



# Decision Paper

**To:** Nelson County Board of Education

**From:** Tim Hockensmith, Chief Operating Officer

**cc:** Mr. Wes Bradley, Superintendent

**Date:** May 15, 2018

**Re:** Selection of Insurance Coverage For FY 2018-2019.

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**RECOMMENDATION:** Approve the attached insurance coverage, carriers and agents for 2018-2019.

**RECOMMENDED MOTION:** I move that the Nelson County Board of Education approve the attached insurance coverage, carriers and agents as presented.

Coverage	Carrier	Agent	Agent Contact	FY 2018 premium	FY 19 Premium	Comments
Property-Liability-Fleet Etc		First Ins Group	Kathy Clements	\$286,014.00	\$305,195.00	Began using appraisal in 2010 saving approx 15k per year.
Workers Compensation	KEMI	USI	Patrick Conway	\$120,939.95	\$102,136.19	15.55% decrease
Student Accident	BMI	USI	Patrick Conway	\$53,100.00	\$53,100.00	Same coverage/same price
Total				\$460,053.95	\$460,431.19	

# Commercial Insurance Proposal

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Prepared For:

**Nelson County Board of Education**

Presented By:

**First Insurance Group Kentucky**

**Date of Proposal:**

April 30, 2018

Version 1

**Policy Period**

Effective Date:

July 1, 2018

Expiration Date:

July 1, 2019

This proposal is valid for 60 days from the Date of Proposal or until the Effective Date (whichever is earlier) and is solely an estimate of premium, based on the information provided, and all amounts are subject to change. This proposal does not bind or provide actual coverage and is not an offer of insurance. Specific terms of coverage, exclusions, and limitations are contained solely in a completed insurance policy for which a premium has been paid.

This proposal may vary from your original request for coverage. Please review the proposal carefully for any variances. The terms, conditions and premiums included in this proposal contemplate the sale or renewal of all the quoted insurance lines. Electing to buy or renew only some of the lines of coverage may result in changes to the terms, conditions and premiums of the remaining insurance lines.

Liberty Mutual Insurance is the marketing name for the property and casualty insurance operations of Liberty Mutual Insurance Company and its' affiliates. Policies may be written in the following stock insurance company subsidiaries: Peerless Insurance Company, Excelsior Insurance Company, Montgomery Mutual Insurance Company, The Netherlands Insurance Company, Peerless Indemnity Insurance Company, Indiana Insurance Company, Consolidated Insurance Company, Midwestern Indemnity Company, Mid-American Fire and Casualty Company, Merchants & Business Men's Insurance Company. Not all coverages or policies may be available in all states.

## **TERRORISM INSURANCE PREMIUM DISCLOSURE** **AND OPPORTUNITY TO REJECT**

**This notice contains important information about the Terrorism Risk Insurance Act and your option to reject terrorism insurance coverage. Please read it carefully.**

### **THE TERRORISM RISK INSURANCE ACT**

The Terrorism Risk Insurance Act, including all amendments ("TRIA" or the "Act"), establishes a program to spread the risk of catastrophic losses from certain acts of terrorism between insurers and the federal government. If an individual insurer's losses from "certified acts of terrorism" exceed a specified deductible amount, the government will reimburse the insurer for a percentage of losses (the "Federal Share") paid in excess of the deductible, but only if aggregate industry losses from such acts exceed the "Program Trigger". An insurer that has met its insurer deductible is not liable for any portion of losses in excess of \$100 billion per year. Similarly, the federal government is not liable for any losses covered by the Act that exceed this amount. If aggregate insured losses exceed \$100 billion, losses up to that amount may be pro-rated, as determined by the Secretary of the Treasury.

The Federal Share and Program Trigger by calendar year are:

Calendar Year	Federal Share	Program Trigger
2015	85%	\$100,000,000
2016	84%	\$120,000,000
2017	83%	\$140,000,000
2018	82%	\$160,000,000
2019	81%	\$180,000,000
2020	80%	\$200,000,000

### **MANDATORY AVAILABILITY OF COVERAGE FOR "CERTIFIED ACTS OF TERRORISM"**

TRIA requires insurers to make coverage available for any loss that occurs within the United States (or outside of the U.S. in the case of U.S. missions and certain air carriers and vessels), results from a "certified act of terrorism" AND that is otherwise covered under your policy.

A "certified act of terrorism" means:

[A]ny act that is certified by the Secretary [of the Treasury], in consultation with the Secretary of Homeland Security, and the Attorney General of the United States

(i) to be an act of terrorism;



- (ii) to be a violent act or an act that is dangerous to –
  - (I) human life;
  - (II) property; or
  - (III) infrastructure;
- (iii) to have resulted in damage within the United States, or outside of the United States in the case of –
  - (I) an air carrier (as defined in section 40102 of title 49, United States Code) or United States flag vessel (or a vessel based principally in the United States, on which United States income tax is paid and whose insurance coverage is subject to regulation in the United States); or
  - (II) the premises of a United States mission; and
- (iv) to have been committed by an individual or individuals as part of an effort to coerce the civilian population of the United States or to influence the policy or affect the conduct of the United States Government by coercion.

### **REJECTING TERRORISM INSURANCE COVERAGE - What You Must Do**

We have included in your policy coverage for losses resulting from "certified acts of terrorism" as defined above.

THE PREMIUM CHARGE FOR THIS COVERAGE APPEARS ON THE DECLARATIONS PAGE OF THE POLICY AND DOES NOT INCLUDE ANY CHARGES FOR THE PORTION OF LOSS COVERED BY THE FEDERAL GOVERNMENT UNDER THE ACT. If we are providing you with a quote, the premium charge will also appear on your quote as a separate line item charge.

**Note:** With respect to Excess or Umbrella policies, this offer of coverage pertains only to those lines of business covered by TRIA and, more specifically, does not apply to commercial automobile insurance. In addition, this offer of TRIA coverage is expressly conditioned upon your acceptance of coverage for "certified acts of terrorism" on all underlying insurance policies that are subject to TRIA. If you reject such coverage on your primary liability policies, you must also reject it on your Excess or Umbrella policy.

IF YOU CHOOSE TO REJECT THIS COVERAGE, PLEASE CHECK THE BOX BELOW, SIGN THE ACKNOWLEDGMENT, AND RETURN IT IN THE ENCLOSED ENVELOPE. **Please ensure any rejection is received within thirty (30) days of the effective date of your policy.**

\_\_\_\_\_ I hereby reject this offer of coverage. I understand that by rejecting this offer, I will have no coverage for losses arising from a "certified acts of terrorism" and my policy will be endorsed accordingly.

Note that certain states (currently CA, GA, IA, IL, ME, MO, NY, NC, NJ, OR, RI, WA, WI, and WV) mandate coverage for loss caused by fire following a "certified act of terrorism" in certain types of insurance policies. If you reject TRIA coverage in these states on those policies, you will not be charged any additional premium for that state mandated coverage.

\_\_\_\_\_  
Policyholder/Applicant Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

**The summary of the Act and the coverage under your policy contained in this notice is necessarily general in nature. Your policy contains specific terms, definitions, exclusions and conditions. In case of any conflict, your policy language will control the resolution of all coverage questions. Please read your policy carefully.**

If you have any questions regarding this notice, please contact your agent.

## Commercial Property Proposal

Coverage Description	Limits	Deductible	Premium
<b>Blanket Building and Personal Property</b>			
Coinsurance 100%	\$185,439,918	\$5,000	\$111,885
Cause of Loss Form - Special			
Valuation - Replacement Cost - Agreed Amount			
<b>Earthquake - Including Masonry Veneer</b>			
Building and Personal Property	\$20,000,000	10%	Included
<b>Flood - Primary</b>			
Building and Personal Property	\$1,000,000	10%	Included
<b>Equipment Breakdown</b>			
Questions - LMEB@LibertyMutual.com	Subject to Policy Limits	\$5,000	Included
Inspections - 1-877-526-0020 or LMEBInspections@LibertyMutual.com			
<b>Building Ordinance or Law</b>			
Undamaged Portion	Policy Limit		Included
Demolition	\$5,000,000		
Increase Cost of Construction	\$5,000,000		
<b>School Property Endorsement</b>			
17-174 (0108) School Extension Ultra Plus Endorsement			Included
Total Property Premium (Excluding Certified Acts of Terrorism Coverage)			\$111,885
Certified Acts of Terrorism Coverage Premium			Rejected

### Property Coverage Options/Notes

Property premium includes Off Premises Services Direct Damage limit of \$500,000 per form CP 04 17. 72 hour deductible applies.

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.  
This comparison constitutes a brief description only. For full coverage details refer to the policy forms.



**SCHOOL EXTENSION ULTRA PLUS ENDORSMENT 17-174 INCLUDES:**  
**\* 17-204 SUPPLEMENT TO SCHOOL EXTENSION ULTRA PLUS ENDORSEMENT**

Coverage Description	Limit of Insurance
Special Crime Provisions	Included
Broadened Premises	Included
Real Property of Others Required by Contract	\$10,000
Electronic Data	\$25,000
Foundations	Included
Debris Removal *	\$1,000,000
Fire Department Service Charge	\$25,000
Pollutant Clean Up and Removal	\$50,000
Classroom Chemical Spills	\$ 10,000 each occurrence subject to \$50,000 maximum
Inventory Costs	\$50,000
Changes or Extremes in Temperature or Humidity	\$15,000
Newly Acquired or Constructed Property	180 days
• Buildings	\$1,000,000
• Business Personal Property	\$1,000,000
Personal Effects and Property of Others	\$50,000
Valuable Papers and Records (Other Than Electronic Data)	\$100,000
Property Off-Premises (Including while in Transit)	\$50,000
Outdoor Property *	\$1,000,000
Accounts Receivable	\$100,000
Arson Reward	\$25,000
Back-up of Sewers or Drains *	\$50,000
Extra Expense *	\$5,000,000
Fine Arts	\$25,000
Fire Protective Devices	Included in Building Limit
Glass Showcases	\$10,000
Loss of Refrigeration	\$50,000
Computer Equipment	\$200,000
Laptop/Portable Computers	\$10,000
Lock Replacement	\$1,000
Money and Securities	
• Inside the Premises	\$10,000
• Outside the Premises	\$10,000
Off-Premises Services Interruption	\$50,000
Business Income	\$100,000
Paved Surfaces	\$100,000
Underground Fiber Optic Cable	Included in Building Limit
Signs (Attached)	Included in Building Limit
Special Deductible Provisions	Included
Replacement Cost – Leased Personal Property	Included
Ordinance or Law *	10% of the Building Limit subject to \$5,000,000 maximum.



## Commercial General Liability Proposal

Coverage Description	Limits	Deductible	Premium
General Aggregate	\$2,000,000		\$18,834
Products/Completed Operations Aggregate	\$2,000,000		Included
Personal & Advertising Injury	\$1,000,000		Included
Each Occurrence	\$1,000,000		Included
Fire Damage Liability	\$300,000		Included
Medical Payments (Excluding Students)	\$15,000		Included

### 17-20 School Amendatory Endorsement

\$575

### Employee Benefits Liability

Retroactive Date	Each Employee	\$1,000,000	\$1,000	\$440
7/1/1997	Aggregate	\$3,000,000		

### Sexual Misconduct & Molestation Liability

	Each Loss Limit	\$1,000,000		\$2,120
	Aggregate	\$1,000,000		
	Innocent Party Defense	\$300,000		\$405

### Law Enforcement

Retroactive Date	Each Wrongful Act Limit	\$1,000,000	\$2,500	\$600
5/26/2006	Aggregate	\$1,000,000		
	Non-Monetary Relief Defense	\$100,000		\$120

### School Leaders Errors & Omissions Liability

Retroactive Date	Each Wrongful Act Limit	\$1,000,000	\$10,000	\$21,500
7/1/1997	Aggregate	\$1,000,000		
	Non-Monetary Relief Defense	\$100,000	\$10,000	

### Violent Event Response Coverage

	Violent Event Limit	\$1,000,000		\$2,570
	Aggregate Limit	\$1,000,000		
	Each Personal Limit - Loss	\$25,000		
	Each Person Limit - Death Benefits	\$15,000		

## Commercial General Liability Proposal

Coverage Description	Limits	Deductible	Premium
<b>Data Security Coverage</b>			
<b>Data Compromise Coverage</b>			
Response Expenses Limit	\$250,000		\$1,185
	Annual Aggregate		
Sublimits *			
Named Malware	\$50,000		
Forensic IT Review	\$25,000		
Legal Review	\$25,000		
PR Services	\$5,000		
Regulatory Fines and Penalties	\$25,000		
PCI Fines and Penalties	\$25,000		
Response Expenses Deductible *		\$2,500	
	* Any one "Personal Data Compromise"		
Defense and Liability Limit	\$250,000		
	Annual Aggregate		
Sublimits			
Named Malware	\$50,000		
	Any one "Personal Data Compromise"		
Defense and Liability Deductible		\$2,500	
	Each "Data Compromise Suit"		

Total Liability Premium (Excluding Certified Acts of Terrorism Coverage)	\$48,349
Certified Acts of Terrorism Coverage Premium	Rejected

### Liability Coverage Options/Notes

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.  
 This comparison constitutes a brief description only. For full coverage details refer to the policy forms.



## Commercial Crime Proposal

Coverage Description	Limits	Deductible	Premium
<b>Form O - Blanket Public Employee Dishonesty</b>			
	\$300,000	\$500	\$401
<b>Form F - Computer Fraud</b>			
	\$500,000	\$500	\$244
<b>Funds Transfer Fraud Coverage</b>			
	\$500,000	\$500	\$52
Total Crime Premium			\$697

### Crime Coverage Options/Notes

The additional premium to add Deception Fraud (Social Engineering) will be \$250.

- Limit: \$1,000,000
- Deductible: \$10,000

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.

This comparison constitutes a brief description only. For full coverage details refer to the policy forms.

## Commercial Inland Marine Proposal

Coverage Description	Limits	Deductible	Premium
<b>Commercial Computer Coverage (CM1001)</b>			
Valuation - Replacement Cost			
Hardware - Include Mechanical Breakdown	\$1,800,000	\$1,000	\$3,450
Software	\$500,000		
Extra Expense	Included		
Property in Transit (Hardware/Software)	\$100,000/\$10,000		
Unnamed Locations (Hardware/Software)	\$100,000/\$10,000		
<b>Miscellaneous School Property Floater</b>			
Band Uniforms	\$200,000	RC	\$500
Athletic Equipment	\$200,000	RC	
Musical Equipment	\$200,000	RC	
Cameras & Audio-Visual Equipment	\$50,000	RC	
Fine Arts	\$50,000	ACV	
Signs	\$75,000	RC	
Dwellings Under Construction - Vocational Class	\$100,000	RC	
Valuation	RC - Replacement Cost		
	ACV - Actual Cash Value		
<b>Scheduled Property Floater</b>			
Valuation - Actual Cash Value			
Leased Rented Borrowed Equip	\$50,000	\$500	\$232
Total Inland Marine Premium (Excluding Certified Acts of Terrorism Coverage)			\$6,897
Certified Acts of Terrorism Coverage Premium			Rejected

### Inland Marine Coverage Options/Notes

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.  
 This comparison constitutes a brief description only. For full coverage details refer to the policy forms.



## Commercial Automobile Proposal

Coverage Description	Limits	Deductible	Premium
Auto Liability Combined Single Limit	\$2,000,000		\$106,558
Non-Owned Liability	\$2,000,000		Included
Hired Liability	\$2,000,000		Included
Cost of Hire	If any		
Personal Injury Protection	\$20,000		Included
Uninsured Motorists	\$1,000,000		Included
Underinsured Motorists	\$1,000,000		Included
Comprehensive		\$1,000	Included
Collision		\$1,000	Included
Hired Car Physical Damage	\$100,000		Included
	Comprehensive	\$100	
	Collision	\$1,000	
Auto Extension Endorsement	16-67 (0108)		Included
	Per Event Deductible	\$18,000	
Total Number of Insured Units - 105			
	Total Automobile Premium		\$106,558

### Automobile Coverage Options/Notes

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.

This comparison constitutes a brief description only. For full coverage details refer to the policy forms.

## Commercial Umbrella Proposal

Limit of Liability - Each Occurrence	\$10,000,000
Limit of Liability - Aggregate	\$10,000,000
Self Insured Retention	\$10,000

General Liability	Included
Employee Benefits	Included
Auto Liability	Included
Uninsured/Underinsured Motorists	Excluded
Employers Liability	Included
Sexual Misconduct & Molestation	Included
School Leaders Errors & Omissions	Included
Law Enforcement Professional Liability	Included
Data Security Coverage	Excluded

Total Umbrella Premium (Excluding Certified Acts of Terrorism Coverage)	\$30,809
Certified Acts of Terrorism Coverage Premium	Rejected

### Umbrella Coverage Options/Notes

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.  
This comparison constitutes a brief description only. For full coverage details refer to the policy forms.

## Commercial Insurance Proposal Premium Recap

Lines of Coverage pr_loc99	Premium
Property	\$111,885
General Liability	\$48,349
Crime	\$697
Inland Marine	\$6,897
Automobile	\$106,558
Umbrella	\$30,809

Premium Total (Excluding Certified Acts of Terrorism Coverage) \$305,195

Certified Acts of Terrorism Coverage TRIA_99	Premium
Property (ST-ML-505)	Rejected
General Liability (ST-ML-505)	Rejected
Crime	Not Applicable
Inland Marine (ST-ML-505)	Rejected
Automobile	Not Applicable
Umbrella (ST-ML-505)	Rejected

Certified Acts of Terrorism Premium Total \$0

**Account Grand Total \$305,195**

This Premium Summary page does not include any of the optional premiums and/or coverages that may have been provided on the various coverage pages.

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance. This comparison constitutes a brief description only. For full coverage details refer to the policy forms.

### Proposal Conditions

Quote is contingent of the following conditions/subjectivities

1. Signed Statement of Values
2. Complete and updated Drivers List

This is intended to provide a summary review of coverage provided by Liberty Mutual Insurance.  
This comparison constitutes a brief description only. For full coverage details refer to the policy forms.



April 16, 2018

Nelson County Board of Education  
288 Wildcat Ln  
Bardstown, KY 40004

**Kentucky Employers Mutual Insurance**  
**250 W Main Street, Suite 900**  
**Lexington, KY 40507**  
[www.kemi.com](http://www.kemi.com)  
**859-425-7800 / 800-640-5364**

Quote Date: April 16, 2018

Prospective Insured:	Legal Entity:	School Board
Name: Nelson County Board of Education	FEIN:	616001240
Address: 288 Wildcat Ln		
City: Bardstown, KY 40004		

Agency:	USI Insurance Services LLC
Agent Number:	6496
Address:	950 Breckenridge Ln Ste 50
City:	Louisville, KY 40207-4675
Phone:	(502)815-5200

Renewal Quote for Workers Compensation Coverage 398881- 07/01/2018-07/01/2019
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Proposed Effective Date: 07/01/2018      Proposed Expiration Date: 07/01/2019

Employer's Liability Limits:	Bodily Injury by Accident	\$500,000 each accident
(3.B)	Bodily Injury by Disease	\$500,000 policy limit
	Bodily Injury by Disease	\$500,000 each employee

Quote for Workers Compensation Coverage  
398881-- 07/01/2018-07/01/2019

7380-000	Drivers Chauffeurs & Their Helpers NOC - Commercial
8868-000	College: Professional Employees & Clerical
9101-000	College: All Other Employees

CLASS RATING AND MANUAL PREMIUM DETAIL	EXPOSURE	RATE	PREMIUM
Nelson County Board of Education			
07/01/2018 - 07/01/2019			
8868-000	22,647,099	.27	\$61,147.00
7380-000	967,776	3.82	\$36,969.00
9101-000	2,604,648	2.84	\$73,972.00

PREMIUM CALCULATION DETAIL	TYPE	FACTOR	AMOUNT
07/01/2018 - 07/01/2019	Total Manual Premium		\$172,088.00
	Employers Liability Limits	.008	\$1,377.00
	Total Subject Premium		\$173,465.00
	Experience Modification Premium	.750	-\$43,366.00
	Total Modified Premium		\$130,099.00
	Schedule Rating Premium	.800	-\$26,020.00
Final Estimate	Total Standard Premium		\$104,079.00
	Premium Discount		-\$10,869.00
	Expense Constant		\$260.00
	Terrorism Charge		\$2,622.00
	Estimated Annual Premium		\$96,092.00
	Kentucky Special Fund Assessment		\$6,044.19
	Total Amount Due		\$102,136.19

TOTAL ESTIMATED ANNUAL POLICY PREMIUM **\$102,136.19**

Payment Plan Eligibility: Ten-Payment Plan

**Required Initial Installment Premium:**

BILLING SCHEDULE BILL DATE	BILLING SCHEDULE BILL AMOUNT
05/27/2018	\$25,534.05
08/01/2018	\$8,518.16
09/01/2018	\$8,518.16
10/01/2018	\$8,518.16
11/01/2018	\$8,507.94
12/01/2018	\$8,507.94
01/01/2019	\$8,507.94

BILLING SCHEDULE BILL DATE	BILLING SCHEDULE BILL AMOUNT
02/01/2019	\$8,507.94
03/01/2019	\$8,507.94
04/01/2019	\$8,507.96

**This renewal quotation is based on the information provided by the expiring policy. Any changes in this information unknown at the time of this quotation could change the policy premium. Notify KEMI immediately of any and all changes. If not paid by the renewal date, coverage will expire.**

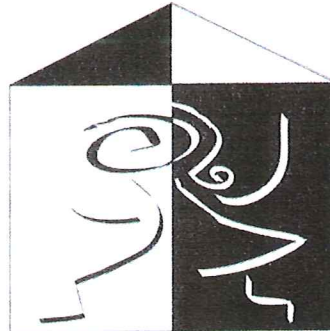
cc: USI Insurance Services LLC





# Bob McCloskey Insurance

Bob McCloskey Insurance

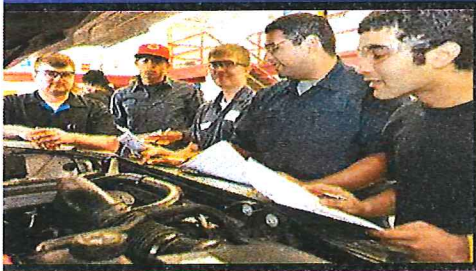


Got You Covered

**BMI BENEFITS, LLC**



Nelson County School District  
288 Wildcat Lane  
Bardstown, KY 40004



P.O. Box 511 - 76 Main Street  
Matawan, New Jersey 07747  
[www.bobmccloskey.com](http://www.bobmccloskey.com)

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Administration since 1975**



## Table of Contents

➤ About Us	1
➤ Quote Letter	3

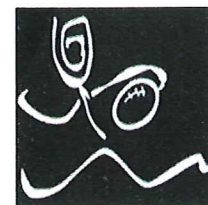


# Bob McCloskey Insurance



## About Bob McCloskey Insurance & BMI Benefits, LLC.

Bob McCloskey Insurance was founded in 1975 by Bob McCloskey Sr., as a general agency selling property and casualty, as well as life and health products. The initial incursion into the special risk accident field consisted of selling to K-12 schools and school districts in NJ, then adding youth baseball and football leagues. The agency grew, and sales to colleges were added; first, for intercollegiate athletic programs, then college accident and sickness plans. Presently, our main focus and block of business is split between the Higher Ed space and the K12 Space. We focus on managing Intercollegiate Athletic Insurance Programs with over 500 College & University athletic insurance clients, ranging from Large Division I schools to small DIII schools, community colleges, technical schools and independent institutions. We also focus on K12 Student and Sports accident Insurance Programs, with close to 1,000 K12 Schools ranging from Large Public Schools Districts to Small Private Schools, and Large Dioceses to Small Parochial Schools.



In 1984, straight from Rutgers University, Rob McCloskey joined the agency, initially handling the Agency's P & C products. Subsequently, Rob took over the sales in Massachusetts and over the years became involved in all phases of the operation; which now includes a full line of accident plans for colleges & universities, K-12 Schools, youth sports, organizations, private, and parochial schools, camps, and sports liability.

It became apparent that in order to provide the full service experience, and satisfy our clients, it was necessary to administer and pay the claims for these programs, and our TPA operation was started in 1986. It was made a separate entity, BMI Benefits, LLC. in 2004. Over the years we have administered plans and programs for many companies. At present, we administer plans for AIG, US Fire, XL Catlin, Starr Indemnity, Arch, Berkley A&H, Chubb, Markel, QBE and StarNet Insurance.



At Bob McCloskey Insurance, we believe that our most important role is that of an advocate for our customer. Providing you with the most appropriate coverage for the best price ensures that we "Got You Covered." We have designed programs which will provide outstanding coverage and protect participants and groups from the financial burden of painful litigation. Because we represent several "A" rated insurance carriers, our recommendation isn't limited to one company's procedures. Instead, we have great flexibility in designing coverage that best suits the needs of your program.

### Our Claims Division

Our "in house" claims company, BMI Benefits, LLC. has over 25 years of experience adjudicating and paying special risk accident claims for colleges, universities, K-12 schools both public and private, youth groups, amateur sports groups, sports leagues, camps, recreation departments and other similar programs.

Each member of our 18+ person claims department has an average of over 15 years of experience. The majority of our staff has experience with major carriers in the industry, resulting in a greater knowledge of the carrier claims process. Our claims turnaround time is 10-15 business days, once all information is received, ensuring that your claim will be adjudicated in a timely fashion.

# Bob McCloskey Insurance



The background and experience of our claims department has also enabled us to become the leader in the application of SIR (Self Insured Retention). Schools are turning to this approach in increasing numbers as a cost effective method of controlling insurance premiums. We have also made judicious use of PPO discount networks and claims negotiation to help reduce claims and thoroughly track primary insurance, therefore further reducing premiums.

Since we handle all claims “in house”, you will get the personalized one-on-one attention that you deserve. Our extensively trained staff have assigned designated accounts, so that the same representative will be involved with your claim from beginning to end. With an overall accuracy rate of 97%, our claims examiners offer consistently high quality and efficient service.

## **Cost Control**

As for obtaining the maximum discounts available, BMI often calls on strategic partners – Occunet, PHX, Stratose (formerly Coalition America) and Global Excel. Working with these companies, we are hitting on over 87% of claims we’ve sent to them for an average of nearly 40-60% in per claim savings! We have seen discounts as high as 70% very often. When added in with the savings we’ve obtained through direct negotiations (either by BMI’s staff or our college/university partners), it is easy to see why working with BMI makes sense.

## **Reporting**

As far as reports go, our reports are easy to follow, and give the client the info they need at their fingertips. We are quite confident that the school will be very pleased with the reports that they’ll have access to. Ad hoc, customized reports can also be provided in both pdf versions as well as excel, for easy sorting and analysis. Reports can be produced by school, athlete, sports, medical provider payments, as well as various other customizable claim tracking reports. Reports can be sent automatically based upon a timetable the school would like to have.





# Bob McCloskey Insurance



## Quote Letter

April 27, 2018

TO: Patrick Conway, Senior Vice President, USI Insurance

FROM: Matthew Deeb, Vice President of Sales & Operations, Bob McCloskey Insurance

RE: Nelson County S.D. - Student Accident Insurance Quotes

Dear Patrick:

Per your request, Bob McCloskey Insurance is pleased to offer the 2018/19 renewal for the student accident insurance for Nelson County School District.

Insurance Carrier: Catlin Insurance Company Inc. (incumbent)

**Base Policy Premium: \$49,100 / Catastrophic Policy Premium: \$4,000**

### Alternative Carrier Quotes – Base Layer

AIG: \$50,503

QBE: 49,497

US Fire: \$53,694

**Base Plan Design** – Coverage extends to all students during school-time, school sponsored and supervised activities including athletics and football. Coverage includes travel to and from school or the school sponsored activity.

- \$25,000 Accident Medical Expense (AME) Maximum
- \$0 Deductible
- 100% U&C, Full Excess
- \$10K AD&D, \$500,000 AD&D Aggregate
- Expanded Medical & Heart & Circulatory Benefit – Included
- 2 Year Benefit Period

Mirroring Internal Limits in the Expiring Policy

- Physical Therapy: 100% U&C up to \$1,000 Max
- Hospital Misc. Expense: 100% U&C up to \$5,000
- X-ray, CAT Scan, MRI: 100% U&C up to \$500
- Outpatient Orthopedic Applicants: 100% U&C up to \$500
- Dental Services: 100% U&C up to \$500 per tooth
- Outpatient Prescription Drugs: 100% U&C up to \$100

**CAT Plan Design** - Coverage extends to all students during school-time, school sponsored and supervised activities including athletics and football. Coverage includes travel to and from school or the school sponsored activity.

Coverage excludes activities that are covered under the Kentucky High School Athletic Association

Catastrophic policy; including while traveling to and from such activity.

- \$7,500,000 Accident Medical Maximum
- \$25,000 Deductible
- \$10K/\$20K AD&D
- \$500K CAT Cash Benefit
- 10 year Benefit Period

# Bob McCloskey Insurance



As always, all that is needed to bind coverage would be a letter from either you or a district official telling us to renew coverage. I look forward to hearing from you, and truly hope to continue to be of service to Nelson County School District.

Sincerely,

Matthew Deeb, Vice President of Sales & Operations  
Bob McCloskey Insurance/BMI Benefits  
76 Main St, PO Box 511  
Matawan, NJ 07747  
800-445-3126  
518-817-3323 (CELL)  
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