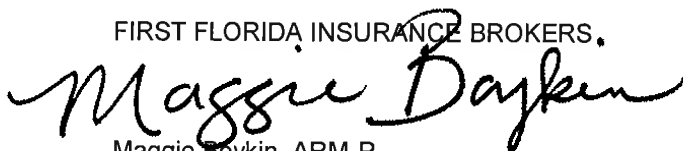
Interstate Fire & Casualty Company	Landmark American Insurance Company
Westchester Surplus Lines Insurance Company	Everest Indemnity Insurance Company
Underwriters at Lloyds [Lloyds of London]	Lex-London, A Division of AIG Europe Ltd
Colony Insurance Company	Ironshore Insurance Ltd
Arch Specialty Insurance Company	Endurance Worldwide Insurance Company
Independent Specialty Insurance Company	Houston Casualty Company
Ironshore Specialty Insurance Company	Crum & Forster Specialty Company
Starr Surplus Lines Insurance Company	Princeton Excess and Surplus Lines Insurance Company
James River Insurance Company	International Insurance Company of Hannover SE
General Security Indemnity Company of Arizona	Scottsdale Insurance Company

The above insurance markets are not licensed in the State of Florida but are approved to write business in the State of Florida on a surplus lines basis. In the event these markets become insolvent, the Florida Guarantee fund will not provide coverage.

If you have questions, please do not hesitate to contact us. As confirmation that you have read and understand this letter, please sign the copy of the letter provided and return it to our office for our files.

Very truly yours,

FIRST FLORIDA INSURANCE BROKERS,



Maggie Boykin, ARM-P
 Vice President – Property & Casualty

Approved and Accepted By

Linda Klasing, MBA, ACA, CWCL
 Risk Manager
 MANATEE COUNTY
 BOARD OF COUNTY COMMISSIONERS



Signature – Date Signed

Creating Unique Risk Solutions

May 22, 2018 - Regular Meeting
Agenda Item #14

Approved in Open Session 5/22/18,
Manatee County
Board of County Commissioners

Subject

Annual Purchase of Excess Property Insurance

Briefings

Briefing Provided Upon Request

Contact and/or Presenter Information

Mitchell O. Palmer, County Attorney, ext. 3750

Linda R. Klasing, Risk Manager, ext. 3750

Action Requested

Motion to approve the purchase of excess property and property terrorism insurance in an amount not to exceed \$2,741,598 (inclusive of term premium and all Federal/State mandated fees) as shown in the attached proposal from First Florida Insurance Brokers, and to approve the County Attorney, or his designee, to execute all required documents.

Enabling/Regulating Authority

Ordinance 16-26

Background Discussion

The Board of County Commissioners of Manatee County purchases excess property insurance to protect the County's real and personal property assets against losses caused by natural and man-made perils. Manatee County maintains an insurance program to protect its buildings against catastrophic financial loss. There are two parts to this program: property insurance and flood insurance, the combination of which are intended to comply with Section 311 of the Stafford Act (42 U.S.C 5154). The Stafford Act requires that an applicant for Federal FEMA assistance, "shall comply with regulations prescribed by the President to assure that, with respect to any property to be replaced, restored, repaired, or constructed with such assistance, such types and extent of insurance will be obtained and maintained as may be reasonably available, adequate, and necessary, to protect against future loss to such property."

One of the methods for determining rates and risk is the use of catastrophic modeling programs to determine the Probable Maximum Loss (PML), which is the anticipated loss from the destruction or loss of use of the property. The PML for the 250-year storm was determined to be \$46,230,722 based on a Statement of Value (SOV), which shows the County's insurable values of \$1,162,743,235. The SOV sets the basis for determining

the "rate per \$100 of value" and ultimately our premium for excess property insurance.

The current excess property insurance program expires on June 1, 2018, and contains the following provisions: (1) The total loss limit per expiring is \$250,000,000, which includes a \$90,000,000 Named Storm Limit, (2) the current Named Storm deductible is 3% per building and contents, with a minimum named storm deductible of \$250,000, with a \$20,000,000 deductible maximum; and (3) for all other perils the deductible is \$100,000 per occurrence. The County purchases primary flood coverage on select properties through the National Flood Insurance Program (NFIP) on properties in special flood hazard zones.

The proposed excess property insurance program for this renewal contains the following provisions: (1) The total loss limit remains at \$250,000,000, which includes a \$90,000,000 named storm limit, and \$75,000,000 in flood coverage, which is the same as per the expiring policy, (2) the named storm deductible remains the same as per the expiring policy at 3% per building, with a minimum named storm deductible of \$250,000 and a maximum named storm deductible of \$20,000,000; and (3) the deductible per occurrence for all other perils, excluding named storms, remains the same as per the expiring policy at \$100,000.

The County also purchases a property terrorism policy for several County owned locations, as follows:

Historic Courthouse	Judicial Center	Administration Building
Emergency Operations Center	Lake Manatee Dam	Lena Road WWTP
North County WWTP	SW Regional WWTP	Waterline WWTP

For the 2018-2019 property terrorism renewal, the County is also including coverage for Active Assailant with a \$5,000,000 limit. The expiring 2017-2018 premium for the property terrorism insurance was \$34,000. The renewal policy for the 2018-2019 policy period, including Active Assailant coverage, is \$37,892; an increase of \$3,892.

The premium difference for excess property renewal is shown below:

Description	Excess Property Annual Premium [not inclusive of fees]	Rate per \$100 of value	% change rate per \$100	\$ change in Annual Premium	% change in Annual Premium
Expiring Program	\$2,600,010	.222	N/A	N/A	N/A
Proposed Renewal	\$2,702,360	.232	4.5%	\$102,350	3.94%

The Risk Management Division recommends the Board approve the proposed renewal for our excess property and terrorism insurance program.

County Attorney Review
 Not Reviewed (No apparent legal issues)

Explanation of Other

Reviewing Attorney

N/A

Instructions to Board Records

Please return a stamped copy of this Agenda Memorandum certifying its approval by the Board of County Commissioners to Mitchell O. Palmer, County Attorney, at mitchell.palmer@mymanatee.org and to Linda R. Klasing, Risk Manager, at linda.klasing@mymanatee.org.

Distributed 5/23/18, RT

Cost and Funds Source Account Number and Name

\$2,741,598 Fund 5050001500 Risk Management General Liability Fund

Amount and Frequency of Recurring Costs

\$2,741,598, One Time Payment

Attachment: [MCBOCC FY19 Excess Property Proposal - 5.4.18.pdf](#)