



Proposal of Insurance

City Of Norman, OK and Norman Utilities Authority

P.O. Box 370
Norman, OK 73070

Presented: November 3, 2022

Effective: December 1, 2022

Denise Engle, MBA, CPCU, AIC
Insurance Broker

Arthur J. Gallagher Risk Management Services, Inc.
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Gallagher

Insurance | Risk Management | Consulting



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22-2022 City of Norman-Quoted Values 10.26.22	

Service Team

Denise Engle has primary service responsibility for your company. We operate using a team approach. Your Service Team consists of:

NAME / TITLE	PHONE / ALT. PHONE	EMAIL	ROLE
Denise Engle, MBA, CPCU, AIC Insurance Broker	(405) 639-3816	denise_engle@ajg.com	Insurance Broker
Lisa Davis, CISR, CIC Client Service Manager	(405) 639-3813	Lisa_Davis@ajg.com	Client Service Manager
Erikah Davis Client Service Associate	(918) 764-7113	Erikah_Davis@ajg.com	Client Service Associate

Arthur J. Gallagher Risk Management Services, Inc.

Program Structure

Named Insured

Named Insured Schedule:

Add / Change / Delete	Named Insured	Property
	City Of Norman And Norman Utilities Authority	X
	Norman Utilities Authority	X

Note: Any entity not named in this proposal, may not be an insured entity. This may include affiliates, subsidiaries, LLC's, partnerships and joint ventures.

Market Review

We approached the following carriers in an effort to provide the most comprehensive and cost effective insurance program.

INSURANCE COMPANY	LINE OF COVERAGE	RESPONSE	PREMIUM
Affiliated FM Insurance Company	Property	Recommended Quote	\$482,930.00

Location Schedule

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
Property	001	3428 South Jenkins Avenue Norman, Oklahoma 73019
	002	405 East Constitution Street Norman, Oklahoma 73072
	003	515 East Constitution Street Norman, Oklahoma 73072
	004	125 Vicksburg Avenue Norman, Oklahoma 73071
	005	2000 West Brooks Street Norman, Oklahoma 73069
	006	329 South Peters Avenue Norman, Oklahoma 73069
	007	1701 12th Avenue Northeast Norman, Oklahoma 73071
	008	4145 West Robinson Street Norman, Oklahoma 73072
	009	SW 24th Avenue Norman, Oklahoma 73069
	010	West End, Little River Road Norman, Oklahoma 73071
	011	121 North Peters Avenue Norman, Oklahoma 73069
	012	1301 Da Vinci Street Norman, Oklahoma 73069
	013	1472 Da Vinci Street Norman, Oklahoma 73069
	014	636 & 676 & 668 East Lindsey Street Norman, Oklahoma 73069
	015	3942 Jenkins Avenue Norman, Oklahoma 73072
	016	215 East Constitution Street Norman, Oklahoma 73072
	017	3901 Chautauqua Avenue Norman, Oklahoma 73072
	018	411 East Main Street Norman, Oklahoma 73071
	019	2211 West Boyd Street Norman, Oklahoma 73069
	020	500 East Constitution Street Norman, Oklahoma 73072
	021	1000 168th Avenue Northeast Norman, Oklahoma 73026

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
	022	7405 East Alameda Drive Norman, Oklahoma 73026
	023	2207 Goddard Avenue Norman, Oklahoma 73069
	024	201B West Gray Street Norman, Oklahoma 73069
	025	4323 Country Club Terrace Norman, Oklahoma 73072
	026	201A West Gray Street Norman, Oklahoma 73069
	027	201 West Gray Street Norman, Oklahoma 73069
	028	201C West Gray Street Norman, Oklahoma 73069
	029	101 East Main Street Norman, Oklahoma 73069
	030	444 South Flood Avenue Norman, Oklahoma 73069
	031	508 North Peters Avenue Norman, Oklahoma 73069
	032	123 Beal Street Norman, Oklahoma 73069
	033	1001 East Robinson Street Norman, Oklahoma 73071
	034	3280 108th Avenue Northeast Norman, Oklahoma 73026
	035	200 South Jones Avenue Norman, Oklahoma 73069
	036	200 West Daws Street Norman, Oklahoma 73069
	037	3199 36th Avenue Northwest Norman, Oklahoma 73072
	038	Boyd Street & Wylie Road Norman, Oklahoma 73072
	039	600 East Lindsey Street Norman, Oklahoma 73069
	040	2498 36th Ave NE Norman, Oklahoma 73026
	041	1898 36th Avenue Northeast Norman, Oklahoma 73026
	042	3098 36th Avenue Northeast Norman, Oklahoma 73026
	043	2598 9th Avenue Northeast Norman, Oklahoma 73071
	044	1398 36th Avenue Northeast

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
		Norman, Oklahoma 73026
	045	2498 East Robinson Street Norman, Oklahoma 73071
	047	1399 East Rock Creek Road Norman, Oklahoma 73071
	048	3498 North Highway 77 Norman, Oklahoma 73071
	049	3998 North Highway 77 Norman, Oklahoma 73071
	050	4798 North Highway 77 Norman, Oklahoma 73071
	051	4198 North Highway 77 Norman, Oklahoma 73071
	052	4599 North Highway 77 Norman, Oklahoma 73071
	053	5099 North Interstate Drive Norman, Oklahoma 73069
	054	1/2 mi N. of Franklin Rd Norman, Oklahoma 73026
	055	5999 North Interstate Drive Norman, Oklahoma 73069
	056	6398 North Interstate Drive Norman, Oklahoma 73072
	057	6798 North Interstate Drive Norman, Oklahoma 73072
	058	900 Blk of East Apache Street Norman, Oklahoma 73071
	059	NE 12th Avenue & Robinson Street Norman, Oklahoma 73071
	060	East Carter Street & East Robinson Street Norman, Oklahoma 73071
	061	1/2 mi E. of NE 13th & Robinson Norman, Oklahoma 73071
	062	3599 North Porter Avenue Norman, Oklahoma 73071
	063	3298 12th Avenue Northeast Norman, Oklahoma 73071
	064	1898 East Tecumseh Road Norman, Oklahoma 73071
	065	3298 24th Avenue Northeast Norman, Oklahoma 73071
	066	4298 24th Avenue Northeast Norman, Oklahoma 73071
	067	2498 East Franklin Road Norman, Oklahoma 73071

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
	068	3398 East Franklin Road Norman, Oklahoma 73071
	069	4298 36th Avenue Northeast Norman, Oklahoma 73026
	070	3798 36th Avenue Northeast Norman, Oklahoma 73026
	071	4298 East Tecumseh Road Norman, Oklahoma 73026
	072	5401 East Tecumseh Road Norman, Oklahoma 73026
	073	5897 East Tecumseh Road Norman, Oklahoma 73026
	074	5799 North Floyd Cox Drive Norman, Oklahoma 73026
	075	6000 Corky Drive Northeast Norman, Oklahoma 73026
	076	6799 Day Drive Norman, Oklahoma 73026
	077	2198 72nd Avenue Northeast Norman, Oklahoma 73026
	078	7799 East Rock Creek Road Norman, Oklahoma 73026
	079	1399 Paso de Vaca Drive Norman, Oklahoma 73026
	080	1200 72nd Avenue Northeast Norman, Oklahoma 73026
	081	451 West Robinson Street Norman, Oklahoma 73069
	082	2900, 3000 & 3001 East Robinson Street Norman, Oklahoma 73071
	083	3500 South Jenkins Avenue Norman, Oklahoma 73072
	084	398 Bratcher-Miner Road Norman, Oklahoma 73072
	085	121 East Constitution Street Norman, Oklahoma 73072
	086	415 East Main Street Norman, Oklahoma 73071
	087	2400 Westport Drive Norman, Oklahoma 73069
	088	3180 108th Avenue Northeast Norman, Oklahoma 73026
	089	1900 West Robinson Street Norman, Oklahoma 73069
	090	3901 36th Avenue Northwest

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
		Norman, Oklahoma 73072
	091	1198 48th Avenue Northeast Norman, Oklahoma 73026
	092	859 36th Avenue Northeast Norman, Oklahoma 73026
	093	4698 96th Avenue Northeast Norman, Oklahoma 73026
	094	4799 72nd Ave NE Norman, Oklahoma 73069
	095	3998 72nd Avenue Northeast Norman, Oklahoma 73026
	096	6699 East Tecumseh Road Norman, Oklahoma 73026
	097	8399 East Rock Creek Road Norman, Oklahoma 73026
	098	4398 108th Avenue Northeast Norman, Oklahoma 73026
	099	4303 84th Avenue Northeast Norman, Oklahoma 73026
	100	4703 91st Avenue Northeast Norman, Oklahoma 73026
	101	101 West Gray Street Norman, Oklahoma 73069
	102	113 West Gray Street Norman, Oklahoma 73069
	103	115 West Gray Street Norman, Oklahoma 73069
	104	2351 Goddard Avenue Norman, Oklahoma 73069
	105	1507 West Lindsey Street Norman, Oklahoma 73069
	106	1310 Da Vinci Street Norman, Oklahoma 73069
	107	1800 Block of Creighton Court Norman, Oklahoma 73071
	108	3001 East Alameda Street Norman, Oklahoma 73069
	109	1898 Legacy Park Drive Norman, Oklahoma 73069
	110	1311 Da Vinci Street Norman, Oklahoma 73069
	111	1317 Da Vinci Street Norman, Oklahoma 73069
	112	3051 Alameda Street Norman, Oklahoma 73071

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
	113	3432 South Jenkins Avenue Norman, Oklahoma 73072
	114	198 36th Avenue SE Norman, Oklahoma 73072
	115	2595 East Robinson Street Norman, Oklahoma 73071
	116	2699 East Post Oak Road Norman, Oklahoma 73068
	118	2996 East Rock Creek Road Norman, Oklahoma 73071
	119	3496 Wood Valley Road Norman, Oklahoma 73071
	120	4199 12th Avenue NE Norman, Oklahoma 73071
	121	4799 West Rock Creek Road Norman, Oklahoma 73072
	122	499 Sandpiper Lane Norman, Oklahoma 73071
	123	594 24th Avenue NE Norman, Oklahoma 73071
	124	598 Coalbrook Drive Norman, Oklahoma 73071
	125	698 Accipiter Street Norman, Oklahoma 73072
	126	4799 12th Avenue NW Norman, Oklahoma 73069
	127	103 West Acres Street Norman, Oklahoma 73069
	128	1800 Northcliff Avenue Norman, Oklahoma 73071
	129	8495 East Franklin Road Norman, Oklahoma 73026
	130	8481 East Tecumseh Road Norman, Oklahoma 73026
	131	10999 East Tecumseh Road Norman, Oklahoma 73026
	132	4486 East Franklin Road Norman, Oklahoma 73026
	133	5198 East Franklin Road Norman, Oklahoma 73026
	134	5499 60th Avenue NE Norman, Oklahoma 73026
	135	5192 East Tecumseh Road Norman, Oklahoma 73026
	136	3197 60th Avenue NE

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
		Norman, Oklahoma 73026
	137	3801 108th Avenue NE Norman, Oklahoma 73026
	140	3408 Jenkins Avenue Norman, Oklahoma 73072
	141	15295 State Highway 9 Norman, Oklahoma 73026
	142	3240 108th Avenue Northeast Norman, Oklahoma 73026
	143	2797 East Robinson Street Norman, Oklahoma 73071
	144	3599 84th Avenue Southeast Norman, Oklahoma 73026
	145	3440 South Jenkins Avenue Norman, Oklahoma 73072
	146	3803 Chautauqua Avenue Norman, Oklahoma 73072
	147	531 East Symmes Street Norman, Oklahoma 73071
	149	1320 Da Vinci Street Norman, Oklahoma 73069

Program Details

Coverage: Property
Carrier: Affiliated FM Insurance Company
Policy Period: 12/1/2022 to 12/1/2023

The following is a general summary of the Insuring Agreement. Refer to actual policy form for complete terms and conditions.

Coinsurance or Agreed Amount:

DESCRIPTION	AGREED AMOUNT	COINSURANCE %
Real Property	Yes	N/A

Coverage:

LOCATION DETAILS	SUBJECT OF INSURANCE	LIMIT TYPE	AMOUNT	BASIS
	Policy Limit - This Company's total limit of liability, including any insured Business Interruption loss, will not exceed the Policy Limit of as a result of any one occurrence subject to the respective sub-limits of liability shown elsewhere in this Policy.	Limit	\$271,303,169	
	Earth Movement	Sublimit	\$50,000,000	Annual Aggregate
	- Not to exceed for Data Service Provider - Business Interruption, Data Service Provider - Property Damage, Errors and Omissions, Off-Premises Service Interruption - Business Interruption, Off-Premises Service Interruption - Property Damage, Supply Chain and Unnamed Property, Combined	Sublimit	\$50,000	Annual Aggregate
	Flood	Sublimit	\$50,000,000	Annual Aggregate
	- Not to exceed for Data Service Provider - Business Interruption, Data Service Provider - Property Damage, Errors and Omissions, Off-Premises Service Interruption - Business Interruption, Off-Premises Service Interruption - Property Damage, Supply Chain and Unnamed Property, combined Sub-Limited Location Schedule:	Sublimit	\$50,000	Annual Aggregate
			-	
Loc.# 147	Location Limit	Sublimit	\$100,000 not to exceed	
Loc.# 147	Real Property	Sublimit	\$100,000	

Deductibles / Self-Insured Retention

TYPE	COVERAGE	AMOUNT
Deductible	Qualifying Periods and Deductibles:	-
Deductible	Communicable Disease - Property Damage and Communicable Disease - Business Interruption	48 hours
Deductible	Data Restoration	48 hours

Deductibles / Self-Insured Retention

TYPE	COVERAGE	AMOUNT
Deductible	Data Service Provider - Property Damage and Data Service Provider - Business Interruption	24 hours
Deductible	Off-Premises Service Interruption - Property Damage and Off-Premises Service Interruption - Business Interruption	24 hours
Deductible	Owned Network Interruption	48 hours
Deductible	Boiler and Machinery:	-
Deductible	Property Damage	\$10,000
Deductible	Business Interruption	1 day equivalent
Deductible	Earthquake - per location	\$100,000
Deductible	Flood - per location	\$100,000
Deductible	water damage	\$100,000
Deductible	wind and hail - per location	\$50,000
Deductible	Except for the following	-
Deductible	- Loc.# 1, 12, 82, 105, 127 - per location	\$300,000
Deductible	- Loc.# 106 - per location	\$250,000
Deductible	- Loc.# 7, 14, 17, 24, 87, 149 - per location	\$200,000
Deductible	- Loc.# 5, 26, 27, 28, 108, 112 - per location	\$100,000
Deductible	All Other Losses	\$10,000

Additional Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT	BASIS
Sub-Limits - Unless Otherwise Stated Below or Elsewhere in This Policy, The Following Sub-Limits of Liability, Including any Insured Business Interruption Loss, Will be the Maximum Payable and Will Apply on a Per Occurrence Basis.			
Accounts Receivable	Sublimit	\$1,000,000	
Arson or Theft Reward	Sublimit	\$100,000	
Attraction Property	Sublimit	\$100,000	
boiler and machinery		Policy Limit	
Brand Protection		Policy Limit	
Change of Temperature	Sublimit	\$100,000	
Civil or Military Authority		30 days	
Communicable Disease - Property Damage and Communicable Disease - Business Interruption combined	Sublimit	\$1,000 annual aggregate, not to exceed 12 months	
Contractual Penalties	Sublimit	\$100,000	
Crisis Management	Sublimit	\$100,000, not to exceed 30 days	
cyber event			

Additional Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT	BASIS
- For Data Restoration and Owned Network Interruption combined	Sublimit	\$1,000	Annual Aggregate
- For Data Service Provider - Property Damage and Data Service Provider - Business Interruption Combined	Sublimit	\$1,000	Annual Aggregate
- For Loss or Damage to Stock in Process or Finished Goods Manufactured by or for the Insured Caused by or Resulting from Cyber Event that Impacts the Processing, Manufacturing, Or Testing of Such Property or While it is Otherwise Being Worked on.	Sublimit	\$50,000	Annual Aggregate
Data Restoration	Sublimit	\$500,000	Annual Aggregate
Data Service Provider - Property Damage and Data Service Provider - Business Interruption Combined	Sublimit	\$50,000	Annual Aggregate
Debris Removal		Policy Limit	
Decontamination Costs		Policy Limit	
Deferred Payment	Sublimit	\$100,000	
Demolition and Increased Cost of Construction		Policy Limit	
Errors and Omissions	Sublimit	\$1,000,000	
Expediting Expenses	Sublimit	\$250,000	
Extra Expense	Sublimit	\$100,000	
fine arts	Sublimit	\$250,000, not to exceed \$10,000 per item for irreplaceable fine arts	
Green Coverage	Sublimit	\$50,000 not to exceed 25% of the amount of the property damage loss	
Ingress/Egress	Sublimit	\$500,000	
Land and Water Clean Up Expense	Sublimit	\$50,000	Annual Aggregate
Leasehold Interest	Sublimit	\$250,000	
Locks and Keys	Sublimit	\$100,000	
Logistics Extra Cost	Sublimit	\$100,000	
Money and Securities	Sublimit	\$100,000	
Newly Acquired Property	Sublimit	\$2,500,000	
Off-Premises Service Interruption - Property Damage and off-Premises Service Interruption - Business Interruption Combined	Sublimit	\$500,000	
Owned Network Interruption		Included in cyber event limit	
Professional Fees	Sublimit	\$100,000	
Property Removed from a Location		Policy Limit	
Protection and Preservation of Property - Business Interruption		Policy Limit	
Protection and Preservation of Property - Property Damage		Policy Limit, not to exceed \$	

Additional Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT	BASIS
		250,000 for security costs	
Research and Development	Sublimit	\$250,000	
Soft Costs	Sublimit	\$100,000	
Supply Chain	Sublimit	\$500,000	
Tax Treatment	Sublimit	\$100,000	
Tenants Legal Liability	Sublimit	\$100,000	
Terrorism	Sublimit	\$100,000	Annual Aggregate
- not to exceed for Flood and Property Removed from a Location combined	Sublimit	\$100,000	Annual Aggregate
Terrorism: Supplemental United States Certified Act of Terrorism Endorsement(S)	Sublimit	\$100,000 / for property located in the United States of America	
Transit	Sublimit	\$500,000	
- not to exceed for Business Interruption	Sublimit	\$250,000	
Unnamed Property	Sublimit	\$1,000,000	
valuable papers and records	Sublimit	\$500,000, not to exceed \$10,000 per item for irreplaceable valuable papers and records	

Valuations:

DESCRIPTION	LIMITATIONS
Real Property	Replacement Cost

Perils Covered:

TYPE	DESCRIPTION
Special Form Perils	Applies

Endorsements include, but are not limited to:

DESCRIPTION
United States Certified Act of Terrorism - PRO 207 (01/20)
Declarations Page - PRO DEC 4100 (04/15)
Declarations - PRO S-1 4100 (01/20)
All Risk Coverage - PRO AR 4100 (06/21)
Supplemental United States Certified Act of Terrorism Endorsement - AFM 7312 (06/21)
Oklahoma Amendatory Endorsement - AFM 6242 (04/15)

Exclusions include, but are not limited to:

DESCRIPTION
Earth Movement Exclusion
Flood Exclusion
Government Action Exclusion
War Exclusion
Nuclear Hazard, Power Failure
Transmission and Distribution Systems Exclusion - PRO 132 (01/19)
Specific Flood Exclusion - PRO 128 (01/17)

Binding Requirements:

DESCRIPTION
Subject To: Signed TRIA Forms.

Other Significant Terms and Conditions/Restrictions:

DESCRIPTION
Policy Territory: Coverage Provided by This Policy is Limited to Property While Located Within the United States of America. Cyber Coverage Territory: Coverage Provided in Data Restoration; Data Service Provider Property Damage and Business Interruption; And Owned Network Interruption is Limited to Anywhere in the World Except Cuba; Iran; North Korea; Russian Federation; Sudan; Syria; And Crimea, Donetsk People'S Republic (Dpr) and Luhansk People'S Republic (Lpr) Regions of Ukraine.
Total Premium includes TRIA Premium of \$14,066.00

Premium	\$482,930.00
ESTIMATED PROGRAM COST	\$482,930.00
TRIA/TRIPRA PREMIUM (+ Additional Surcharges, Taxes and Fees as applicable)	INCLUDED

Statement of Values: see attached spreadsheet

Premium Summary

The estimated program cost for the options are outlined in the following table:

LINE OF COVERAGE		EXPIRING PROGRAM		PROPOSED PROGRAM	
		CARRIER	EXPIRING COST	CARRIER	ESTIMATED COST
Property	Premium	Affiliated FM Insurance Company (Factory Mutual Insurance Company)	\$421,558.00	Affiliated FM Insurance Company (Factory Mutual Insurance Company)	\$468,864.00
	Estimated Cost		\$421,558.00		\$468,864.00
	TRIA Premium		Rejected		\$14,066.00
Total Estimated Program Cost			\$421,558.00		\$482,930.00

Quote from **Affiliated FM Insurance Company (Factory Mutual Insurance Company)** is valid until **12/1/2022**

Premiums are due and payable as billed and may be financed, subject to acceptance by an approved finance company. Following acceptance, completion (and signature) of a premium finance agreement with the specified down payment is required. Note: Unless prohibited by law, Gallagher may earn compensation for this optional value-added service.

Gallagher is responsible for the placement of the following lines of coverage:

- Property**
- Property (Solar)**
- Crime**

It is understood that any other type of exposure/coverage is either self-insured or placed by another brokerage firm other than Gallagher. If you need help in placing other lines of coverage or covering other types of exposures, please contact your Gallagher representative.

Premium Financing

Arthur J. Gallagher is pleased to offer Premium Financing for our clients.

What is Premium Financing?

Premium financing is a short-term loan that provides premium payment flexibility. By financing, you have the option to spread out your premium payments instead of paying in full at the time of policy purchase or renewal.

Why Premium Financing May be Good for Your Business?

- May improve **capital and cash flow management** by spreading out premium payments over the policy period.
- Allows for **consolidation of** multiple policies into one premium finance agreement with a single monthly or quarterly payment.
- Provides automated **ACH options and flexible payment** terms.

Want to Learn More?

If you are interested in learning more or obtaining a quote, contact your Client Service Manager.

Payment Plans

CARRIER / PAYABLE CARRIER	LINE OF COVERAGE	PAYMENT SCHEDULE	PAYMENT METHOD
Affiliated FM Insurance Company (Factory Mutual Insurance Company)	Property	Annual	Agency Bill

Coinsurance Illustration

Coinsurance Formula:

$$\text{Insurance Carried} \div \text{Insurance Required} \times \text{Loss} - \text{Deductible} = \text{Settlement}$$

Example of Coinsurance formula applied to a hypothetical loss situation:

Property Value	=	\$1,000,000
Coinsurance Amount	=	80%
Deductible	=	\$500
Insurance Required	=	\$800,000 (80% of \$1,000,000)
Insurance Carried	=	\$400,000
Loss Incurred	=	\$200,000

Settlement determined by applying the coinsurance formula:

$$\frac{\$400,000 \text{ (Insurance Carried)}}{\$800,000 \text{ (Insurance Required)}} \times \$200,000 \text{ (Loss)} - \$500 \text{ (Deductible)} = \$99,500 \text{ Settlement}$$

Note: If the property in the above example is insured for the full insurance required (\$800,000), the insured will recover \$199,500. In the above example, the insured will suffer a \$100,000 penalty for not being insured to the proper limit.

Carrier Ratings and Admitted Status

PROPOSED INSURANCE COMPANIES	A.M. BEST'S RATING & FINANCIAL SIZE CATEGORY *	ADMITTED/NON-ADMITTED **
Affiliated FM Insurance Company	A+ XV	Admitted

*Gallagher companies use A.M. Best rated insurers and the rating listed above was verified on the date the proposal document was created.

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**If coverage placed with a non-admitted carrier, it is doing business in the state as a surplus lines or non-admitted carrier, and is neither subject to the same regulations as an admitted carrier nor do they participate in any state insurance guarantee fund.

Gallagher companies make no representations and warranties concerning the solvency of any carrier, nor does it make any representation or warranty concerning the rating of the carrier which may change.

Proposal Disclosures

Proposal Disclosures

The following disclosures are hereby made a part of this proposal. Please review these disclosures prior to signing the Client Authorization to Bind or e-mail confirmation.

Proposal Disclaimer

IMPORTANT: The proposal and/or any executive summaries outline certain terms and conditions of the insurance proposed by the insurers, based on the information provided by your company. The insurance policies themselves must be read to fully understand the terms, coverages, exclusions, limitations and/or conditions of the actual policy contract of insurance. Policy forms will be made available upon request. We make no warranties with respect to policy limits or coverage considerations of the carrier.

Compensation Disclosure

1. Gallagher Companies are primarily compensated from the usual and customary commissions, fees or, where permitted, a combination of both, for brokerage and servicing of insurance policies, annuity contracts, guarantee contracts and surety bonds (collectively "insurance coverages") handled for a client's account, which may vary based on market conditions and the insurance product placed for the client.
2. In placing, renewing, consulting on or servicing your insurance coverages, Gallagher companies may participate in contingent and supplemental commission arrangements with intermediaries and insurance companies that provide for additional compensation if certain underwriting, profitability, volume or retention goals are achieved. Such goals are typically based on the total amount of certain insurance coverages placed by Gallagher with the insurance company, not on an individual policy basis. As a result, Gallagher may be considered to have an incentive to place your insurance coverages with a particular insurance company. If you do not wish to have your commercial insurance placement included in consideration for additional compensation, contact your producer or service team for an Opt-out form.
3. Gallagher Companies may receive investment income on fiduciary funds temporarily held by them, or from obtaining or generating premium finance quotes, unless prohibited by law.
4. Gallagher Companies may also access or have an ownership interest in other facilities, including wholesalers, reinsurance intermediaries, captive managers, underwriting managers and others that act as intermediaries for both Gallagher and other brokers in the insurance marketplace some of which may earn and retain customary brokerage commission and fees for their work.

If you have specific questions about any compensation received by Gallagher and its affiliates in relation to your insurance placements, please contact your Gallagher representative for more details.

In the event you wish to register a formal complaint regarding compensation Gallagher receives from insurers or third-parties, please contact Gallagher via e-mail at Compensation_Complaints@ajg.com or by regular mail at:

Chief Compliance Officer
Gallagher Global Brokerage
Arthur J. Gallagher & Co.
2850 Golf Rd.
Rolling Meadows, IL 60008

TRIA/TRIPRA Disclaimer

If this proposal contains options to purchase TRIA/TRIPRA coverage, the proposed TRIA/TRIPRA program may not cover all terrorism losses. While the amendments to TRIA eliminated the distinction between foreign and domestic acts of terrorism, a number of lines of coverage excluded under the amendments passed in 2005 remain excluded including commercial automobile, burglary and theft insurance; surety insurance, farm owners multiple perils and professional liability (although directors and officers liability is specifically included). If such excluded coverages are required, we recommend that you consider purchasing a separate terrorism policy. Please note that a separate terrorism policy for these excluded coverages may be necessary to satisfy loan covenants or other contractual obligations. TRIPRA includes a \$100 billion cap on insurers' aggregate liability.

TRIPRA is set to expire on December 31, 2027. There is no certainty of extension, thus the coverage provided by your insurers may or may not extend beyond December 31, 2027. In the event you have loan covenants or other contractual obligations requiring that TRIA/TRIPRA be maintained throughout the duration of your policy period, we recommend that a separate "Stand Alone" terrorism policy be purchased to satisfy those obligations.

Property Estimator Disclaimer

These property values were obtained using a desktop Property Estimator software operated by non-appraisal professionals. These property values represent general estimates which are not to be considered a certified appraisal. These property values include generalities and assumptions that may produce inaccurate values for specific structures.

Terms and Conditions

It is important that we clearly outline the nature of our mutual relationship. The following terms and conditions (these "Terms") govern your relationship with Gallagher unless you have separately entered into a written services agreement with Gallagher relative to the policies and services outlined in this Proposal, in which case that services agreement will govern and control with respect to any conflicts with these Terms. These Terms will become effective upon your execution of the Client Authorization to Bind Coverage (the "CAB") included in this Proposal and shall survive for the duration of your relationship with Gallagher relative to the policies placed pursuant to the CAB or otherwise at your request.

Services

Gallagher will represent and assist you in all discussions and transactions with insurance companies relating to the lines of insurance coverage set forth in the CAB and any other lines of insurance coverage with which you request Gallagher's assistance. Gallagher will consult with you regarding any matters involving these or other coverages for which you have engaged Gallagher. You have the sole discretion for approving any insurance policies placed, as well as all other material decisions involving your risk management, risk transfer and/or loss prevention needs.

Although you are responsible for notifying applicable insurance companies directly in connection with any claims, demands, suits, notices of potential claims or any other matters as required by the terms and conditions of your policies, Gallagher will assist you in determining applicable claim reporting requirements.

Treatment of Information

Gallagher understands the need to protect the confidentiality and security of your confidential and sensitive information and strives to comply with applicable data privacy and security laws. Your confidential and sensitive information will be protected by Gallagher and only used to perform services for you; provided that Gallagher may disclose and transfer your information to our affiliates, agents or vendors that have a need to know such information in connection with the provision of such services (including insurance markets, as necessary, for marketing, quoting, placing and/or servicing insurance coverages). We may also disclose such information as required by applicable data protection laws or the order of any court or tribunal, subject to our providing you with prior notice as permitted by law.

We will (i) implement appropriate administrative, physical and technical safeguards to protect personal information; (ii) timely report security incidents involving personal information to affected parties and/or regulatory bodies; (iii) create and maintain required policies and procedures; and (iv) comply with data subjects' rights, as applicable. To the extent applicable under associated data protection laws, you are a "business" or "controller" and Gallagher is a "service provider" or "data processor." You will ensure that any information provided to Gallagher has been provided with any required notices and that you have obtained all required consents, if any and where required, or are otherwise authorized to transfer all information to Gallagher and enable Gallagher to process the information for the purposes described in this Proposal and as set forth in Gallagher's Privacy Policy located at <https://www.ajg.com/privacy-policy/>. Gallagher may update its Privacy Policy from time to time and any updates will be posted to such site.

Dispute Resolution

Gallagher does not expect that it will ever have a formal dispute with any of its clients. However, in the event that one should arise, we should each strive to achieve a fair, expedient and efficient resolution and we'd like to clearly outline the resolution process.

A. If the parties have a dispute regarding Gallagher's services or the relationship governed by this Proposal ("Dispute"), each party agrees to resolve that Dispute by mediation. If mediation fails to resolve the Dispute, you and Gallagher agree to binding arbitration. Each party waives all rights to commence litigation in court to resolve a Dispute, and specifically waives all rights to pursue relief by class action or mass action in court or through arbitration. However, the parties do not waive the ability to seek a court order of injunction in aid of the mediation and arbitration required by these Terms.

B. The party asserting a Dispute must provide a written notice ("Notice") of the claim to the other party and to the American Arbitration Association ("AAA") in accordance with its Commercial Arbitration Rules and Mediation Procedures. All Dispute resolutions will take place in Chicago, IL, unless you and Gallagher agree to another location. The parties will equally divide all costs of the mediation and arbitration proceedings and will each pay their own attorneys' fees. All matters will be before a neutral, impartial and disinterested mediator or arbitrator(s) that have at least 20 years' experience in commercial and insurance coverage disputes.

C. Mediation will occur within sixty (60) days of filing the Notice with the AAA. Mediation results will be reduced to a memorandum of understanding signed by you, Gallagher and the mediator. A Dispute that is not resolved in mediation will commence to binding arbitration. For Disputes in excess of \$500,000, either party may elect to have the Dispute heard by a panel of three (3) arbitrators. The award of the arbitrator(s) must be accompanied by a reasoned opinion prepared and signed by the arbitrator(s). Except as may be required by law, neither

you, Gallagher, nor a mediator or arbitrator may disclose the existence, content or results of any Dispute or its dispute resolution proceeding without the prior written consent of both you and Gallagher.

Electronic Delivery

In lieu of receiving documents in paper format, you agree, to the fullest extent permitted by law, to accept electronic delivery of any documents that Gallagher may be required to deliver to you (including, but not limited to, insurance policies and endorsements, account statements and all other agreements, forms and communications) in connection with services provided by Gallagher. Electronic delivery of a document to you may be made via electronic mail or by other electronic means, including posting documents to a secure website.

Miscellaneous Terms

Gallagher is engaged to perform services as an independent contractor and not as your employee or agent, and Gallagher will not be operating in a fiduciary capacity.

Where applicable, insurance coverage placements and other services may require the payment of federal excise taxes, surplus lines taxes, stamping or other fees to the Internal Revenue Service, various State(s) departments of revenue, state regulators, boards or associations. In such cases, you will be responsible for the payment of the taxes and/or fees, which Gallagher will separately identify on related invoices.

The Proposal and these Terms are governed by the laws of the State of Illinois, without regard to its conflict of law rules.

If an arbitrator/court of competent jurisdiction determines that any provision of these Terms is void or unenforceable, that provision will be severed, and the arbitrator/court will replace it with a valid and enforceable provision that most closely approximates the original intent, and the remainder of these Terms will remain in effect.

Except to the extent in conflict with a services agreement that you may enter into with Gallagher, these Terms and the remainder of the Proposal constitute the entire agreement between you and Gallagher with respect to the subject matter of the Proposal, and supersede all prior negotiations, agreements and understandings as to such matters.

Client Signature Requirements

Coverages for Consideration

Overview

Gallagher recommends that you consider purchasing the following additional coverages for which you have exposure. A Proposal for any of the coverages below can be provided.

- Cyber Liability

Please note the recommendations and considerations summarized in this section are not intended to identify all potential exposures. Gallagher is not an expert in all aspects of your business and assumes no responsibility to independently investigate the risks your business faces. Gallagher has relied upon the information you provided in making our insurance Proposals. If you are interested in pursuing additional coverages other than those listed above, please list the additional coverages in the Client Authorization to Bind.

Client Authorization to Bind Coverage

After careful consideration of Gallagher's proposal dated 11/3/2022, we accept the following coverage(s). Please check the desired coverage(s) and note any coverage amendments below:

	COVERAGE/CARRIER
<input type="checkbox"/> Accept <input type="checkbox"/> Reject	Property
	Affiliated FM Insurance Company
<input type="checkbox"/> Accept <input type="checkbox"/> Reject	TRIA (Rejected on Expiring Term)

Additional Recommended Coverages

Gallagher recommends that you purchase the following additional coverages for which you have exposure. By checking the box(es) below, you are requesting that Gallagher provide you with a Proposal for this coverage. By not requesting a Proposal for this coverage, you assume the risk of any uncovered loss.

Other Coverages to Consider

Cyber Liability

The above coverage(s) does not necessarily represent the entirety of available insurance products. If you are interested in pursuing additional coverages other than those listed in the Additional Recommended Coverages, please list below:

Coverage Amendments and Notes:

Exposures and Values

You confirm the payroll, values, schedules, and any other information pertaining to your operations, and submitted to the underwriters, were compiled from information provided by you. If no updates were provided to Gallagher, the values, exposures and operations used were based on the expiring policies. You acknowledge it is your responsibility to notify Gallagher of any material change in your operations or exposures.

Additional Terms and Disclosures

Gallagher is not an expert in all aspects of your business. Gallagher’s Proposals for insurance are based upon the information concerning your business that was provided to Gallagher by you. Gallagher expects the information you provide is true, correct and complete in all material respects. Gallagher assumes no responsibility to independently investigate the risks that may be facing your business, but rather have relied upon the information you provide to Gallagher in making our insurance Proposals.

Gallagher’s liability to you arising from any of Gallagher’s acts or omissions will not exceed \$20 million in the aggregate. The parties each will only be liable for actual damages incurred by the other party, and will not be liable for any indirect, special, exemplary, consequential, reliance or punitive damages. No claim or cause of action, regardless of form (tort, contract, statutory, or otherwise), arising out of, relating to or in any way connected with the Proposal, any of Gallagher’s services or your relationship with Gallagher may be brought by either party any later than two (2) years after the accrual of the claim or cause of action.

Gallagher has established security controls to protect Client confidential information from unauthorized use or disclosure. For additional information, please review Gallagher’s Privacy Policy located at <https://www.aig.com/privacy-policy/>.

You have read, understand and agree that the information contained in the Proposal and all documents attached to and incorporated into the Proposal, is correct and has been disclosed to you prior to authorizing Gallagher to bind coverage and/or provide services to you. By signing below, or authorizing Gallagher to bind your insurance coverage through email when allowed, you acknowledge you have reviewed and agree with terms, conditions and disclosures contained in the Proposal.

By: _____
Print Name (Specify Title)

Company

Signature

Date: _____

Statement of Values (SOV)

(Refer to attached statement of values)

Appendix

Bindable Quotations & Compensation Disclosure Schedule

Client Name: City Of Norman, OK and Norman Utilities Authority

COVERAGE(S)	CARRIER NAME(S)	WHOLESALE, MGA, OR INTERMEDIARY NAME ¹	EST. ANNUAL PREMIUM ²	COMM.% OR FEE ³	GALLAGHER U.S. OWNED WHOLESALE, MGA, OR INTERMEDIARY %
Property	Affiliated FM Insurance Company (Factory Mutual Insurance Company)	N/A	\$482,930.00	15 %	

¹ We were able to obtain more advantageous terms and conditions for you through an intermediary/ wholesaler.

² If the premium is shown as an indication: The premium indicated is an estimate provided by the market. The actual premium and acceptance of the coverage requested will be determined by the market after a thorough review of the completed application.

* A verbal quotation was received from this carrier. We are awaiting a quotation in writing.

³ The commission rate is a percentage of annual premium excluding taxes & fees.

* Gallagher is receiving ___% commission on this policy. The fee due Gallagher will be reduced by the amount of the commissions received.

Binding Requirements

Coverage (Issuing Carrier)	Binding Requirements
Property Affiliated FM Insurance Company	Subject To: Signed TRIA Forms.

Claims Reporting By Policy

Immediately report all claims. Each insurer requires notice of certain types of claims depending on the potential exposure or particular injury types. It is important to thoroughly review your policy to ensure you are reporting particular incidents and claims, based upon the insurer’s policy requirements.

If you are using a third party administrator (“TPA”), your TPA may or may not report claims to an insurer on your behalf. Although we will assist you where requested, it is important that you understand whether your TPA will be completing this notification.

Reporting Direct to Carrier [Only When Applicable]

COVERAGE(S): Property	IMMEDIATELY REPORT CLAIMS DIRECTLY TO:
Insurer: Affiliated FM Insurance Company Policy Number: TBD Policy Term: 12/1/2022 to 12/1/2023	Insurer/TPA Name: Affiliated FM Insurance Company Phone: 877-639-5677 (Use website to find state specific details) Web: https://www.affiliatedfm.com/report-contact-page/report-a-property-loss

Reporting to Gallagher or Assistance in Reporting

COVERAGE(S):	IMMEDIATELY REPORT CLAIMS DIRECTLY TO:
Gallagher Claim Center Policy Number: TBD Policy Term: 12/1/2022 to 12/1/2023	Phone: 855-497-0578 Fax: 225-663-3224 Email: ggb.nrcclaimscenter@ajg.com

Gallagher STEP



STEP



Reduce Your Risk and Simplify Training

Safety training programs and educational materials for employees are critical for reducing accidents, increasing retention, and minimizing your total cost of risk now and in the future.

Gallagher Safety Training Education Platform (STEP) is our proprietary learning management system (LMS) that supports your safety program, provides real-time access to your loss control plans and keeps employees up to date with the latest safety standards.

Key Benefits of Gallagher STEP

- **Register** for up to 10 complimentary modules every year from a library of over 100 training and safety shorts. In addition, monthly bulletins are available, covering topics such as general and environmental safety, human resources, and health and wellness.
- **Save** valuable time by assigning employee training and monitoring their latest progress and completion.
- **Simplify** the process of training to stay in compliance and avoid costly penalties.
- **Onboard and train** an unlimited number of users while enhancing your overall risk control program.
- **Customize** your platform with your company's logo, training content and modules tailored to your business, and personalized procedures and forms for an added fee.

Please visit ajg.com/us/gallagher-step/ to learn more.

Most Popular Training Modules

- Sexual Harassment and Discrimination
- Slip, Trip and Fall Training
- Electrical Safety Training
- Back Safety Training
- Bloodborne Pathogens
- Safe Lifting Practices
- Defensive Driving Basics
- Fire Prevention Basics
- Personal Protective Equipment
- GHS Hazard Communication



Gallagher CORE360® is our unique, comprehensive approach of evaluating your risk management program that leverages our analytical tools and diverse resources for custom, maximum impact on six cost drivers of your total cost of risk.

Sample of Available Training Modules and Safety Shorts

Human Resources Training

- Americans with Disabilities Act (ADA)
- California Ethics
- California Sexual Harassment & Discrimination—Employees (English and Spanish)
- California Sexual Harassment and Discrimination—Supervisors (English and Spanish)
- Connecticut Sexual Harassment Prevention and Response
- Diversity
- Drug-Free Workplace—Supervisor
- Ethics in Action
- Fair and Accurate Credit Transaction Act (FACTA)
- Family Medical Leave Act (FMLA)
- Interviewing Strategies
- Job Applications
- Maine Sexual Harassment Prevention and Response
- Personnel Files
- Sensitivity Basics: Creating Positive Working Relationships
- Sexual Harassment and Discrimination—Employees
- Sexual Harassment and Discrimination—Supervisors
- New York City Sexual Harassment and Discrimination—Employees (English and Spanish)
- New York City Sexual Harassment and Discrimination—Supervisors (English and Spanish)
- New York State Sexual Harassment and Discrimination—Employees (English and Spanish)
- New York State Sexual Harassment and Discrimination—Supervisors (English and Spanish)
- Smart Hiring
- Smart Risk Management—Core Principles
- Theft
- Unsafe Acts
- Violence Prevention
- Workers Compensation Essentials
- Workplace Investigations Basics
- Wrongful Termination

Safety Training

- Accident Investigation Techniques
- Asbestos Awareness (General Industry)
- Basic Conveyor Safety
- Bloodborne Pathogens (English and Spanish)
- Creating a Safe Holiday Celebration
- Common Fire and Life Safety Hazards
- Continuity of Operations Planning
- Defensive Driving—Accident Scene Management
- Defensive Driving—Backing Safely, R is for Reverse
- Defensive Driving Basics—Part I (English and Spanish)
- Defensive Driving—Changing Lanes Safely
- Defensive Driving—Driving Safely in School Zones
- Defensive Driving—General Auto Risk Management
- Defensive Driving—Intersections
- Defensive Driving—Reducing Deer-Related Incidents
- Defensive Driving—Safe Following Distance
- Defensive Driving—Spring Weather Conditions
- Defensive Driving—Winter Weather Conditions
- Determining the Root Cause of Accidents
- Disaster Planning 101
- Electrical Safety (English and Spanish)
- Ladder Safety
- Employee and Family Disaster Planning
- Evacuation Planning and Procedures
- Fire Prevention Practices (English and Spanish)
- Forklift Safety Basics for General Industry
- Hazard Communication (English and Spanish)
- Hearing Protection
- Housekeeping—Custodial, Safe Housekeeping Practices
- Identifying Strain and Exertion Exposures (English and Spanish)
- Lead-Based Paint
- Lockdown Procedures
- Lockout/Tagout (English and Spanish)
- Machine Guarding (English and Spanish)
- Means of Egress (English and Spanish)
- Mold
- Office Ergonomics Defined
- Office Ergonomics—Working in Comfort
- Office Workstation Safety
- Office Workstation Safety for Supervisors
- Personal Protective Equipment (English and Spanish)
- Portable Fire Extinguishers I
- Portable Fire Extinguishers II
- Power Tool Safety
- Preparation for Physical Activity
- Preventing Back Injuries (English and Spanish)
- Preventing Slips, Trips and Falls (English and Spanish)
- Preventing Injuries When Lifting, Moving and Transferring Residents
- Safety Pays for Life
- Temp Staffing Services. Employee Safety Orientation (English and Spanish)

Safety Shorts

Two safety shorts are considered one module selection.

- Bloodborne Pathogens
- Electrical Safety
- Emergency Procedures
- Fire Prevention and Protection
- Hand and Power Tools
- Hazard Communication
- Housekeeping/Custodial—Before You Start
- Housekeeping/Custodial—Cleaning by Hand
- Housekeeping/Custodial—Emptying Trash
- Housekeeping/Custodial—Mopping and Emptying Buckets
- Housekeeping/Custodial—Preventing Slips, Trips and Falls
- Housekeeping—General
- Ladder Safety
- Lockout/Tagout
- Personal Protective Equipment
- Safe Lifting Practices
- Slip, Trip and Fall

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Since 1927.

Overview and Login Information

The Gallagher eRiskHub® portal provides you with exclusive risk management tools and best practices to improve your organization's cyber risk posture. This important resource serves your cyber risk management strategies by enhancing your capabilities in cyberattack prevention, loss mitigation and cyber risk transfer techniques.

To access the Gallagher eRiskHub® now:

1. Navigate to <https://eriskhub.com/gallagher>
2. Complete the new user registration at the bottom of the page. Choose your own user ID and password. The access code is **447597**.
3. After registering, you can access the hub immediately using your newly created credentials in the member login box located at the top right of the page.

If you have any questions about the Gallagher eRiskHub®, please reach out the eRiskHub® support staff at support@eriskhub.com

Key Features of the Gallagher eRiskHub®

- **Risk Manager Tools**—A collection of tools for risk managers including research of known breach events, information to calculate the potential cost of a breach event, sample policies, breach response planning and more.
- **Learning Center**—An extensive collection of thought leadership articles, webinars, videos and blog posts covering everything from emerging cyber threats to data protection and more.
- **Security and Privacy Training**—Resources for creating an effective security training program for your employees.
- **Strategic Third-Party Relationships and Partner Resources**—Information on third-party vendors that can assist your organization improve your overall cyber risk, as well as access to exclusive Gallagher discounts on tools.

Gallagher's Cyber Capabilities

Gallagher's Cyber practice has the expertise to deliver a full complement of cyber risk management and insurance services to help your team stay protected. We take a consultative, action-based approach to address the sophisticated and evolving nature of cyber liability to design custom solutions that meet your unique needs. For more information, please contact us.

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Insurance | Risk Management | Consulting

The information contained herein is offered as insurance industry guidance and provided as an overview of current market risks and available coverages and is intended for discussion purposes only. This publication is not intended to offer legal advice or client-specific risk management advice. Any description of insurance coverages is not meant to interpret specific coverages that your company may already have in place or that may be generally available. General insurance descriptions contained herein do not include complete Insurance policy definitions, terms, and/or conditions, and should not be relied on for coverage interpretation. Actual insurance policies must always be consulted for full coverage details and analysis.

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Business Continuity & Resilience Services

Businesses face so many challenges in today's marketplace that can disrupt operations or interrupt a supply chain, including:

- Cyber attacks
- COVID-19
- Natural disasters

Having a plan in place and being prepared to successfully manage these situations should be a critical component of any operating model.

The turbulence of 2020, especially the global COVID-19 pandemic, revealed to many organizations just how underprepared they are to effectively respond to and recover from major business disruptions or crises.

Organizations suddenly found they had to deal with unprecedented direct and indirect challenges to their businesses, including major supply chain disruptions, sudden shifts in customer demand and increased cyberthreats since a large portion of the workforce was operating remotely.

However, the incidence of these types of threats was escalating well before COVID-19, as were threats posed by workplace violence, societal unrest and natural disasters as a result of climate change.

To make matters worse, organizations are now faced with increased costs for insurance coverage as a result of a hard market.

Building resilient and recoverable operations has proven to be more difficult than ever. Organizations often struggle to develop a comprehensive yet pragmatic business continuity management framework to identify, assess and manage threats/vulnerabilities.

Underpreparedness has consequences. A minor incident can escalate to a major crisis that can consume an organization, and impact its brand/reputation and financial results for months, if not years.

According to Oxford Metrica, "Of the companies that faced a crisis, on average, more than three-quarters experienced a 20%–30% drop in their stock price as a result of the way the incident was managed."

For companies to achieve long-term resilience, they must be agile enough to respond and recover from any crisis, regardless of its nature or origin.

If COVID-19 taught us anything, it is that the ability to recover critical business processes builds confidence among key stakeholders such as employees, regulators, customers, investors, the media, the public and insurers.

Resilient organizations manage uncertainty. As a trusted partner and advisor, Gallagher's **Business Continuity and Resilience Services** team works with organizations to first assess their level of business resilience and then develop custom programs to improve it. We have developed business continuity, crisis management, crisis communications and supply chain risk management programs for clients in virtually every industry.

Oxford Metrica study 2020



Gallagher **CORE360**® is our unique, comprehensive approach of evaluating your risk management program that leverages analytical tools and diverse resources for customized, maximum impact on six cost drivers of your total cost of risk.

When evaluating potential crises you may face, it's important to focus on **Uninsured & Uninsurable Losses** to identify any risks you have that are either uninsured or uninsurable.

Business Continuity

A business continuity plan reduces the operational impact of an incident by directly targeting the recovery of an organization's value drivers—those business processes that directly drive revenue and reputation—and enables an organization to recover more efficiently and effectively following a major business disruption or crisis.

Crisis Management

Crisis management plans prevent or mitigate risks to people, brands, reputations and financial results, and provide the overarching framework for all response and recovery activities within the organization. Moreover, these plans improve coordination and accelerate decision-making at all levels of an organization in the event of a crisis.

Crisis Communications

Crisis communication plans communicate promptly, accurately and confidently to all stakeholders during an incident or actual crisis, and enable organizations to better coordinate internal and external global communications with media, employees, regulators, customers, investors and the public at large.



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Supply Chain Risk Management

A supply chain risk management program will help assess and manage third-party risks and vulnerabilities to ensure that products/services continue to be delivered both during and following a major disruption.

Leaders Where it Counts

Gallagher was founded on a culture of ethics, service and a common interest—doing what's in our clients' best interest, not ours. That's one of the reasons why Gallagher has been named as one of the World's Most Ethical Companies® by Ethisphere for ten consecutive years.

We are proud to be the only insurance broker to receive this recognition honoring companies who understand the importance of leading, making hard but values-based decisions, and exemplifying overall commitment to integrity.



Gallagher provides insurance, risk management and consultation services for our clients in response to both known and unknown risk exposures. When providing analysis and recommendations regarding potential insurance coverage, potential claims and/or operational strategy in response to national emergencies (including health crises), we do so from an insurance/risk management perspective, and offer broad information about risk mitigation, loss control strategy and potential claim exposures. We have prepared this commentary and other news alerts for general informational purposes only and the material is not intended to be, nor should it be interpreted as, legal or client-specific risk management advice. General insurance descriptions contained herein do not include complete insurance policy definitions, terms and/or conditions, and should not be relied on for coverage interpretation. The information may not include current governmental or insurance developments, is provided without knowledge of the individual recipient's industry or specific business or coverage circumstances, and in no way reflects or promises to provide insurance coverage outcomes that only insurance carriers control.

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A Next Generation Engagement Solution

Gallagher Insight is a user-friendly web portal that allows secure, real-time collaboration between you and your Gallagher team. It empowers Clients with 24/7 access to their summary insurance information and an array of materials needed to run your risk management program, all at your fingertips on any device. Gallagher Insight is a password-protected portal accessible through any browser on your mobile phone, tablet or PC. Insight offers a modern design, robust features and upgraded functionality, including:

- Secure web-based document libraries for our clients
- Policy and document sharing with your Gallagher account team
- A private social network between your global team and ours
- Stewardship through goals, events and tasks set up by you and your Gallagher team
- Access to Gallagher's resource library
- Submission and tracking of service requests

Insight can be accessed from any electronic device using a secure ID and password to login.



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Contractual Risk Compliance



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Gallagher Verify monitors expiration dates, insurance limits and other details across thousands of COIs. In addition, their team delivers a very consultative, custom approach, which has allowed us to significantly improve our overall risk exposure.

Mitigate contractual risk with confidence

There is more to managing compliance than just collecting your third-party vendors' certificates. **Gallagher VerifySM** ensures you are tracking all the information you need to keep your company organized, compliant and properly protected. Take advantage of our intelligent technology and experienced compliance experts to gain insight into your level of risk, giving you the freedom to focus on your day-to-day operations.

Protect your business from unknown risk

A majority of organizations face unknown risk. In fact, research shows that most organizations average only 20% compliance for vendor insurance. Gallagher Verify limits your unknown risk and significantly improves compliance. Most companies that use Gallagher Verify average over 80% compliance.*

Track more than just Certificates of Insurance

Our cloud software has the capability to track and verify compliance for any type of document your business is required to keep on file. These documents can include but are not limited to:

W-9 forms	OSHA mod rates	Background checks
MVRs	Contracts	Certifications and licenses

Gallagher Verify brings big benefits to your business

- Increased profitability due to reduced internal administrative costs
- Insurance consulting with a risk advisor
- Reports and dashboards to manage compliance trends
- Ongoing monitoring of A.M. Best insurance carrier ratings and vendor compliance with A.M. Best rating
- Easy-to-use cloud software used to track and record incoming COIs
- Proactive compliance calls to vendors
- Industry-specific software configurations

*Tier 2 model.



Learn More About CORE360™

Gallagher Verify is part of Gallagher CORE360™, our unique, comprehensive approach to evaluating your risk management program that leverages our analytical tools and diverse resources for custom, maximum impact on six cost drivers of your total cost of risk.

We consult with you to understand your **Contractual Liability**, and how to mitigate risks and associated costs.

This will empower you to know, control and minimize your total cost of risk, and improve your profitability.

Tiers of service tailored to the needs of your organization

	TIER 1	TIER 2
Gallagher Verify cloud software	✓	✓
Dedicated implementation project managers (includes data entry and software configuration)	✓	✓
Automated COI endorsement and document compliance verification	✓	✓
Automated noncompliance and renewal notifications to vendors	✓	✓
Client access to software support	✓	✓
Customizable daily, weekly and monthly reports, and historical compliance dashboard widgets	✓	✓
Risk management consulting for clients (insurance requirement exception guidance)	✓	✓
Outgoing vendor compliance enforcement and educational phone calls (up to four phone calls per certificate of insurance)		✓
Weekly or monthly client stewardship calls with a risk advisor		✓
Unlimited phone support for vendors with insurance and contract-related questions		✓

“When we initially implemented Gallagher Verify, our third-party insurance compliance was less than 20%. Today, compliance is more than 90%. The aggressive tracking of insurance requirements and vendor compliance mitigates financial exposure, should there be a claim.”

The Gallagher Way.
Since 1927.

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