

March 7, 2024

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 2024/25 school year, we are pleased to offer Covington Independent Schools the following renewal options, including a \$7.5 million Catastrophic policy with Zurich American Insurance Company. K&K Insurance will continue to process the claims:

**Plan 1: 100% Usual & Customary**

|                  |             |
|------------------|-------------|
| Zurich (Current) | \$50,183.60 |
| AXIS             | \$56,443.60 |
| Hartford         | \$55,273.60 |

We have also obtained the following quote, underwritten by **Berkley Accident & Health**, including the \$7.5 million Catastrophic policy with Zurich American Insurance Company. Health Special Risk (HSR) would process the claims:

- **Plan 1: 100% Usual & Customary - \$54,933.60**

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.

| <b>ACCIDENT MEDICAL EXPENSE BENEFIT</b> | <b>Class 1</b>                  |
|---|---------------------------------|
| 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**

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

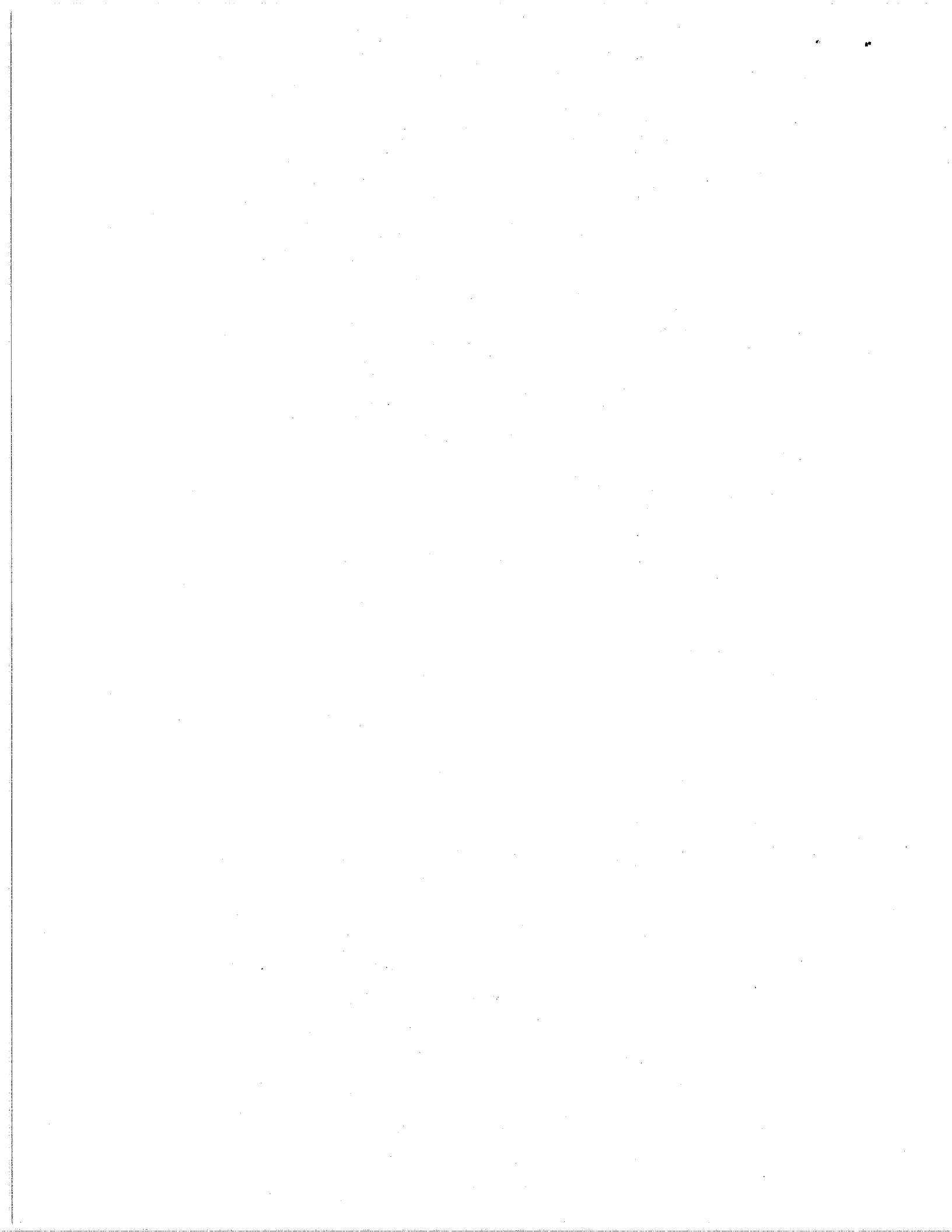
- Maximum Benefit Amount- \$5,000 each

## Accidental Death Benefit

- Benefit Amount- \$10,000

## Accidental Dismemberment Benefit

- Maximum Benefit Amount- \$20,000



Policy Years 2018 thru 2023  
 Claims as of 3/07/2024

K and K Insurance Group, Inc.  
 Custom Loss Report

Insured:  
 Covington Independent Public Schools

| Policy<br>Year Sport   | Total Charge        | Non-Covered<br>Charges | Number<br>of Claims | K and K<br>Amount Paid | Other<br>Insurance<br>Pay | PPO<br>Savings     |
|------------------------|---------------------|------------------------|---------------------|------------------------|---------------------------|--------------------|
| 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         |
|                        | <b>\$103,726.47</b> | <b>\$34,570.29</b>     | <b>16</b>           | <b>\$14,251.27</b>     | <b>\$20,772.71</b>        | <b>\$34,132.20</b> |
| 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         |
|                        | <b>\$30,871.81</b>  | <b>\$3,209.94</b>      | <b>10</b>           | <b>\$11,907.76</b>     | <b>\$3,866.41</b>         | <b>\$11,887.70</b> |
| 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         |
|                        | <b>\$101,102.53</b> | <b>\$25,360.90</b>     | <b>17</b>           | <b>\$42,112.78</b>     | <b>\$2,944.01</b>         | <b>\$30,684.84</b> |
| 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         | \$112,566.37        | \$70,874.93            | 2                   | \$25,460.00            | \$0.00                    | \$16,231.44        |
|                        | <b>\$120,606.69</b> | <b>\$73,637.78</b>     | <b>12</b>           | <b>\$29,248.58</b>     | <b>\$108.44</b>           | <b>\$17,611.89</b> |
| 2022 BASKETBALL        | \$0.00              | \$0.00                 | 1                   | \$0.00                 | \$0.00                    | \$0.00             |
| 2022 FOOTBALL          | \$504.00            | \$504.00               | 1                   | \$0.00                 | \$0.00                    | \$0.00             |
| 2022 SOFTBALL          | \$2,783.42          | \$150.00               | 1                   | \$150.00               | \$1,726.00                | \$757.42           |
| 2022 VOLLEYBALL        | \$0.00              | \$0.00                 | 1                   | \$0.00                 | \$0.00                    | \$0.00             |
| 2022 WRESTLING         | \$65,558.56         | \$65,558.56            | 1                   | \$0.00                 | \$0.00                    | \$0.00             |
|                        | <b>\$68,845.98</b>  | <b>\$66,212.56</b>     | <b>5</b>            | <b>\$150.00</b>        | <b>\$1,726.00</b>         | <b>\$757.42</b>    |
| 2023 BASKETBALL        | \$0.00              | \$0.00                 | 1                   | \$0.00                 | \$0.00                    | \$0.00             |
| 2023 FOOTBALL          | \$5,319.00          | \$5.00                 | 3                   | \$5,302.00             | \$0.00                    | \$12.00            |
| 2023 SOCCER            | \$59,625.15         | \$47,045.29            | 3                   | \$1,755.68             | \$3,630.52                | \$7,193.66         |
| 2023 WRESTLING         | \$135.00            | \$135.00               | 3                   | \$0.00                 | \$0.00                    | \$0.00             |
|                        | <b>\$65,079.15</b>  | <b>\$47,185.29</b>     | <b>10</b>           | <b>\$7,057.68</b>      | <b>\$3,630.52</b>         | <b>\$7,205.66</b>  |

Policy Years 2018 thru 2023  
Claims as of 3/07/2024

K and K Insurance Group, Inc.  
Custom Loss Report

Insured:  
Covington Independent Public Schools

|                         | 2018               | 2019               | 2020               | 2021               | 2022               | 2023               |
|-------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|                         | <u>Policy Year</u> | <u>Policy Year</u> | <u>Policy Year</u> | <u>Policy Year</u> | <u>Policy Year</u> | <u>Policy Year</u> |
| <b>PAID CLAIMS</b>      | \$14,251           | \$11,908           | \$42,113           | \$29,249           | \$150              | \$7,058            |
| <b># OF CLAIMS</b>      | 16                 | 10                 | 17                 | 12                 | 5                  | 10                 |
| <b>AVE COST PER CLM</b> | \$890.7            | \$1,190.8          | \$2,477.2          | \$2,437.4          | \$30.0             | \$705.8            |
| <b>LOSS RATIO</b>       | 38.4%              | 26.7%              | 90.0%              | 63.5%              | 0.3%               | 15.3%              |

**2018 thru 2023 (as of 3-07-2024)**

| <u>Types of Service</u>                                | <u>Overall Paid Claims</u> | <u>Sport/Activity</u> | <u>Overall Paid Claims</u> |
|--|----------------------------|-----------------------|----------------------------|
| T2 Physical Therapy, Outpatient 2nd Visit & Thereafter | 39.32%                     | WRESTLING             | 37.64%                     |
| HO Hospital Outpatient                                 | 21.37%                     | SOFTBALL              | 23.18%                     |
| DM Wheelchairs, Hosp beds, Crutches, Med supplie       | 11.51%                     | FOOTBALL              | 20.04%                     |
| PT Physical Therapy, 1st visit                         | 10.87%                     | VOLLEYBALL            | 9.23%                      |
| DI Diagnostic Imaging Expense                          | 3.33%                      | BASKETBALL            | 7.60%                      |
| EX Emergency X-rays                                    | 2.69%                      | SOCCER                | 1.68%                      |
| MS Braces, Orthopedic Appliances                       | 2.33%                      | SCHOOL ACTIVITIES     | 0.65%                      |
| DV Doctor's Visit, 1st Visit-Outpatient                | 1.89%                      |                       |                            |
| DX X-Ray   | 1.73%                      |                       |                            |
| SO Surgery, Outpatient                                 | 1.55%                      |                       |                            |
| D2 Doctor's Visit, 2nd vis & thereafter-Outpatient     | 1.28%                      |                       |                            |
| AN Anesthesia Expense                                  | 1.06%                      |                       |                            |
| ER Hospital Emergency Care Facility                    | 0.57%                      |                       |                            |
| EP ER Physician  | 0.23%                      |                       |                            |
| OC Occupational Therapy                                | 0.15%                      |                       |                            |
| SD Second doc-DV/Schedule of benefits                  | 0.11%                      |                       |                            |

| <u>Leading medical providers</u>     | <u>Amount Paid</u> | <u>Leading PPO Discount Providers</u> | <u>Savings</u> |
|--------------------------------------|--------------------|---------------------------------------|----------------|
| KENTUCKY REHABILITATION SERVICES     | \$51,266.63        | KENTUCKY REHABILITATION SERVICES      | \$38,726       |
| UNIVERSITY OF CINCINNATI             | \$28,019.96        | UNIVERSITY OF CINCINNATI              | \$29,396       |
| ZYNEX MEDICAL INC                    | \$12,114.85        | ANTHEM INC                            | \$7,861        |
| UC PHYSICIANS CO                     | \$4,613.64         | CARELON SUBROGATION, LLC              | \$7,861        |
| ST ELIZABETH MEDICAL CENTER INC      | \$3,380.27         | UC PHYSICIANS CO                      | \$6,370        |
| ADVANCED TECHNOLOGIES INC            | \$1,873.69         | ZYNEX MEDICAL INC                     | \$3,111        |
| CARELON SUBROGATION, LLC             | \$1,402.73         | ADVANCED TECHNOLOGIES INC             | \$1,658        |
| ORTHOCINCY ORTHOPAEDICS & SPORTS MED | \$548.00           | ST ELIZABETH MEDICAL CENTER INC       | \$1,580        |
| COMPASS EMERGENCY PHYS               | \$460.00           | PROSCAN RADIOLOGY NORTHERN KEN        | \$1,486        |
| REHABCLINICS (SPT) NOVACARE          | \$366.00           | ORTHOCINCY ORTHOPAEDICS & SPOR        | \$301          |
| DJO GLOBAL INC                       | \$68.08            | DJO GLOBAL INC                        | \$282          |

## Student Accident Insurance renewal

Joe Roberts <Joe@bobrobertsins.com>

Thu 3/7/2024 11:04 AM

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

 2 attachments (345 KB)

Covington Independent Renewal Packet.pdf; Covington Ind Extra Point report 2024.pdf;

**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.**

This message was sent securely using Zix<sup>®</sup>

Annette,

It was great to catch up with you yesterday. I hope you have a fantastic vacation to FL.

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 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. I am very happy to say that Zurich is keeping their premium the same as last year. You can see that Hartford and Axis were competitive, but ultimately higher in price than Zurich.

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 2018. 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 2018. If you look at the second page, you will see that 37% of your claims are coming from Wrestling. Then we have softball at 23% and football at 20%.

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.

Please let me know what questions you have before your budget meeting Annette. We are very grateful for our partnership with Covington Independent Schools!

**Joe Roberts, ChFC**



Registered Representative, LPL Financial  
Roberts Insurance & Investments  
PO Box 1177  
527 West Main Street  
Richmond, KY 40475  
(859) 623-7684  
(859) 623-0242 FAX

Securities offered through LPL Financial. Member FINRA/SIPC

The information contained in this email message is being transmitted to and is intended for the use of only the individual(s) to whom it is addressed. If the reader of this message is not the intended recipient, you are hereby advised that any dissemination, distribution or copying of this message is strictly prohibited. If you have received this message in error, please immediately delete.

This message was secured by **Zix**<sup>®</sup>.