

February 28, 2025

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 2025/26 policy 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 (Renewal)	\$50,183.60
AXIS	\$58,263.60
Hartford	\$56,888.60

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 policy 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 2019 thru 2024
Claims as of 2/25/2025

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
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	\$112,566.37	\$70,874.93	2	\$25,460.00	\$0.00	\$16,231.44
	\$120,606.69	\$73,637.78	12	\$29,248.58	\$108.44	\$17,611.89
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	\$98,993.43	\$73,993.43	1	\$25,000.00	\$0.00	\$0.00
	\$102,280.85	\$74,647.43	5	\$25,150.00	\$1,726.00	\$757.42
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 SCHOOL ACTIVITIES	\$0.00	\$0.00	1	\$0.00	\$0.00	\$0.00
2023 SOCCER	\$282,802.04	\$52,901.85	3	\$8,589.58	\$54,896.74	\$166,413.87
2023 SOFTBALL	\$0.00	\$0.00	1	\$0.00	\$0.00	\$0.00
2023 WRESTLING	\$38,389.87	\$612.10	3	\$27,135.65	\$0.00	\$10,642.12
	\$326,510.91	\$53,518.95	12	\$41,027.23	\$54,896.74	\$177,067.99
2024 SCHOOL ACTIVITIES	\$3,838.40	\$999.40	4	\$2,077.15	\$88.89	\$672.96

Policy Years 2019 thru 2024
Claims as of 2/25/2025

K and K Insurance Group, Inc.
Custom Loss Report

Insured:
Covington Independent Public Schools

	2019	2020	2021	2022	2023	2024
	<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	\$11,908	\$42,113	\$29,249	\$25,150	\$41,027	\$2,077
# OF CLAIMS	10	17	12	5	12	4
AVE COST PER CLM	\$1,190.8	\$2,477.2	\$2,437.4	\$5,030.0	\$3,418.9	\$519.3
LOSS RATIO	26.7%	90.0%	63.5%	54.6%	89.1%	4.5%

2019 thru 2024 (as of 2-25-2025)

<u>Types of Service</u>	<u>Overall Paid Claims</u>	<u>Sport/Activity</u>	<u>Overall Paid Claims</u>
HO Hospital Outpatient	47.10%	WRESTLING	56.36%
T2 Physical Therapy, Outpatient 2nd Visit & Thereafter	24.22%	SOFTBALL	13.86%
DM Wheelchairs, Hosp beds, Crutches, Med supplies	8.05%	FOOTBALL	11.81%
PT Physical Therapy, 1st visit	7.47%	VOLLEYBALL	6.38%
DI Diagnostic Imaging Expense	2.78%	SOCCER	5.67%
MS Braces, Orthopedic Appliances	2.16%	BASKETBALL	4.55%
EX Emergency X-rays	1.87%	SCHOOL ACTIVITIES	1.37%
DV Doctor's Visit, 1st Visit-Outpatient	1.48%		
AN Anesthesia Expense	1.28%		
SO Surgery, Outpatient	1.09%		
D2 Doctor's Visit, 2nd vis & thereafter-Outpatient	0.80%		
DX X-Ray	0.67%		
ER Hospital Emergency Care Facility	0.49%		
CA Casting Services & Supplies	0.16%		
EP ER Physician	0.16%		
OC Occupational Therapy	0.10%		
SD Second doc-DV/Schedule of benefits	0.08%		
PD Prescription Drugs	0.02%		

<u>Leading medical providers</u>	<u>Amount Paid</u>	<u>Leading PPO Discount Providers</u>	<u>Savings</u>
UNIVERSITY OF CINCINNATI	\$71,807.36	WEST CHESTER MEDICAL CENTER	\$71,627
KENTUCKY REHABILITATION SERVICES	\$44,250.00	KENTUCKY REHABILITATION SERVICES	\$32,151
ZYNEX MEDICAL INC	\$12,114.85	UNIVERSITY OF CINCINNATI	\$17,470
ST ELIZABETH MEDICAL CENTER INC	\$3,625.09	ANTHEM INC	\$7,861
UC PHYSICIANS CO	\$2,883.89	CARELON SUBROGATION, LLC	\$7,861
BLUE CROSS/BLUE SHIELD OF INDIANA	\$1,738.59	ZYNEX MEDICAL INC	\$3,111
ORTHOCINCY ORTHOPAEDICS & SPORTS MED	\$1,589.00	KENTUCKY ORTHOPEDIC REHABILITAT	\$2,892
ADVANCED TECHNOLOGY OF KENTUCKY INC	\$1,510.28	UC PHYSICIANS CO	\$2,546
CARELON SUBROGATION, LLC	\$1,402.73	ST ELIZABETH MEDICAL CENTER INC	\$1,530
KENTUCKY ORTHOPEDIC REHABILITATION LLC	\$961.17	ADVANCED TECHNOLOGY OF KENTUCKY	\$1,525
WEST CHESTER MEDICAL CENTER	\$621.14	PROSCAN RADIOLOGY NORTHERN KEN	\$1,486



Outlook

Student Accident Insurance renewal

From Joe Roberts <Joe@bobrobertsins.com>

Date Fri 2/28/2025 12:06 PM

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

 2 attachments (272 KB)

Covington Independent Renewal Packet.pdf; Covington Ind Extra Point report 2025.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.**

Good morning Annette! I hope you've had a great week.

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 marketplace: Zurich (your current company), Axis and Hartford. 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.

I am happy to say that Zurich came back with the most competitive quote for the upcoming year. In fact, there will be no change in premium, and your coverage will remain the same. You can see that Hartford and Axis came in with much higher pricing than Zurich.

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

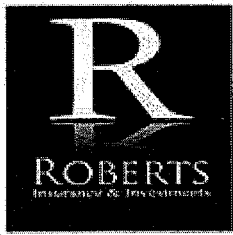
Your loss ratio was 89% last year which is above the 65% target that most insurance companies strive for. The average loss ratio for Covington Independent the last 4 years is 75%. Zurich has continued to come in with very aggressive quotes and kept your premium flat even with a loss ratio that is running high. We are very proud of this fact.

I have also attached the Extra Point Report that summarizes your loss data going back to 2019. This report is one of a kind and it is only provided by K&K Insurance, who is the company that handles your claims. If you look at the second page, you will see that 56% of your claims are coming from Wrestling. Then we have softball at 13% and football at 11%.

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 Annette. We are very grateful for our partnership with Covington Independent Schools! I appreciate your very much!

Joe Roberts, ChFC



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