



# Gallagher

Insurance | Risk Management | Consulting



## Augusta-Richmond County

### Risk Management & Insurance Executive Summary

1.26.2023

#### Presented by:

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Gallagher

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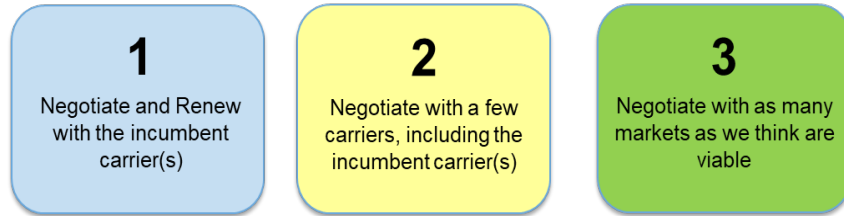
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## Go To Market Strategy

Based on forecasted market conditions, your risk profile and your loss experience Gallagher has recommended a Go-To-Market strategy as follows:



### Augusta-Richmond County

#	Line of Coverage	Incumbent Market	GTM Strategy	Notes/Comments
1	Excess Workers Comp	Safety National	3 Full Marketing	Full marketing effort in 2023 due to recent loss experience
2	Buffer Workers Comp	N/A	2 Few Markets	Buffer layer levels and markets will be marketed once excess layer is completed
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#### Typical Underwriting Information Requested:

1. Updated Exposures – Estimated Payroll by Class Code
2. Completed Carrier Applications
3. Qualitative Information / Risk Control Program Accomplishments

## Marketing Results

### 1. Safety National - Quoted

- A. Provided multiple retention options of \$1M (Expiring), \$1.25M and \$1.5M

### 2. Midwest Employers - Declined

- A. Would require split retentions of \$1M/\$2.5M (All other employees/Police and Fire)
- B. Premium indication would not be competitive starting at \$500k for higher retentions

### 3. Arch - Declined

- A. Minimum retention would be at least \$2M
- B. Pricing would not be competitive

### 4. Buffer Market - Fortegra

- C. Not competitive – verbal indication only

# Renewal Options

## Augusta Richmond

Policy Effective Date: **3/1/2023**

Broker: **Scott Thomason**

Policy Expiration Date: **3/1/2024**

Issue Date: **1/23/2023**

Program Overview	Expiring	Option 1	Option 2	Option 3
<b>Excess Workers Compensation</b>				
Carrier	Safety National	Safety National	Safety National	Safety National
AM Best Rating	A++, XV	A++, XV	A++, XV	A++, XV
Estimated Payroll	\$130,700,718	\$134,621,738	\$134,621,738	\$134,621,738
Minimum Premium	90%	90%	90%	90%
Policy Term	1 Year	1 Year	1 Year	1 Year
Exposure Change		3.0%	3.0%	3.0%

## Coverage Details

<b>Excess Workers Comp</b>				
Workers Comp Limit	Statutory	Statutory	Statutory	Statutory
Employers Liability Limit	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Self-Insured Retention (SIR)	\$1,000,000	\$1,000,000	\$1,250,000	\$1,500,000
Police/Fire SIRs	\$1,000,000	\$1,000,000	\$1,250,000	\$1,500,000
Aggregate Attachment				
Aggregate Limit				

## Premium+ Details

<b>Excess Workers Comp</b>				
Annual (Deposit) Premium	\$422,948	\$510,620	\$457,445	\$399,692
Payroll Basis	<i>Estimated</i>	<i>Estimated</i>	<i>Estimated</i>	<i>Estimated</i>
<b>Buffer Layer</b>				
Annual (Deposit) Premium				
Payroll Basis				
<b>Risk Management Services</b>				
Risk Mgmt Fee	N/A	N/A	N/A	N/A
<b>Total Premium+</b>	<b>\$422,948</b>	<b>\$510,620</b>	<b>\$457,445</b>	<b>\$399,692</b>
Net Rate Change		17.73%	5.16%	-8.50%

Ground up Loss Projection	\$3,282,612	\$3,919,320	\$3,919,320	\$3,919,320
Projected Excess Losses	-\$362,837	-\$633,428	-\$533,428	-\$433,428
<b>Total Cost of Risk</b>	<b>\$3,342,723</b>	<b>\$3,796,512</b>	<b>\$3,843,337</b>	<b>\$3,885,584</b>
Net TCOR Change		13.6%	15.0%	16.2%
Cost per \$100/Payroll	\$2.56	\$2.82	\$2.85	\$2.89

**DISCLAIMER:** Premium+ includes any surplus lines taxes and fees if applicable. Broker Compensation is included unless specified as a broker fee. Risk management fees are for additional risk consulting services unrelated to the coverage placement. This summary is an outline of certain terms and conditions of the insurance proposed and does not include all of the terms, coverages, exclusions, and conditions of the actual policy language. We make no warranties with respect to policy limits, deductibles, or coverage considerations of the carrier.