



Bushue HR, Inc.  
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June 14, 2022

Pana CUSD #8  
14 E. Main  
Pana, IL. 62557  
Attention: Mr. Jason Bauer

Dear Mr. Bauer,

We would like to take this opportunity to thank the Board of Education and Administration for allowing our firm the opportunity to provide services for Pana CUSD #8. Bushue HR, Inc. is an Outsourced Risk Management Company focusing on Human Resources, Insurance, Background Screening and Fingerprinting services throughout the State of Illinois.

The attached summary illustrates coverages for all Insurance Carriers/Agents presenting proposals. The first column of each page is the expiring insurance coverage for the District. The second column is the renewal coverage as presented by the current Insurance Carrier and Agent. The subsequent columns denote the agency name submitting the bid at the top, as well as the Insurance Carrier. In total, we had eight (8) Insurance Agents contact us regarding an interest in bidding on the District. We received proposals back from five (5) of those Insurance Agents. Those Insurance Agents are listed below.

1. Lee/O'Keefe Insurance Agency, Inc. – Cheri Plummer, Springfield, IL.
2. Dimond Bros. Insurance – Greg Smith, Mattoon, IL. (No Proposal Submitted)
3. Ramza Insurance Group – Craig Ramza Jr., Streator, IL.
4. Imming Insurance Agency – Dan Imming, Carlyle, IL.
5. Scholastic Risk Management – Robert Pegg, Chicago, IL.
6. Forsyth Insurance Group – Robert Valenti, Springfield, IL.
7. Weis Insurance Agency – Jeff Weis, Effingham, IL. (No Proposal Submitted)
8. CS Insurance Strategies – David Ballantyne, Chicago, IL. (No Proposal Submitted)

**Notes about the proposals:**

- The Blanket Limit and Statement of Values (SOV) for the Property have been reviewed with Administration, and the values have been increased to better reflect Replacement Cost Values.
- Under the Inland Marine, the Audio/Visual (A/V) Equipment Limit increased from \$205,000 to \$500,000 for the renewal, per the District's request.
- Alternative Options were quoted and analyzed with Administration, as a part of the bidding process.

We evaluated all Package proposals along with evaluating all individual proposals to see what options would be the most advantageous for the Board of Education to consider. After reviewing and evaluating all options, EMC Insurance for the Package & Cyber Liability, Illinois School District Agency (ISDA) for the School Board Legal Liability (SBLL), Liberty Mutual for the Treasurer's Bond, and Guarantee Trust Life for the Blanket & Catastrophic Student Accident would be the lowest proposal. EMC Insurance is "A" rated through A.M. Best. The SBLL Aggregate Limit reflected in this proposal is \$1,000,000. If the District approves the lowest proposal, the District would receive a savings in the amount of \$4,580, which 3.25% less than the expiring.



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The second lowest proposal would be through EMC Insurance for the Package, Liberty Mutual Surety for the Treasurer's Bond, and Guarantee Trust Life for the Blanket & Catastrophic Student Accident. EMC Insurance is "A" rated through A.M. Best. The SBLL Aggregate Limit reflected in this proposal is \$2,000,000. If the District approves the second lowest proposal, the District would receive a savings in the amount of \$2,576, which is 1.83% less than the expiring.

The proposal that matches the current coverage would be the renewal through Prairie State Insurance Cooperative (PSIC) and the Treasurer's Bond through Liberty Mutual Surety. This proposal reflects an increase of \$9,289, which is 6.58% above the expiring.

There are coverage differences between the current coverage through Prairie State Insurance Cooperative (PSIC) and EMC Insurance.

#### **Comparison of coverage between PSIC and EMC Insurance:**

- EMC Insurance applied a Wind/Hail Deductible Per Occurrence of \$25,000.
- PSIC provides an Earthquake Program Limit of \$20,000,000 with a guaranteed Limit of \$1,000,000 with a \$2,500 Deductible Per Occurrence. EMC Insurance provides an Earthquake Limit of \$10,000,000 with a 10% Deductible Per Occurrence.
- PSIC provides a Flood Program Limit of \$30,000,000 with a guaranteed Limit of \$1,000,000. EMC Insurance is unable to offer Flood coverage on this proposal.
- EMC Insurance provides the Comprehensive & Collision Auto Deductibles Per Occurrence at \$2,000; whereas, the PSIC provides the Deductibles Per Occurrence at \$2,500.
- PSIC is unable to extend the Umbrella over the Worker's Compensation coverage. EMC Insurance extends the Umbrella over the Worker's Compensation coverage.
- PSIC includes Law Enforcement Liability within the program. EMC Insurance did not quote Law Enforcement Liability as this is not applicable to the District.
- PSIC includes Crisis Protect coverage within the program. EMC Insurance does not offer Crisis Protect coverage; however, EMC Insurance includes Crisis Management coverage.
- PSIC includes Pollution Liability within the program. EMC Insurance did not quote Pollution Liability as this is not applicable to the District.
- PSIC requires a three (3) year commitment to the program.
- PSIC has the ability to generate dividends.

We appreciate the opportunity to serve the District. If you have any questions, please feel free to contact our office.

Respectfully,

A handwritten signature in black ink, appearing to read "Tyler J. Ervin".

Tyler J. Ervin  
Client Program Manager, Bushue HR, Inc.

VSS