

**ROBSTOWN INDEPENDENT SCHOOL DISTRICT
AGENDA ACTION SHEET**

Date: March 3, 2021

Subject: Discuss and Consider Approval of a One (1) year Renewal Contract with Keetch & Associates for Property Insurance Effective March 17, 2021

Administrator Responsible: Dr. Jose Moreno

Position: Superintendent

A. Purpose of Agenda Item:

Information Only Action Needed

B. Authority for this Action:

Local Policy _____ Law or Rule _____

C. Strategic Objective, Goal, or Need Addressed:

On March 9, 2020 the board of trustees approved a five agreement with Keetch & Associates in providing Property and Casualty Insurance to Robstown ISD. This was contingent on renewing every year for four additional years. This is the first renewal year. Two deductible pay down options were presented.

D. Summary:

Premium Comparisons from prior year:

2020-2021 2% Deductible

Fire, Wind, Hail	TIV: \$148,897,400	\$419,601.00
Floater	TIV: \$ 5,728,630	\$22,204.00
Casualty		\$59,199.00
Equipment Breakdown	TIV: \$100,000,000	<u>\$6,257.00</u>
		\$507,261.00

2021-2022 2% Deductible

Fire, Wind, Hail	TIV: \$148,897,400	\$485,572.97
Floater	TIV: \$ 5,702,479	\$23,987.00
Casualty		\$60,164.00
Equipment Breakdown	TIV: \$100,000,000	<u>\$6,605.00</u>
		<u>\$576,328.97</u>

TIV = Total Insured Value



**KEETCH
& ASSOCIATES**
INSURANCE ♦ BONDS

1718 Santa Fe (78404)
P O Box 3280
Corpus Christi, TX 78463
(361) 883-3803
Fax: (361) 883-3894

905 E. Main Street (78332)
P O Box 1910
Alice, TX 78333
(361) 664-5421
Fax: (361) 664-5425

February 25, 2021

Kevin G. Keetch, CIC
Betty Baxter
Bryan M. Grove, CIC

Business Insurance
Group Health
Auto • Home • Life

Dr. Jose H. Moreno
Robstown Independent School District
801 N. First St
Robstown, TX 78380

RE: 2021-2022 Property & Casualty Insurance Proposal

Dear Dr. Moreno,

Attached you will find the insurance renewal proposal for Robstown ISD. Our agency along with Floyd Insurance Agency of Robstown have managed your districts insurance for 15 years. A few items to note:

1. The casualty coverage continues to be provided by Trident Public Risk Solutions – Argonaut Insurance Company – the districts carrier for the past 10 years. Trident is a preeminent provider of specialty commercial insurance and risk management solutions for public entities and public schools in the United States with dedicated in-house claims management.
2. Our property coverages are provided through the leading producer of wind capacity in the United States – AmRisc Wholesalers. 2020 represented the most active hurricane season in over 100 years with, 30 named storms and 13 of those being hurricanes. Altogether the United States suffered 22 weather related catastrophes that exceeded \$1 billion dollars in damages with totals exceeding \$75 billion.

With that being said, property rates are up in catastrophe exposed areas. We have included an additional option to lower premium with a higher deductible. The Property coverage was marketed with over 25 insurance carriers. The Casualty insurance premiums were basically flat for the district.

Please review and let me know if you would like further discussion.

Yours very truly,

Bryan M. Grove, CIC
Vice President

2021-2022 PROPOSAL

ROBSTOWN ISD
801 N. FIRST ST
ROBSTOWN, TX 78380



AGENT:
BRYAN M. GROVE, CIC
EDDIE FLOYD, FLOYD INSURANCE AGENCY

LONNA POKRANT, CIC, CISR
KEETCH & ASSOCIATES INSURANCE
P. O. Box 3280
CORPUS CHRISTI, TEXAS 78463
PHONE: (361) 883-3803 FAX: (361) 883-3894



KEETCH & ASSOCIATES INSURANCE ♦ BONDS

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P O Box 3280
Corpus Christi, TX 78463
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2021-2022 PROPOSAL SUMMARY

PROPERTY

Current Deductible Option

2% Deductible Option

Fire, Wind, Hail	TIV: \$148,897,400	\$485,572.97
Floater	TIV: \$5,728,630	\$23,987.00
Equipment Breakdown	TIV: \$100,000,000	\$6,605.00
		<u>\$516,164.97</u>

Alternate Deductible Option

3% Deductible Option

Fire, Wind, Hail	TIV: \$148,897,400	\$471,408.09
Floater	TIV: \$5,728,630	\$23,987.00
Equipment Breakdown	TIV: \$100,000,000	\$6,605.00
		<u>\$502,000.09</u>

TIV = Total Insured Value

AOP = All Other Perils

The floater policy covers Band Equipment & Uniforms, Audio/Visual Equipment and district Computer Hardware/Software.

AmRisc Quote – see attached list of participants

Deductibles:

All Other Perils	\$25,000
Named Storm	2%, \$100,000 Minimum
All Other Wind/Hail	\$100,000
Flood	Excluded
Earth Movement	Excluded

Specific Terms & Conditions:

- Percent deductibles are per occurrence, per Building or structure
- Coverage explicitly excludes all Flood including but not limited to Flood during windstorm events
- All Buildings with outstanding damage are excluded. Contact underwriter if waiver needed
- Coverage excludes all damage directly or indirectly caused by any Named Storm in existence upon receipt of written request to bind
- Terrorism (T3) and Equipment Breakdown, if offered, is included in the total premium
- Roof covering to be ACV if originally installed or last fully replaced prior to 2009
- 35% Minimum Earned Premium

CASUALTY

Coverage	Annual Premium
General Liability	\$4,053.00
Data Comprise	\$941.00
Cyber	\$3,948.00
Educators Legal Liability	\$2,685.00
Employment Practices Liability	\$9,427.00
Law Enforcement Liability	\$3,174.00
Auto Liability	\$15,512.00
Auto Physical Damage	\$19,860.00
Crime	\$564.00
Total	\$60,164.00

PREMIUM COMPARISON

Coverage	Expiring Premium	Renewal Premium
Fire, Wind, Hail	\$419,601.00	\$485,572.97
Equipment Floater	\$22,204.00	\$23,987.00
Equipment Breakdown	\$6,257.00	\$6,605.00
General Liability	\$2,738.00	\$4,053.00
Data Comprise	\$1,505.00	\$941.00
Cyber	\$4,642.00	\$3,948.00
Educators Legal Liability	\$2,742.00	\$2,685.00
Employment Practices Liability	\$9,427.00	\$9,427.00
Law Enforcement Liability	\$2,922.00	\$3,174.00
Auto Liability	\$15,853.00	\$15,512.00
Auto Physical Damage	\$18,800.00	\$19,860.00
Crime	\$570.00	\$564.00
Total	\$507,261.00	\$576,328.97

8 Year Property Premium Summary

2013-2014	\$547,629.34
2014-2015	\$540,064.45
2015-2016	\$451,888.73
2016-2017	\$374,345.00
2017-2018	\$361,521.75
2018-2019	\$403,193.10
2019-2020	\$440,022.35
2020-2021	\$448,062.00

U.S. 2020 Billion-Dollar Weather and Climate Disasters

