

# Fort Bend County, Texas

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## Executive Summary

**Arthur J. Gallagher Risk Management Services, Inc.** appreciates the opportunity to present this proposal for your consideration.

Following is a summary of the renewal quotes that were negotiated with the incumbent carriers:

- Excess Property - Lexington offered a 5% rate decrease while there was an increase in values. The carrier is also requiring that they do a loss control visit at two of your locations which resulted in a \$7,800 charge.
- Excess Workers Compensation - Midwest Employers provided a small rate increase which is indicative of the current Workers Compensation market. The rate and premium increase is a result of increased payroll, increased cost of claims due to medical expenses and unlimited medical in Texas. In addition, please remember that we are also coming off of a multi-year policy which was written for the period 10-1-2013 to 4-1-2015 and the market has hardened since 2013. Lastly, there are limited markets that provide Excess Workers Compensation and very few markets will continue to offer a \$600,000 SIR. Midwest Employers agreed to continue to provide the \$600,000 SIR at this renewal.
- Brit Global Package – Brit's small increase in premium is attributable to the Workers Compensation coverage section for reasons noted above. Other coverages were renewed with a flat rate.

While there was an increase in exposure and a rate increase on several lines of coverage, the renewal premium is flat. For your reference, following is a summary of the premiums contained in our proposal:

Coverage	Expiring Premium	Renewal Premium
Brit Global Package (incl .tax)	\$738,736.36	\$752,977.89
Excess Property (incl. tax)	\$885,728.91	\$862,816.50
Excess Workers Compensation	\$131,541.00	\$139,639.00
Total	\$1,756,006.21	\$1,755,433.39

In the following pages, we will demonstrate what makes our company the best fit for your insurance placement and risk management needs. Thank you again for allowing us to be your partner in this placement.

**Barbara Murray**  
Friday, March 13, 2015