



March 6, 2023

Roberts Insurance would like to thank you for the opportunity to provide quotes for your Student Accident Insurance. Our primary focus has been, is and always will be Student Accident Insurance programs, products, and consulting. What differentiates Roberts Insurance from other agencies is our philosophy that student insurance programs should be uniquely designed for each individual institution. Our personalized service and attention to detail throughout the entire year is essential for our mutual success. As a result of continued support, we now insure over 160 districts throughout the state.

For the 2023/24 school year, we are pleased to offer Covington Independent Schools the following renewal options through K&K Insurance, including a \$7.5 million Catastrophic policy with Zurich:

Plan 1: 100% Usual & Customary

Zurich (Renewal)	\$50,183.60
AXIS	\$56,579.60
Hartford	\$55,119.60

If you have any questions, please contact us by phone at 859-623-7684. We can also be reached by email:

Joe Roberts: joe@bobrobertsins.com
John Roberts: john@bobrobertsins.com

We appreciate the opportunity to handle your insurance needs again during the upcoming school year. We look forward to hearing from you!

Kentucky Student Accident Plan #1

100% Reasonable Charges Plan

Eligible Persons Are: Means any person who is a registered student, teacher, and/or coach of the policyholder.

Covered Activities: This policy covers each Eligible Person during the policy period while he or she is: a) participating in school related activities; 1) sponsored by the Plan Sponsor; and 2) on the premises designated and supervised by the Policyholder; or b) traveling with a group in connection with the activities under the direct supervision of the Policyholder c) while participating as a member of a team in intramural, club or interscholastic competitive sports activities sponsored and supervised by the Policyholder.

ACCIDENT MEDICAL EXPENSE BENEFIT	Class 1
Maximum Benefit Amount:	\$25,000 per Insured per Injury
Deductible:	\$0 per Insured per Injury
Benefit Percentage:	100% of R&C
Loss Period:	26 weeks
Benefit Period:	2 year / 10 year for dental

SCHEDULE OF BENEFITS

The Policy provides benefits for loss due to a covered injury up to the Maximum Benefit of \$25,000 for each injury. Provided that the treatment begins within 60 days from the date of the injury, benefits will be payable for covered Medical Expenses incurred within two years from the date of the injury up to the maximum benefit per service as scheduled below. Covered Expenses means the Medically Necessary and Reasonable Charges for services, supplies, and treatment provided or prescribed by a Physician for which an Insured Person is required to pay. Benefits are subject to all applicable conditions, exclusions and limitations and any deductible and coinsurance provisions shown. Benefits are limited to the amounts shown for specific services or supplies.

Note: This Benefit is subject to the Exclusions and other provisions of the Policy. In addition, the following limitations apply.

Felonious Assault Benefit

Benefit Percentage: 100% of the amount otherwise payable for the covered loss.

Maximum Benefit Amount: \$10,000 Per Injury

Felonious Assault is defined as a physical attack by another person resulting in bodily harm. A physical attack is any lawful or unlawful use of force or violence with the intent to cause bodily injury. The physical attack must be considered a felony or misdemeanor in the jurisdiction in which it occurs. See full policy language for further description of coverage.

ACCIDENTAL DEATH AND SPECIFIC LOSS BENEFIT	Class ALL
Aggregate Limit of Liability:	\$500,000
Accidental Death Principal Sum:	\$10,000
Specific Loss Principal Sum:	\$10,000

See the Specific Loss Benefit Provision in the Policy for any applicable benefit reduction in the Principal Sum.

This is a brief illustration of coverage offered through the K12 Student Athletic and Accident Insurance. The Master Policy issued will be the contract and will govern and control the payment of benefits. The Policy is a non-renewable one year term policy. The policy contains an Excess Provision for mandatory coverage. No benefits are payable for expense incurred that is paid or payable by other valid and collectible insurance. The Reasonable Charge is determined by comparing charges for similar services to a national database adjusted to the geographical area where the services or procedures are performed, by reference to the 75th percentile of Ingenix schedules. The Insured Person may be responsible for the difference between the Reasonable Charge and the actual charge from the Provider.

Catastrophic Summary of Benefits

Underwritten by Zurich American Insurance Company

Accident Medical Benefits

- Maximum Benefit Amount: \$7.5 million
- Deductible: \$25,000
- Corridor Deductible
- Benefit Period: 10 years
- Deductible must be satisfied within two years from the date of the Covered Accident

Catastrophe Cash Benefit

- Maximum Benefit Amount: \$500,000
- Initial Lump Sum Benefit Amount: \$104,000
- Monthly Benefit Amount: \$3,300 payable for up to 120 months

Heart Failure Benefit

- Benefit Amount- \$10,000

Seat Belt/Air Bag Benefit

- Maximum Benefit Amount- \$5,000 each

Accidental Death Benefit

- Benefit Amount- \$10,000

Accidental Dismemberment Benefit

- Maximum Benefit Amount- \$20,000

Policy Years 2017 thru 2022
Claims as of 3/06/2023

K and K Insurance Group, Inc.
Custom Loss Report

Insured:
Covington Independent Public Schools

Policy Year Sport	Total Charge	Non-Covered Charges	Number of Claims	K and K Amount Paid	Other Insurance Pay	PPO Savings
2017 BASEBALL	\$43,695.11	\$689.00	2	\$2,566.61	\$8,313.01	\$32,126.49
2017 BASKETBALL	\$1,512.00	\$722.20	3	\$659.26	\$74.49	\$56.05
2017 CHEERLEADING	\$2,087.65	\$1,040.00	2	\$991.68	\$0.00	\$55.97
2017 FOOTBALL	\$35,681.92	\$4,431.00	10	\$23,539.51	\$932.91	\$6,778.50
2017 SOCCER	\$12,200.18	\$2,949.66	1	\$3,088.26	\$2,062.50	\$4,099.76
2017 TRACK & FIELD	\$57,557.49	\$32,239.99	1	\$25,000.00	\$0.00	\$317.50
2017 WRESTLING	\$4,983.00	\$235.00	3	\$3,741.75	\$114.55	\$891.70
	\$157,717.35	\$42,306.85	22	\$59,587.07	\$11,497.46	\$44,325.97
2018 BASKETBALL	\$10,478.00	\$352.00	2	\$1,063.15	\$3,025.68	\$6,037.17
2018 FOOTBALL	\$29,458.34	\$25,933.32	6	\$3,089.48	\$0.00	\$435.54
2018 SCHOOL ACTIVITIES	\$902.00	\$0.00	2	\$676.50	\$0.00	\$225.50
2018 SOCCER	\$0.00	\$0.00	1	\$0.00	\$0.00	\$0.00
2018 SOFTBALL	\$44,394.83	\$510.00	1	\$3,272.12	\$16,670.51	\$23,942.20
2018 VOLLEYBALL	\$0.00	\$0.00	1	\$0.00	\$0.00	\$0.00
2018 WRESTLING	\$18,493.30	\$7,774.97	3	\$6,150.02	\$1,076.52	\$3,491.79
	\$103,726.47	\$34,570.29	16	\$14,251.27	\$20,772.71	\$34,132.20
2019 BASKETBALL	\$1,167.00	\$1,167.00	2	\$0.00	\$0.00	\$0.00
2019 FOOTBALL	\$8,376.77	\$1,888.94	4	\$665.02	\$2,633.53	\$3,189.28
2019 VOLLEYBALL	\$14,274.04	\$73.00	3	\$6,620.58	\$1,231.88	\$6,348.58
2019 WRESTLING	\$7,054.00	\$81.00	1	\$4,622.16	\$1.00	\$2,349.84
	\$30,871.81	\$3,209.94	10	\$11,907.76	\$3,866.41	\$11,887.70
2020 BASKETBALL	\$13,833.07	\$2,098.53	4	\$6,494.00	\$0.00	\$5,240.54
2020 FOOTBALL	\$23,952.06	\$1,062.29	8	\$11,584.69	\$538.66	\$10,766.42
2020 SOFTBALL	\$49,384.82	\$18,755.56	2	\$20,849.30	\$0.00	\$9,779.96
2020 WRESTLING	\$13,932.58	\$3,444.52	3	\$3,184.79	\$2,405.35	\$4,897.92
	\$101,102.53	\$25,360.90	17	\$42,112.78	\$2,944.01	\$30,684.84
2021 BASKETBALL	\$513.00	\$0.00	1	\$404.56	\$108.44	\$0.00
2021 FOOTBALL	\$827.36	\$285.85	7	\$342.63	\$0.00	\$198.88
2021 SOCCER	\$2,473.00	\$2,473.00	1	\$0.00	\$0.00	\$0.00
2021 VOLLEYBALL	\$4,226.96	\$4.00	1	\$3,041.39	\$0.00	\$1,181.57
2021 WRESTLING	\$10,194.26	\$6,067.75	2	\$3,618.03	\$0.00	\$508.48
	\$18,234.58	\$8,830.60	12	\$7,406.61	\$108.44	\$1,888.93
2022 FOOTBALL	\$504.00	\$504.00	1	\$0.00	\$0.00	\$0.00
2022 VOLLEYBALL	\$0.00	\$0.00	1	\$0.00	\$0.00	\$0.00
2022 WRESTLING	\$32,144.28	\$32,144.28	1	\$0.00	\$0.00	\$0.00
	\$32,648.28	\$32,648.28	3	\$0.00	\$0.00	\$0.00

Insured:
Covington Independent Public Schools

	2017	2018	2019	2020	2021	2022
	<u>Policy Year</u>	<u>Policy Year</u>	<u>Policy Year</u>	<u>Policy Year</u>	<u>Policy Year</u>	<u>Policy Year</u>
PAID CLAIMS	\$59,587	\$14,251	\$11,908	\$42,113	\$7,407	\$0
# OF CLAIMS	22	16	10	17	12	3
AVE COST PER CLM	\$2,708.5	\$890.7	\$1,190.8	\$2,477.2	\$617.2	\$0.0
LOSS RATIO	173.3%	38.4%	26.7%	90.0%	16.1%	0.0%

2017 thru 2022 (as of 3-06-2023)

<u>Types of Service</u>	<u>Overall Paid Claims</u>	<u>Sport/Activity</u>	<u>Overall Paid Claims</u>
HO Hospital Outpatient	31.63%	FOOTBALL	29.00%
T2 Physical Therapy, Outpatient 2nd Visit & Thereafter	27.83%	TRACK & FIELD	18.48%
PT Physical Therapy, 1st visit	9.04%	SOFTBALL	17.83%
DM Wheelchairs, Hosp beds, Crutches, Med supplie	9.03%	WRESTLING	15.76%
DX X-Ray	4.42%	VOLLEYBALL	7.14%
DI Diagnostic Imaging Expense	4.35%	BASKETBALL	6.37%
DV Doctor's Visit, 1st Visit-Outpatient	2.79%	SOCCER	2.28%
D2 Doctor's Visit, 2nd vis & thereafter-Outpatient	2.39%	BASEBALL	1.90%
ER Hospital Emergency Care Facility	2.30%	CHEERLEADING	0.73%
AN Anesthesia Expense	2.13%	SCHOOL ACTIVITIES	0.50%
SO Surgery, Outpatient	1.80%		
MS Braces, Orthopedic Appliances	1.66%		
CA Casting Services & Supplies	0.30%		
EP ER Physician	0.20%		
SD Second doc-DV/Schedule of benefits	0.08%		
TX Treatment of Fracture	0.04%		

<u>Leading medical providers</u>	<u>Amount Paid</u>	<u>Leading PPO Discount Providers</u>	<u>Savings</u>
UNIVERSITY OF CINCINNATI	\$52,461.64	UNIVERSITY OF CINCINNATI	\$63,049
KENTUCKY REHABILITATION SERVICES	\$47,786.96	KENTUCKY REHABILITATION SERVICES	\$35,729
ZYNEX MEDICAL INC	\$12,114.85	UC PHYSICIANS CO	\$8,571
UC PHYSICIANS CO	\$11,302.97	ZYNEX MEDICAL INC	\$3,111
ST ELIZABETH MEDICAL CENTER INC	\$5,851.89	ST ELIZABETH MEDICAL CENTER INC	\$2,414
ADVANCED TECHNOLOGIES INC	\$2,117.90	ADVANCED TECHNOLOGIES INC	\$1,658
ORTHOCINCY ORTHOPAEDICS & SPORTS MED	\$2,069.35	COMPASS EMERGENCY PHYS	\$1,594
COMPASS EMERGENCY PHYS	\$529.42	PROSCAN RADIOLOGY NORTHERN KEN	\$1,486
PEDIATRIC PARTNERS OF NORTHERN KY	\$319.56	ORTHOCINCY ORTHOPAEDICS & SPOR	\$1,021
RADIOLOGY ASSOCIATES OF NORTHERN KY PLL	\$282.12	RADIOLOGY ASSOCIATES OF NORTHEF	\$212
PROSCAN RADIOLOGY NORTHERN KENTUCKY	\$51.43	SUMMIT MEDICAL GROUP INC	\$34

Re: Student Accident Insurance renewal

Burtschy, Annette - Finance Director <annette.burtschy@covington.kyschools.us>

Thu 3/9/2023 9:52 AM

To: Joe Roberts <Joe@bobrobertsins.com>

Thanks Joe. I will share all this information with the budget committee and get back to you.

Annette

Annette L. Burtschy
Covington Independent Public Schools
Director of Financial Services/Finance Director
25 East Seventh Street
Covington, KY 41011
859-392-1016 phone
859-292-5916 fax
Email: annette.burtschy@covington.kyschools.us

From: Joe Roberts <Joe@bobrobertsins.com>

Sent: Monday, March 6, 2023 12:48 PM

To: Burtschy, Annette - Finance Director <annette.burtschy@covington.kyschools.us>

Subject: RE: Student Accident Insurance renewal

**This email originated from outside of the Covington Independent Public School District.
Please identify that the sender is legit before responding or opening any included
attachments.**

Annette,

I hope you had a great weekend. The weather was nice once we got Friday behind us!

I have attached the renewal for your Student Accident Insurance policy for the upcoming year. As you know, we always take your business to the marketplace each year to make sure you are receiving the most competitive pricing as well as the most comprehensive coverage. We were able to secure three quotes from the top student accident insurance carriers in the market. All of the quotes are based on the exact same plan you currently have which is a 100% coverage for each student at Covington Independent for all school sponsored and supervised activities from \$0-\$7,500,000.

Your current company, Zurich, came back with the most competitive quote for the upcoming year. The loss ratio two years ago was over 90% (companies target a 65% loss ratio). With that being said, I am thrilled that Zurich is keeping their premium the same as last year. You can see that Hartford and Axis quoted much higher numbers.

I believe Zurich is the best option again this year and I recommend we accept their offer.

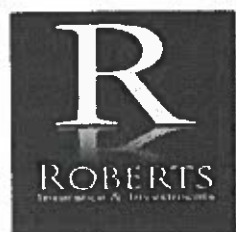
I have also attached the Extra Point Report that summarizes your loss data going back to 2017. This report is one of a kind and it is only provided by K&K Insurance, who is the company that handles your claims.

The Extra Point Report breaks down where your losses are coming from each year going back to 2017. If you look at the second page, you will see that 29% of your losses are coming from football. This is the case with nearly all of the 154 districts we insure in Kentucky. Next you have Track and Field at 18%, Softball at 17% and Wrestling at 16%.

Also notice on the last page where it shows "Leading PPO Discount Providers". This indicates the savings that K&K has been able to negotiate with the top medical providers for Covington Independent. K&K reaches out to these providers to make sure that if a Covington Independent student gets injured, that they are getting the absolute best price for the services. K&K carries a big stick because they insure so many kids across Kentucky. As you can see, the savings are quite substantial over the last 7 years, especially at University of Cincinnati and Kentucky Rehabilitation Services.

Please let me know what questions you have Annette. We are very thankful for our partnership with Covington Independent Schools!

Joe Roberts, ChFC



Registered Representative, LPL Financial
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From: Burtschy, Annette - Finance Director [mailto:annette.burtschy@covington.kyschools.us]
Sent: Thursday, March 2, 2023 3:06 PM
To: Joe Roberts <Joe@bobrobertsins.com>
Subject: Re: Student Accident Insurance renewal

Good to hear from you Joe. We did get a new phone system so that is weird you are having trouble getting through. My number is in my signature line. Can you send me the info and I can review then we can talk? I just had my first budget committee meeting last week so I can get this on the agenda to discuss at the next meeting. Thanks.

Annette

Annette L. Burtschy
Covington Independent Public Schools
Director of Financial Services/Finance Director
25 East Seventh Street

Covington, KY 41011
859-392-1016 phone
859-292-5916 fax
Email: annette.burtschy@covington.kyschools.us

From: Joe Roberts <Joe@bobrobertsins.com>
Sent: Wednesday, March 1, 2023 10:11 AM
To: Burtschy, Annette - Finance Director <annette.burtschy@covington.kyschools.us>
Subject: Student Accident Insurance renewal

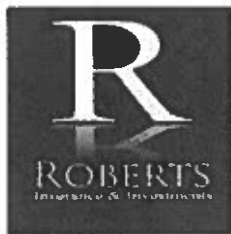
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attachments.**

Hi Annette! I hope you are doing great! I'm looking forward to catching up.

I just tried to call the board office but no one answered. When would be a good time for us to discuss the renewal? The numbers look good!

Looking forward to talking with you.

Joe Roberts, ChFC



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