



SUIC Equipment Maintenance Insurance

Prepared for Belmond-Klemme Community School District

Underwritten By

SU Insurance Company
9667 South 20th Street
Oak Creek, WI 53154



www.su-group.com

Administered By

Jester Insurance Services
303 Watson Powell Jr. Way
Des Moines, IA 50309



JESTER
INSURANCE SERVICES

www.jesterinsurance.com

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Proprietary Information

This data, furnished in connection with SU Insurance Company's (SUIC) proposal* for a Consolidated Equipment Maintenance Program shall not be disclosed outside Belmont-Klemme Community School District and shall not be duplicated, used, or disclosed in whole, or in part for any purpose other than to evaluate the Proposal. This restriction does not limit Belmont-Klemme Community School District's information contained in this Proposal, if it is obtained from Belmont-Klemme Community School District or another source without restrictions. This material remains the property of Specialty Underwriters LLC and must be returned to Specialty Underwriters LLC, in the event no Agreement is awarded to Specialty Underwriters LLC.



**This proposal remains valid for sixty (60) days.*

Company Profile

Specialty Underwriters LLC, a subsidiary of SU Group LLC, was established in Wisconsin on July 21, 1982. Expanding over time, the company pioneered the comprehensive equipment maintenance management program (EMMP) concept as a flexible alternative to full cost service contracts. Today SU and its affiliates serve various corporations, governmental bodies, educational institutions, medical facilities, high technology industries and other organizations worldwide!



▲ SU's corporate headquarters, located in Oak Creek, Wisconsin (a suburb of Milwaukee, WI)

Unmatched Experience

As a testament to SU Group's leadership role in the equipment maintenance industry, the company has designed and managed equipment maintenance management programs (EMMPs) for entities including, but not limited to the following:

- Aventis Pharmaceuticals (contract term value, over \$20 million)
- Continuum Healthcare (contract term value, over \$50 million)
- US Bank (contract term value, over \$40 million)
- Vizient (contract term value, over \$25 million)



Education



Healthcare



Government



Finance



Pharmaceuticals

SU Group LLC has also held numerous state contracts over the years:

- | | | |
|-----------------|--------------------|-----------------------|
| ✓ Alabama (AL) | ✓ Louisiana (LA) | ✓ Oklahoma (OK) |
| ✓ Arizona (AZ) | ✓ Minnesota (MN) | ✓ Pennsylvania (PA) |
| ✓ Delaware (DE) | ✓ Mississippi (MS) | ✓ South Carolina (SC) |
| ✓ Florida (FL) | ✓ Missouri (MO) | ✓ Tennessee (TN) |
| ✓ Georgia (GA) | ✓ New Jersey (NJ) | ✓ West Virginia (WV) |
| ✓ Iowa (IA) | ✓ Ohio (OH) | ✓ Wisconsin (WI) |

Financial Strength

SU Insurance Company is proud to be rated “A- Excellent” by the A.M Best Company and is the only insurance company offering this program directly to Iowa school districts. **No other insurance company in this marketplace is established and dedicated exclusively to equipment maintenance insurance.**



Continued Growth

From the start, we have continually refined and improved our programs, services and approach to this specialized market. We believe that because something worked in the past, does not mean it will necessarily solve tomorrow’s challenges. Our clients continue to assist in the evolution of our services as we mutually develop new ways to capture and report meaningful data and structure innovative financial products to drive down costs.

Our Partner

Jester Insurance has been an established leader in property and casualty insurance in Iowa for more than a century. The agency specializes in developing insurance solutions for all forms of governmental entities, nonprofit organizations, and privately owned businesses. Today, Jester insures over 475 municipalities, 330 public and private schools, and 400 nonprofits. Jester Insurance is fully committed to the Iowa community, investing in its future and taking unique pride in protecting what makes it great.

As managing agent for over 300 Iowa schools, Jester Insurance brings an unparalleled level of expertise to the Safety Group and Equipment Maintenance program and an unwavering commitment to serving its members. Jester Insurance has a long history and an even brighter future.

Program Staff

SU Insurance Company



José McFarland

Regional Sales Manager

P: (800) 558-9910, Ext. 2710 | C: (414) 313-1930

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Leah Sladek

Senior Account Executive

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Jester Insurance Services



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Account Manager

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Program Overview

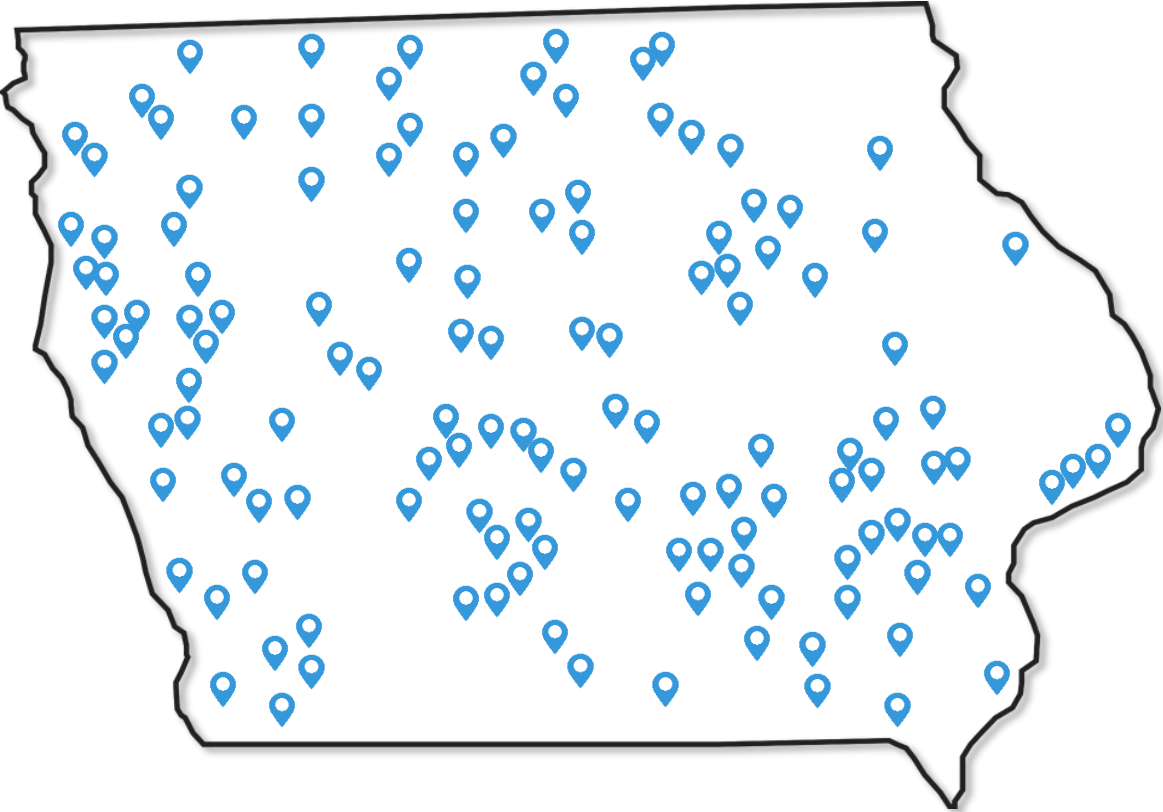
Program History

Over 20 years ago, Jester Insurance and Specialty Underwriters created an insurance program to assist Iowa schools who were struggling with their General Fund budgets. This Equipment Maintenance Program was developed with input from Iowa school districts and allows districts to purchase a specialized insurance policy that will pay for expensive repairs to electronic equipment using Management Fund dollars.

The Program initially provided coverage for limited types of equipment and served a handful of districts. As state funding levels were reduced, enrollments declined and budgets became tighter, the demand for the Program increased and the Specialty Underwriters' insurance policy has expanded to cover over 80 different categories of district-owned equipment. We now proudly serve over 130 public schools districts in Iowa, allowing each of our program members to allocate more of their General Fund dollars to educating students. Our dedication to service and ability to continuously improve the Program allows us to retain over 95% of our policy holders each year.

Active Program Map

We are proud to partner with over 130 districts of various enrollments, demographics and financial positions. Below is a representative map of where our partner districts are located.



Key Benefits

SU Insurance Company offers an innovative and comprehensive Equipment Maintenance Program. By using an insurance policy, districts can take advantage of several benefits (see below):



Cost Transfer

Move equipment repair costs to the management fund to preserve general fund dollars



Vendor of Choice

Utilize any qualified vendor of your choice to service eligible equipment (With option to maintain direct contact with vendor)



Increased Cash Flow

Quarterly or monthly program payments increase your cash flow



Improved Accountability

Member only, real-time, online management reports help clients better evaluate equipment life cycles and vendor performance



Comprehensive Coverage

Corrective maintenance, PMs, repair parts, and rental of substitute equipment included



Cash-Out

Available for recurrent defective equipment



In-house Reimbursement

Corrective and preventative maintenance performed by the customer's in-house staff is reimbursed at a negotiated rate



Fixed Budget

Fixed equipment maintenance costs allow administrators to plan for future budgetary needs



Second-Source Information

SU engineering resources offer second-source information



Asset Management

SU provides equipment tags OR an equipment list to help track and manage service of assets covered (reports available for internal stakeholders)

SUIC Proposal

Equipment Breakdown Quote

TELESERVE™

Property Damage Insurance

Quote: TW30047

May 29, 2024

BELMOND-KLEMME COMMUNITY SCHOOL DISTRICT
303 EAST MAIN STREET
BELMOND, IA 50421

INCLUDED EQUIPMENT CATEGORIES (Per Attached Schedule)		
Description		
ENVIRONMENTAL CONTROL COMPONENTS CONSISTING OF MOVABLE AND MAINTAINABLE PARTS		
<u>INCLUDES:</u> CORRECTIVE MAINTENANCE INSPECTIONS		
<u>EXCLUDES:</u> DUCTWORK, PIPING, PLUMBING, PLUMBING FIXTURES, MECHANICAL VALVES, HEAT EXCHANGERS, COILS, REFRIGERANT, REFRIGERANT LEAKS, WATER TREATMENT, CHEMICALS, CHILLER AND WATER VESSELS, BOILERS, VESSEL-TYPE EQUIPMENT, NON FACTORY-INSTALLED COMPONENTS, CRANE AND LIFT RENTALS, BUILDING AUTOMATION SYSTEM PROGRAMMING/SOFTWARE, BELTS, FILTERS. COOLING TOWER.		
Description	Serial Number	Site Name
AMERICAN PANEL FW3477.11 WALK-IN COOLER, 15 x 7	UNKNOWN	JACOBSON ELEMENTARY
AMERICAN PANEL WALK-IN FREEZER 15 x 7	UNKNOWN	JACOBSON ELEMENTARY
NORLAK WALK-IN FREEZER 15 x 7	04070192	JACOBSON ELEMENTARY
NOBLES SPEED SCRUB RIDER FLOOR MACHINE	SSR-16879981	JACOBSON ELEMENTARY
HOBART C44A COMMERCIAL DISHWASHER	85-1061385	JACOBSON ELEMENTARY
VULCAN GS60E STEAM KETTLE	27-11277553	JACOBSON ELEMENTARY
VULCAN GS60E STEAM KETTLE	27-1177552	JACOBSON ELEMENTARY
WALK-IN COOLER, 6 x 8	UNKNOWN	JR/SR HIGH
WALK-IN COOLER, 6 x 8	UNKNOWN	JR/SR HIGH
HOBART H600T MIXER, FLOOR	11209098	JR/SR HIGH
NOBLES SPEED SCRUB RIDER FLOOR MACHINE	UNKNOWN	JR/SR HIGH
EZ ROUTER, ROUTER WITH TABLE	UNKNOWN	JR/SR HIGH
TOTAL SU ANNUAL COST:		\$123,985

SU Insurance Company EMI Coverage List

School District **Belmond-Klemme Community School District**

Quote # **TW30047**

Enrollment **644**

Classroom		Facilities		QTY
A10	X	Driving Simulators		
A20	X	Electrical & Electronic Auto Shop		
A30	X	Electrical & Electronic Fitness		
A40	X	Electrical & Electronic Laboratory		
A50	X	Electrical & Electronic Sewing		
A60	X	Electrical & Electronic Shop		
A70	X	Electrical & Electronic Wood Shop		
A80	X	Electronic Audio Visual <i>(i.e., DVRs, projection devices, VR Technology)</i>		
A802	X	Electric Whiteboards		
A90	X	Electronic Band Equipment		
A100	X	Electronic Photo Shop Equipment		
A120	X	ICN Equipment		
A790	X	Student Response Systems		
Communications				
A180	X	Audio/Visual Systems		
A390	X	Overhead Paging/Intercom & Clock Systems		
A400	X	Radios		
A650	X	Telephone System PBX		
A660	X	Telephones, VMS PBX		
A661	X	Telephone System VOIP		
Computer		QTY		
A130	X	Controllers		
A168	X	Computer Communications <i>(i.e., modems, switches, routers, wireless access points)</i>		
A160	X	Desktop Computers		
A140	X	File Servers		
A165	X	Laptops # of	430	
A167	X	Tablets # of	160	
A170	X	Printers		
A150	X	Scanners		
Security				
A230	X	Card Access Systems		
A240	X	CCTV Systems		
A200	X	Electronics on Interior Gates/Interior/ Exterior Doors		
A210	X	Electronic Library Security System		
A220	X	Fire Alarms		
A280	X	Metal Detectors		
A260	X	Police Alarms		
A840	X	Safes, Chests, Vault Doors		
Mail				
A780	X	Inserters, Labels, Openers, Stackers		
A770	X	Mail Machines/Scales <i>(not system)</i>		
A850	X	Auditorium <i>(i.e., stage motors, lighting/audio boards, microphones, speakers)</i>		
A730	X	Auto Light Sensors		
A880	X	Buildings/Grounds <i>(i.e., lawn mowers, leaf blowers, weed wackers, pole saws, power tools)</i>		
A310	X	Clothes Washers and Dryers		
A810	X	Concession Stand Equipment & Vending Machines		
A320	X	Electrical & Electronic Food Preparation		
A330	X	Electrical & Electronic Housekeeping		
A340	X	Electrical & Electronic Pool/Whirlpool		
		Environmental Controls <i>(see itemized)</i>	CMI	Y
		Handicap Lifts <i>(see itemized)</i>		
A360	X	Indoor Electronic Sign/Scoreboard		
A680	X	Kilns		
A860	X	Manlifts # of <i>(not itemized)</i>		2
A380	X	Motors for Bleachers, Basketball Hoops		
A350	X	Outdoor Electronic Sign/Scoreboard		
A760	X	Pitching Machines		
		Riding Mowers <i>(see itemized)</i>		
A750	X	Sports Time/Measure/Record System		
A890	X	Walk-In Coolers/Freezers <i>(see itemized)</i>		
A740	X	Water Drinking Fountains** <i>**refrigerant & connected plumbing excluded)</i>		
Office				
A410	X	Binders		
A420	X	Bursters		
A430	X	CAD/CAM Systems		
A450	X	Card Readers		
A460	X	Cash Registers		
A470	X	Check Signers		
A490	X	Coin Sorters/Packagers		
A500		Copiers <i>(see itemized)</i>		
A510	X	Currency Counters		
A620	X	Dictation		
A830	X	Electrical & Electronic Office <i>(i.e., calculators, typewriters, staplers, hole punchers)</i>		
A530	X	Electrical & Electronic Print/Press <i>(non production)</i>		
A540	X	Electric Rotary Files		
A560	X	Embossers		
A570	X	Facsimile Machines		
A580	X	Folders		
A590	X	ID Card Systems		
A600	X	Laminators		
A610	X	Microfilmers, Microfilm Reader/Printers		
A630	X	Retail Scanners		
A640	X	Shredders		
A820	X	Time & Attendance Systems		
A670	X	Uninterrupted Power Supply/TVP Systems <i>(up to 40 KVA)</i>		

TELESERVE™ Services & Coverage

Services

Work Order Process	Included
Vendor Pay Process for covered items only	Included
Management reporting	Included

Coverage

Corrective Maintenance

• Electrical Breakdown	Included
• Mechanical Breakdown	Included
Parts	Included
Labor	Included
Travel	Included
Preventative Maintenance	Included

Coverage in Excess OR Secondary to Any Other Insurance for Repairs

Caused By:

• Power Surge	Included
• Human Error	Included
• Air Conditioning Failure	Included
Rental of Substitute Equipment	Included
Overtime, Weekend time, Holiday Time	Included
In-House Reimbursements for Low Voltage Equipment Only @ \$50/Hour	Included
Physical plant equipment, Consumables, Supplies, Projector Tubes/Lamps, Cosmetic Restoration, Upgrades, Refurbishments, Obsolescence, Wiring/Cabling, Vehicles/Tractors/Heavy Equipment, Furniture and Fixtures, Software	Excluded
Non-Electrical/Non-Electronic Equipment	Excluded
Fire, All Risk, EC, Flood, Earthquake	Excluded

Deductible	\$0.00
Student Enrollment	644

Note

TERRORISM RISK INSURANCE (as mandated by the Terrorism Risk Insurance Act, as amended in 2015) can be purchased as an optional coverage.

Any and all information shared between the organization listed herein and Specialty Underwriters LLC shall be treated as CONFIDENTIAL and shall not be directly or indirectly disclosed to any third party.

Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

Quoted costs are exclusive of applicable taxes.



May 29, 2024

DATE

ACCEPTED BY

DATE

Equipment Coverage (Exclusions/Inclusions)

Policy Exclusions

- Building Wiring and Cabling
- Calibrations Including Tuning
- Certifications
- Consumables* (i.e.: Supplies, PM Kits, Bulbs, Ink Cartridges, Batteries, Ballasts, Filters) *unless noted otherwise
- Cosmetic Restoration (including, but not limited to scratches, dents and broken or cracked parts that do not otherwise affect the functionality or materially impair the intended use of the equipment)
- Damage caused by animals
- Equipment Which is not Electrical or Electronic in Nature (except buildings & grounds equipment)
- Furniture and Fixtures
- Obsolescence
- Physical Plant Equipment (i.e.: Generators, Elevators, Water Heaters etc.)
- Plumbing
- Production Print/Press Equipment
- Recommended User Maintenance (i.e., clearing paper jams, toner installation, periodic cleaning/lubricants etc.)
- Refurbishments
- Replacement of Missing Parts/Components
- Software
- Standalone Exhaust Fans
- Upgrades
- Vandalism/Malicious Mischief
- Vehicles/Tractors/Heavy Equipment

Environmental Controls Inclusions *(if quoted)*

Coverage is only intended for Electronic Type Equipment and may include:

- Actuators
- Bearings
- Circuit Boards
- Compressors (limitations may apply)
- Contactors
- Controllers
- Control Center
- Control Panel
- Control & Safety
- Couplers
- Dampers (only electronic components)
- Electrical Disconnect
- Eliminators
- Variable Speed Drives (VFDs)
- Fans (some fans are excluded)
- Flow Switches
- Gauges
- Impellers
- Lubrication Pumps
- Motors
- Positioners
- Pressure Sensors
- Pulleys
- Purge Units
- Relays
- Thermal Expansion Valve
- Thermostats & Sensors
- Valves (electronically controlled)
- Vanes
- Zone Control

Note:

- All coverage is subject to the actual SUIC policy provisions
- Repairs exceeding \$5,000 MUST be reported to SUIC at 800-833-7050 for authorization prior to commencing any repair



Akron-Westfield Community School

Randy Collins
Superintendent of Schools

Derek Briggs
7-12 Principal

Michelle Henrich
PK-6 Principal

850 Kerr Drive, Box 950, Akron, Iowa 51001 (712) 568-2020 FAX (712) 568-2997

January 4, 2021

To Whom It May Concern:

For many years, we have been a client of the Jester Insurance and Specialty Underwriters Equipment Maintenance Insurance Program. We have purchased and implemented this program at all of my districts. Our success in implementation and execution is a direct reflection from the support and assistance we receive from Jester Insurance and Specialty Underwriters. We have appreciated their knowledge and willingness to go the extra mile for our staff.

The people from Jester and SU have proven to be experts in school insurance for decades and created this valuable resource for Iowa schools. At first glance, I thought their program was too good to be true, but they continue to fulfill their promise to reimburse our eligible repair bills. The program continues to evolve and broaden coverage to meet our district's changing needs.

At end of the day, I trust Jester and SU to be our provider for Equipment Maintenance insurance and would highly recommend other districts to do the same. It has been an excellent relationship for many years.

Respectfully,

Randy Collins, Akron-Westfield Superintendent



January 17, 2020

To Whom it May Concern;

The Dubuque Community School District has participated in the “Break-Fix” insurance program offered by SU Group LLC for several years. The District has successfully moved costs that were generally paid out of the General Fund to an insurance policy that is paid out of the Management Fund. Expenses like copier/printer maintenance costs, computer repairs and HVAC items are just a small sample.

During our relationship, Dubuque has made suggestions of several types of expenses that we would like moved to the insurance program and SU representative’s Jose McFarland and Leah Sladek listen and take those ideas back to the company. On several suggestions, they were successful in getting that accomplished.

Jose and Leah have been great to work with during this time. Their service to our District has been excellent. When the District first started the program, they met with multiple staff in multiple departments to help us understand the requirements of the program and the documentation needed to make a claim. For example, they were able to work with our current District programs that tracked things like work orders for Buildings & Grounds Dept. as well as the IT Dept. and use that documentation and reports for the claims processing. In other words, we gained efficiencies by having one system provide the documentation for both our internal process and the claim process. There are other things they have done to make the claims process work with our systems.

Jose and Leah continue to meet with us annually to go over what happened in the past year and to explore ways of improvement for the next year. They are both very accessible when an issue comes up or the District has a claim question. Each time they have worked with us to come up with an answer or solution or in some cases just to say kindly that it isn’t possible.

Sincerely,

A handwritten signature in black ink that reads "Kevin Kelleher". The signature is written in a cursive style with a large, prominent "K" at the beginning.

Kevin Kelleher
Chief Financial Officer



LAWTON-BRONSON COMMUNITY SCHOOL DISTRICT



Chad Shook, Superintendent
Brandi Jessen, Secondary Principal

Lawton-Bronson Junior-Senior High School
100 Tara Way
Lawton, Iowa 51030

Phone 712-944-5181
Superintendent 712-944-5183
Fax 712-944-5568

Bronson Elementary
113 West 1st Street
Bronson, Iowa 51007

Phone 712-948-3361
Fax 712-948-3211

The support that we have received from Jester and SU has been crucial to the equipment breakdown policy working for our district. I regularly call with questions and have been consistently impressed with the helpful response and willingness to work on behalf of our district. Our district has also had reimplementation meetings with Jester and our staff where we went over our policy to ensure that we all know what is covered and discuss ways to improve our processes. This has greatly improved our understanding of our policy which will help us utilize the program to its fullest potential and make sure we're successful going forward.

Ryan Anderson

Business Manager

Next Steps

- Superintendent/Business Manager or Board Approval
- Signed Quote Coverage (page 9)
- Tax Exempt Certificate
- Schedule Implementation Training
- Follow-up Meeting (60-90 days)
- Follow-up Meeting (120 days)