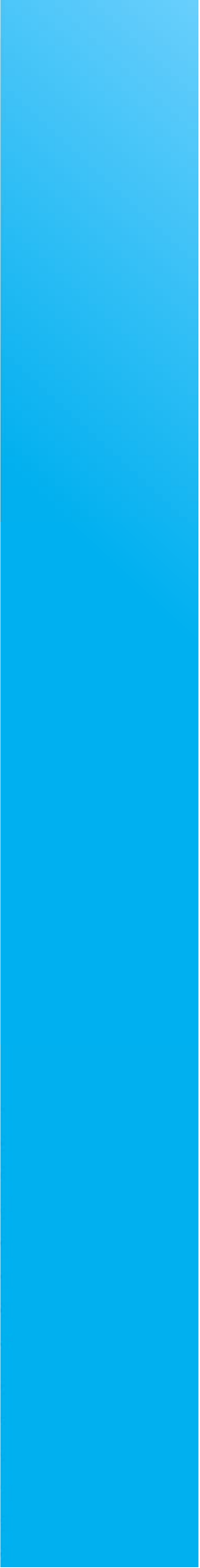




Tulare Local Healthcare District

Proposal for Insurance Services

EFFECTIVE: 07/01/24 - 07/01/25



MARSH MCLENNAN AGENCY TEAM

CLIENT ADVOCATE

Client Executive **BRETT BUCHANAN**
E: Brett.Buchanan@MarshMMA.com
T: 415-230-7208

WORLD CLASS SERVICE TEAM

Client Executive **RACHELLE HOELZER**
E: Rachele.Hoelzer@MarshMMA.com
T: 858-587-7541

Client Manager **YESSENIA SHAW**
E: Yessenia.Shaw@MarshMMA.com
T: 858-452-7530

Property/Casualty Claims **YVETTE BEAUBIEN**
E: Yvette.Beaubien@MarshMMA.com
T: 858-875-3055

Workers Comp. Claims **TIFFANY BACA**
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T: 858-587-7165

Risk & Loss Advisor **CECILIA DEAN**
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T: 858-587-7451

Certificates **YESSENIA SHAW**
E: Yessenia.Shaw@MarshMMA.com
T: 858-452-7530

SERVICING OFFICE

San Diego 9171 Towne Centre Dr., Ste. 100
San Diego, CA 92122
Phone: (858) 457-3414 / (800) 321-4696
Fax: (858) 452-7530
www.MarshMMA.com

REPORT ALL CLAIMS AND CIRCUMSTANCES TO

Client Executive **RACHELLE HOELZER**
E: Rachele.Hoelzer@MarshMMA.com
T: 858-587-7541

SCHEDULE OF NAMED INSUREDS

NAMED INSURED AND MAILING ADDRESS

Tulare Local Healthcare District
842 N Gem St
Tulare, CA 93275

SCHEDULE OF NAMED INSUREDS

This is our understanding of your entire list of named insureds. This list may or may not appear on every policy. Each policy should be reviewed to confirm the appropriate list of named insureds.

Tulare Local Healthcare District
DBA Tulare Regional Medical Center
Tulare Hospital Foundation (Inactive)
Mineral King Lab (Inactive)
Tulare Hospital Auxiliary (Inactive)
Tulare Family X-Ray (Inactive)
Tulare Physical Therapy (Inactive)
Tulare District Health Care System Foundation (Inactive)
Tulare District Health Care System Lab Drawing Station (Inactive)
Tulare Surgical Services (Inactive)

RENEWAL DASHBOARD

FACTORS IMPACTING RENEWAL

GENERAL MARKET CONDITIONS

Property	Increasing	19% ▲
General Liability/Umbrella	Upward Trend	4% ▲
Management Liability	Increasing	8% ▲
Auto	Increasing	8% ▲

EXPOSURES

Total Insurable Values	\$ 210,130,582
Employee Count	61

EXPIRING

\$ 209,830,582
64

RENEWAL

\$ 209,830,582
64

VARIANCE

0%
5%

MARKETING STRATEGY

A broad marketing of all lines of coverage was performed. Cyber and Fiduciary markets produced competitive results. Crime and Auto returned with no change in premium over last year. Property conditions proved tough, due to market conditions and tower in course of construction. Due to the open claim, the markets scrutinized the fitness center liability and found that it was previously rated in the wrong classification (Health or Exercise Clubs or Facilities with Equipment instead of Without Equipment).

RESULTS

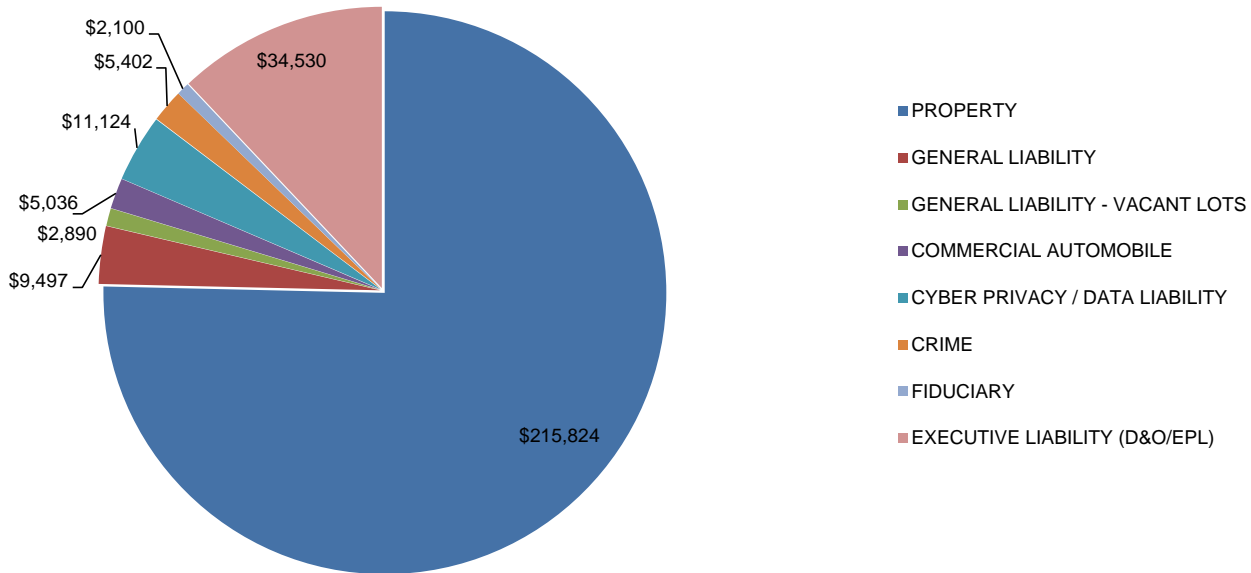
RATES

Property	7% ▲
General Liability	3% ▲
General Liability (Evolutions)	71% ▲
General Liability (Vacant)	4% ▲
Auto	0% ▼
Management Liability	0% ▲
Cyber Liability	3% ▲
Crime	5% ▲
Fiduciary	-62% ▼



PREMIUM SUMMARY

COVERAGE	EXPIRING	RENEWAL	CHANGE
POLICY TERM	07/01/23 - 07/01/24	07/01/24 - 07/01/25	
PROPERTY	\$ 201,095	\$ 215,824	7.32%
GENERAL LIABILITY	\$ 9,220	\$ 9,497	3.00%
GENERAL LIABILITY - EVOLUTIONS	\$ 26,825	\$ 45,951	71.30%
GENERAL LIABILITY - VACANT LOTS	\$ 2,792	\$ 2,890	3.51%
COMMERCIAL AUTOMOBILE	\$ 5,036	\$ 5,036	
CYBER PRIVACY / DATA LIABILITY	\$ 10,789	\$ 11,124	3.10%
CRIME	\$ 5,162	\$ 5,402	4.65%
FIDUCIARY	\$ 5,460	\$ 2,100	
EXECUTIVE LIABILITY (D&O/EPL)	\$ 32,885	\$ 34,530	5.00%
YEAR OVER YEAR PREMIUM	\$ 299,265	\$ 332,354	11.06%



CARRIER SUMMARY

INSURER	STATUS	AM BEST	PREMIUM	COMMENTS	POLICY FORM
GENERAL LIABILITY / AUTO					
BETA (incumbent)	N/A	A VIII	\$ 9,497	General Liability	Occurrence
			\$ 5,036	Commercial Auto	Occurrence
CNA				Declined - No appetite for hospital risks at this time	
Hanover				Declined - Outside appetite for LRO	
Liberty Mutual				Declined - Hospitals have too high foot traffic for LRO appetite	
Nationwide				No Response	
PHLY				Declined - No appetite for medical facility GL	
PROPERTY					
Affiliated FM (incumbent)	Admitted	A+ XV	\$ 215,824	Quoted - Some change to terms	Occurrence
AIG				Declined - Lack of sprinkler protection	
Allianz				Declined - High % of TIV not sprinklered	
Arch				Declined - Maximum TIV of \$150M	
AXA XL				No Response	
CNA				Declined - Lack of sprinklers + open loss control recommendations	
Chubb				Declined - High % of TIV not sprinklered	
Hartford				No Response	
Liberty Mutual				Declined - Lack of sprinkler protection	
Sompo				Declined - Cannot compete on retention or Flood + EQSL limits	
Travelers				No Response	
Zurich				Declined - Cannot compete on pricing	
GENERAL LIABILITY - VACANT LAND					
Northfield Insurance	Non-Admitted	A++ XV	\$ 2,890	Quoted	Occurrence
MUSIC				Decline - Cannot compete	
Markel				Decline - Cannot compete	
Western World				Decline - Cannot compete	
GENERAL LIABILITY - EVOLUTIONS					
Nautilus Insurance Company	Non-Admitted	A+ XV	\$ 45,951	Quoted - Rating class change	Occurrence
Westchester				Decline - No interest with open claim	
Nationwide				Decline - Cannot match pricing	
Maxum				Decline - Cannot match \$20/rate	
Century				Decline - Rates closer to \$50	
Penn Star				Decline - Appetite	
Markel				Decline - Claims History	
MUSIC				Decline - Cannot compete	
RSUI				Decline - Pricing	
Atlantic Casualty				Decline - Cannot compete	
Northfield Insurance				Decline - Pricing \$30 range	
Western World				Decline - Cannot compete	
CYBER LIABILITY					
At-Bay	Non-Admitted	A- VIII	\$ 11,124	Quoted - \$3M x \$5k Retention	Claims Made
			\$ 10,694	Quoted - \$3M x \$10k Retention	
			\$ 10,372	Quoted - \$3M x \$15k Retention	
			\$ 9,387	Quoted - \$3M x \$25k Retention	
Beazley	Non-Admitted	A XV	\$ 7,261	Quoted - \$3M x \$2.5K; \$1M Sublimit Dependent BI	
			\$ 6,877	Quoted - \$3M x \$5K; \$1M Sublimit Dependent BI	
CFC	Non-Admitted	A XV	\$ 8,780	Quoted - \$3M x \$2.5K	
Coalition	Non-Admitted	A- VIII	\$ 30,000	Quoted - \$3M x \$10k Retention	
Corvus	Non-Admitted	A++ XV	\$ 11,925	Quoted - \$3M x \$10k Retention	
Sompo	Non-Admitted	A+ XV	\$ 8,766	Quoted - \$3M x \$10k Retention	
Ambridge				Decline - Class of business	
Converge				Pending - Need confirmation of subsidiaries	
E-Risk				Decline - Nature of operations	
Hartford				Decline - Class of business	
Westchester				Decline - Nature of operations	
DIRECTORS & OFFICERS / EMPLOYMENT PRACTICES LIABILITY					
BETA (Incumbent)	Admitted	A VIII	\$ 34,530	Quoted	Claims Made
ANV				Declined - Cannot Match Limits	
Berkley				Declined - Class of Business	
IAT				Declined - Cannot Compete with BETA	
MunichRe				Declined - Cannot Match BETA's Pricing or Retentions	
RSUI				Declined - BETA Pricing Too Low	
CRIME					
AIG (Incumbent)	Admitted	A XV	\$ 5,402	Quoted	Claims Made
Chubb				Declined - Cannot compete	
Travelers				Declined - Open claim	

FIDUCIARY							
Hudson Insurance Co	Admitted	A	XV	\$	2,500	Quoted - \$1M limit, \$10K Deductible	Claims Made
Intact	Non-Admitted	A+	XV	\$	2,167	Quoted - \$1M limit, \$0 Deductible	
All Digital						Declined - Cannot offer standalone Fiduciary	
Berkley						No response	
IAT						Declined - Excluded class	
Nexus						No response	
Arch						No response	
Chubb						Declined - Nature of operations	
USLI						Declined - Excluded class	

AM BEST RATING AS OF: 6/13/2024

NON-ADMITTED CARRIER DISCLOSURE NOTICE

Insurer is not admitted or licensed by your home state. As such, insureds under this policy are not protected by any state guaranty fund in the event the insurer becomes insolvent. Surplus Lines taxes and fees may apply and are subject to change based upon respective Home State NRRA regulatory updates.

CLAIMS MADE POLICY

A policy providing coverage that is triggered when a claim is made against the insured during the policy period and after any applicable retroactive/continuation dates stated in the policy. All claims must be reported within a specified time as described in the policy form. Timely reporting is required to minimize claim denial for late notice. Circumstances that may lead to a claim must also be reported within a specified time as described in the policy form. Each carrier has specific claims made wording, please refer to policy form for carrier specific reporting guidelines.

KEY TO AM BEST FINANCIAL STRENGTH RATING

Superior: A++, A+ Excellent: A, A- Very Good: B++, B+

KEY TO AM BEST FINANCIAL SIZE RATING (IN \$MILLIONS)

Class I	Up to \$1	Class IX	\$250 to 500
Class II	\$1 to 2	Class X	\$500 to 750
Class III	\$2 to 5	Class XI	\$750 to 1,000
Class IV	\$5 to 10	Class XII	\$1,000 to 1,250
Class V	\$10 to 25	Class XIII	\$1,250 to 1,500
Class VI	\$25 to 50	Class XIV	\$1,500 to 2,000
Class VII	\$50 to 100	Class XV	\$2,000 or greater
Class VIII	\$100 to 250		

KEY TO AM BEST OUTLOOK

Positive Indicates possible rating upgrade due to favorable financial/market trends relative to the current rating level.
 Stable Indicates low likelihood of a rating change due to stable financial/market trends.
 Negative Indicates possible rating downgrade due to unfavorable financial / market trends relative to the current rating level.

DISCLAIMER

This document is for presentation purposes only. The precise coverage afforded is subject to the terms, conditions and exclusions of the policies as issued. Marsh & McLennan Insurance Agency LLC makes no representations, either expressed or implied, as to the adequacy of any limits of protection. Determination of the adequacy of the limits of protection is your responsibility. CA Insurance Lic. 0H18131 | MarshMMA.com

COVERAGE TERMS AND COMPARISON

PROPERTY	EXPIRING	RENEWAL	CHANGE
	AFFILIATED FM	AFFILIATED FM	
COVERAGE TERM	07/01/23 - 07/01/24	07/01/24 - 07/01/25	
Per Occurrence Limit	\$ 210,130,582	\$ 209,830,582	-0.14%
Blanket Real Property	Included	Included	
Blanket Personal Property	Excluded Locations Scheduled	Excluded Locations Scheduled	
Course of Construction - Tower 1	Included	\$ 75,606,480	
Rental Income	\$ 5,527,350	\$ 5,778,650	4.55%
Extra Expense	\$ 2,500,000	\$ 2,500,000	
Flood - Annual Aggregate	\$ 85,000,000	\$ 20,000,000	-76.47%
Earthquake Sprinkler Leakage (EQSL)	\$ 5,000,000	\$ 5,000,000	
Course of Construction	\$ 1,000,000	\$ 1,000,000	
DEDUCTIBLE			
Each Loss Except	\$ 100,000	\$ 100,000	
Course of Construction - Tower 1	N/A	\$ 200,000	100.00%
Business Interruption Waiting Period	48 Hours	48 Hours	
Earthquake Sprinkler Leakage - Per Location	1% / \$100K Minimum	1% / \$100K Minimum	
RATING BASIS			
Total Insurable Values	\$ 210,130,582	\$ 209,830,582	-0.14%
Rate for Comparison - per \$100 of Values	0.096	0.103	7.48%
Premium	\$ 201,095	\$ 215,824	7.32%

*Terrorism Not Included in Premium

Conditions	<p>Vacant Locations: After 60 days from the date a location becomes vacant, coverage at such location is subject to the following condition: The Insured must maintain the same degree of fire protection, watch and alarm service, and heating and air conditioning as existed prior to the location becoming vacant. If the above condition is not met, the valuation of the insured physical loss amount under this Policy will be as of the date of loss at the place of loss, and for no more than the interest of the Insured based on the lesser of:</p> <ol style="list-style-type: none"> 1. On property offered for sale on the date of the loss, the selling price. 2. On property scheduled for demolition, the increased cost of demolition, if any, directly resulting from insured loss. 3. The cost to repair or replace. 4. The actual cash value. <p>Vacant means:</p> <ol style="list-style-type: none"> 1. The Real Property is unoccupied or the property does not contain enough personal property, machinery or equipment to conduct customary business operations or services; 2. The Insured is the owner, or lessor, and 30% or less of the total rentable square footage of the location is leased, rented or occupied; or 3. The Insured is the lessee and the area rented to the Insured does not contain enough personal property, machinery or equipment to conduct customary business operations or services. <p>Real Property that is under active construction or renovation is not considered vacant unless construction or renovation has ceased for more than 60 consecutive days.</p>		
Endorsements	Per Policy Form; Including But Not Limited To: Special Form Coverage Agreed Amount Replacement Cost Coverage	Building Ordinance Worldwide Territory Newly Acquired Property \$2,500,000 Communicable Disease \$1,000	
Exclusions	Per Policy Form; Including But Not Limited To: Date Recognition Mold & Mildew Terrorism (Additional Premium \$5,000) Earth Movement Raw materials, stock and supplies, and finished goods Damage from rain/sleet/snow to interior portions of buildings under construction when the installation of roof, walls, or windows has not been completed	Personal Property Excluded at the following locations: 869 North Cherry Street, Tulare, CA, 93274 869 North Cherry Street, Tulare, CA, 93274 935-945 Gem Street, Tulare, CA, 93274 890 North Cherry Street, Tulare, CA, 93274 906 North Cherry Street, Tulare, CA, 93274 1050 North Cherry Street, Tulare CA 93274	
Subjectivities	Signed Terrorism Form		

STATEMENT OF VALUES

POLICY TERM: 07/01/24 - 07/01/25

NO.	BLDG.	ADDRESS	DESCRIPTION	BUILDING TYPE	STORIES	YEAR BUILT	SQ. FT.	SPRINK.	ALARM	BUILDING LIMIT	BUSINESS PERSONAL PROPERTY	COMPUTER HARDWARE & SOFTWARE	BUSINESS INTERRUPTION	TOTAL INSURED VALUE
1.	1.	869 Cherry Street Tulare, CA 93274	Hospital	Reinforced Concrete	3	1951	124,359	N	Y	\$ 79,926,056	\$ -	Included	\$ 5,459,172	\$ 85,385,228
		869 Cherry Street Tulare, CA 93274	Course of Construction New Tower 1	Metal Framing / Concrete	4		115,000	Y	Y	\$ 75,606,480	\$ -		Included	\$ 75,606,480
1.	2.	869 Cherry Street Tulare, CA 93274	Laundry / Pump House	Reinforced Concrete	1	1951	3,240	N	Y	\$ 1,068,194	\$ -	Included	Included	\$ 1,068,194
1.	3.	869 Cherry Street Tulare, CA 93274	Allied Services Building	Steel Frame	2	1987	21,040	N	Y	\$ 7,709,955	\$ -	Included	Included	\$ 7,709,955
3.	1.	935 - 945 Gem St Tulare, CA 93274	Medical Office Building	Frame	1	1978	6,000	N	Y	\$ 1,966,748	\$ -	Included	Included	\$ 1,966,748
4.	1.	890 Cherry Street Tulare, CA 93274	Pathology Lab	Concrete Tilt Up	1	1968	2,280	N	Y	\$ 1,042,652	\$ -	Included	Included	\$ 1,042,652
5.	1.	906 Cherry Street Tulare, CA 93274	Foundation	Concrete Tilt Up	1	1979	1,044	N	Y	\$ 416,208	\$ -	Included	Included	\$ 416,208
11.	1.	1050 Cherry Street Tulare, CA 93274	Medical Office Building	Steel Frame	1		6,977	Y	Y	\$ 2,987,847	\$ -	Included	Included	\$ 2,987,847
12.	1.	1425 E. Prosperity St Tulare, CA 93274	Evolutions Medical Fitness / Rehab Center	Steel Frame	2	2005	55,970	Y	Y	\$ 21,827,792	\$ 2,500,000	Included	\$ 619,478	\$ 24,947,270
14.	1.	446 Prosperity Ave Tulare, CA 93274	Storage Facility Location					Y	Y		\$ 9,000,000	Included	Included	\$ 9,000,000
TOTAL										\$ 192,551,932	\$ 11,500,000	\$ -	\$ 6,078,650	\$ 210,130,582

COVERAGE TERMS AND COMPARISON

GENERAL LIABILITY		EXPIRING	RENEWAL	CHANGE
		BETA GL ONLY 07/01/23 - 07/01/24	BETA GL ONLY 07/01/24 - 07/01/25	
COVERAGE TERM				
Per Occurrence Limit		\$ 3,000,000	\$ 3,000,000	
General Aggregate		\$ 5,000,000	\$ 5,000,000	
HCL COVERAGE INCLUDES:				
Professional Liability		Excluded	Excluded	
General Liability		Included	Included	
Bodily Injury & Property Damage		Included	Included	
Personal & Advertising Injury		Included	Included	
Employee Benefits Liability		Included	Included	
DEDUCTIBLE				
Each Claim - Indemnity Only		\$ 10,000	\$ 10,000	
		Premium \$ 9,220	\$ 9,497	3.00%
Conditions	General Liability - Occurrence Form	All defense expenses are paid outside the per occurrence limits. All sub-limits are subject to the per occurrence and aggregate limits.		
Endorsements	Per Policy Form; Including But Not Limited To: Additional Insureds – Lessors of Premises or Equipment	Employee Benefit Liability Fire and Water Damage Legal Liability sub-limit of \$500,000 each occurrence/\$500,000 annual aggregate		
Exclusions	Per Policy Form; Including But Not Limited To: Pollution – Hostile Fire Exception Employment Practices Liability	Nuclear Energy Liability Asbestos Professional Liability		
Subjectivities	None			

COVERAGE TERMS AND COMPARISON

		EXPIRING	RENEWAL	CHANGE
GENERAL LIABILITY - EVOLUTIONS		NAUTILUS	NAUTILUS	
COVERAGE TERM		07/01/23 - 07/01/24	07/01/24 - 07/01/25	
General Aggregate		\$ 2,000,000	\$ 2,000,000	
Products/ Completed Operations Aggregate		Included	Included	
Personal & Advertising Injury		\$ 1,000,000	\$ 1,000,000	
Each Occurrence		\$ 1,000,000	\$ 1,000,000	
Damage to Rented Premises		\$ 100,000	\$ 100,000	
Medical Expenses (any one person)		Excluded	Excluded	
Sexual Abuse and Molestation				
Per Claim		\$ 100,000	\$ 100,000	
Aggregate		\$ 300,000	\$ 300,000	
Swimming Pool Liability		Included	Included	
DEDUCTIBLE				
Each Claim - Bodily Injury/ Property Damage		\$ 500	\$ 500	
RATING BASIS				
Gross Sales		2,082,180	2,082,180	
Rate for Comparison - per \$1,000 Sales		12.88	22.07	71.30%
Annual Premium*		\$ 26,825	\$ 45,951	71.30%
Conditions	General Liability - Occurrence Form *Not inclusive of taxes and fees	Minimum Earned Premium: 25%		
Premium	Premium is Auditable based on Gross Sales	Minimum Earned and Deposit - No Return Premium at Audit		
Endorsements	Per Policy Form; Including But Not Limited To: Sexual Abuse & Molestation Sublimit Designated Professional Services Liability			
Exclusions	Per Policy Form; Including But Not Limited To: Designated Products: Your product(s) that are nutraceuticals, pharmaceuticals, herbal or natural supplements in any form, whether or not FDA approved; or reconditioned, pre-owned, or no longer in the same condition as when first acquired by you Employment Related Practices Terrorism Silica or Silica-Related Dust Nuclear Energy Liability Injury To Employees, Contractors, Volunteers and Other Workers Medical Payments Punitive or Exemplary Damages Pollution Subsidence or Movement of Soil, Land, Bedrock or Earth	Microorganisms, Biological Organisms, Bioaerosols or Organic Contaminants Swimming Pool Barrier Requirement Events Conditional Exclusion - Lifesaving Equipment Unmanned Aircraft, Other Than Unmanned Aircraft, Auto or Watercraft Trampolines Communicable or Infectious Disease Cyber Incident Perfluoroalkyl and Polyfluoroalkyl Substances (PFAS) Water-Related Recreational Equipment (Designated Water-Related Recreational Equipment Excepted) Tanning Amendment of Liquor Liability Exclusion Asbestos		
Surplus Lines	This policy is quoted with a non-admitted insurance carrier. The insurer is not admitted or licensed by your Home State. As such, insureds under this policy are not protected by any state guaranty fund in the event of the insurer becomes insolvent. Surplus Lines taxes and fees may apply and are subject to change based upon respective Home State NRRRA regulatory updates.			
Subjectivities	Prior to Binding: Signed Application 3 Year Current Valued Company Loss Runs Acords-Signed and dated by the insured			

Additional Options	Per Claim	Aggregate	Premium
Add Sexual Abuse & Molestation Limited Liability and Defense Coverage	\$ 25,000	\$ 50,000	\$ (2,088)
Add Sexual Abuse & Molestation Limited Liability and Defense Coverage	\$ 50,000	\$ 100,000	\$ (1,203)
Remove Sexual Abuse & Molestation Coverage	\$ -	\$ -	\$ (4,177)

COVERAGE TERMS AND COMPARISON

		EXPIRING	RENEWAL	CHANGE
GENERAL LIABILITY - VACANT LAND		CRUM & FORSTER	NORTHFIELD INSURANCE	
COVERAGE TERM		07/01/23 - 07/01/24	07/01/24 - 07/01/25	
General Aggregate Limit		\$ 2,000,000	\$ 2,000,000	
Each Occurrence Premises/Operations Limit		\$ 1,000,000	\$ 1,000,000	
Products & Completed Operations Limit		\$ 2,000,000	\$ 2,000,000	
Advertising Injury and Personal Injury Aggregate Limit		\$ 1,000,000	\$ 1,000,000	
Damage to Premises Rented to You Limit		\$ 100,000	\$ 100,000	
Medical Expenses Each Person Limit		\$ 5,000	\$ 5,000	
DEDUCTIBLE				
Each Claim		\$ -	\$ -	
RATING BASIS				
Vacant Land Acreage		6	6	
Parking Lot Square Footage		27,670	27,670	
Premium (Including Taxes & Fees)		\$ 2,792	\$ 2,890	3.51%
Conditions	Occurrence Form Defense Costs in Addition to Limits			
Premium	Minimum Earned Premium 25% All Fees Fully Earned at Inception No Flat Cancellations			
Endorsements	Designated Premises			
Exclusions	Per Policy Form; Including But Not Limited To: Nuclear Energy Hazardous Materials Fungi/Bacteria Cyber Employment Practices Liability Intercompany Products Suits Professional Liability Terrorism Communicable Disease Subsidence Construction Activities			
Surplus Lines	This policy is quoted with a non-admitted insurance carrier. The insurer is not admitted or licensed by your Home State. As such, insureds under this policy are not protected by any state guaranty fund in the event of the insurer becomes insolvent. Surplus Lines taxes and fees may apply and are subject to change based upon respective Home State NRRRA regulatory updates.			
Subjectivities	Signed ACORD Application Signed D-1 Completed and Signed Supplemental Application			

SCHEDULE OF LOCATIONS		CITY, STATE	STATE	ZIP
Vacant Land	922 North Cherry St.	Tulare, CA	CA	93274
Vacant Land	591 East Merrit Ave, 979 North Gem Street	Tulare, CA	CA	93274
Vacant Bldg	874 North Cherry St.	Tulare, CA	CA	93274
Vacant Land	1046 North Cherry Street (TMC)	Tulare, CA	CA	93274
Vacant Land	1084 North Cherry Street (TMC)	Tulare, CA	CA	93274
Vacant Land	1090 North Cherry Street (TMC)	Tulare, CA	CA	93274
Vacant Land	Parking Lot on corner of Gem & Terrace	Tulare, CA	CA	93274

COVERAGE TERMS AND COMPARISON

COMMERCIAL AUTOMOBILE	EXPIRING	RENEWAL	CHANGE
	BETA	BETA	
COVERAGE TERM	07/01/23 - 07/01/24	07/01/24 - 07/01/25	
Per Accident - Combined Single Limit	\$ 1,000,000	\$ 1,000,000	
Medical Payments	\$ 5,000	\$ 5,000	
Description of Covered Autos	Any Auto	Any Auto	
PHYSICAL DAMAGE COVERAGE *LIMIT			
Comprehensive Deductible	\$ 250	\$ 250	
Collision Deductible	\$ 500	\$ 500	
HIRED CAR PHYSICAL DAMAGE COVERAGE			
Comprehensive Deductible	\$ 250	\$ 250	
Collision Deductible	\$ 500	\$ 500	
RATING BASIS			
# Autos	1	1	
Premium*	\$ 5,036	\$ 5,036	
<i>*Annualized to Include Owned Auto</i>			
Conditions	Occurrence Form		
Endorsements	Per Policy Form; Including But Not Limited To: Hired Auto Physical Damage		
Exclusions	Per Policy Form; Including But Not Limited To: Pollution Contractual Liability		
Subjectivities	None		

COMPANY VEHICLES

	YEAR	MAKE/ MODEL	VIN	COST NEW
1	2019	Ford F-150	1FTMF1CB6KKE96450	\$37,132

COVERAGE TERMS AND COMPARISON

		EXPIRING	RENEWAL	CHANGE
EXECUTIVE LIABILITY (D&O/EPL)		BETA	BETA	
COVERAGE TERM		07/01/23 - 07/01/24	07/01/24 - 07/01/25	
Directors & Officers Liability Limit - Each Claim and Aggregate		\$ 3,000,000	\$ 3,000,000	
Employment Practices Liability Limit - Each Claim and Aggregate		\$ 3,000,000	\$ 3,000,000	
Policy Aggregate Limit		\$ 3,000,000	\$ 3,000,000	
Retentions (Per Loss)				
D&O Non-Indemnified Claims		\$ -	\$ -	
D&O Corporate Reimbursement for Indemnified Claims		\$ 10,000	\$ 10,000	
D&O Corporate Reimbursement for Entity-Related Claims		\$ 10,000	\$ 10,000	
Employment Practices Liability Claims		\$ 25,000	\$ 25,000	
DIRECTORS & OFFICERS LIABILITY				
Anti-trust coverage sub-limit per claim		\$ 1,000,000	\$ 1,000,000	
RATING BASIS				
Total Employee Count		61	64	4.92%
Rate for Comparison - per Employee		539.10	539.53	0.08%
Annual Premium		\$ 32,885	\$ 34,530	5.00%
Policy Form	Claims Made & Reported Retroactive Date 9/24/19 Defense Costs Within Policy Limit Timely reporting is required to avoid a claim denial for late notice	All claims must be reported as soon as practicable but in no event shall such notice be given later than 30 days after either expiration date or any earlier cancellation date of the policy. Circumstances that may lead to a claim may be reported under this policy period and must be reported prior to policy expiration		
Extensions	Entity Coverage EPL Coverage	Antitrust Sublimit		
Exclusions: All Coverages	Per Policy Form; Including But Not Limited To: Prior Knowledge	Prior Notice		
D&O Exclusions	Per Policy Form; Including But Not Limited To: Dishonest / Fraudulent / Criminal Acts Illegal Personal Profit Breach of Contract Insured vs. Insured Bodily Injury / Property Damage / Personal Injury	Pollution Intellectual Property Professional Services Product Liability ERISA		
EPL Exclusions	Per Policy Form; Including But Not Limited To: Violations of Wage & Hour Laws Breach of Contract	Violations of Workers' Compensation, Social Security Disability Laws – With Retaliation Carveback Bodily Injury / Property Damage		
Conditions	Duty to Defend Insurer has right to appoint counsel Mergers / acquisitions must be reported	Defense costs incurred before notice of a claim to insurer, without the insurer's written approval or by unapproved counsel may not be paid		
Claims Made Notification	Claims under this policy must be submitted by you to the insurer during the policy period, or within a specific number of days as stated in the policy, after the expiration of the policy, for coverage to apply.			
Subjectivities	None			

COVERAGE TERMS AND COMPARISON

CYBER PRIVACY / DATA LIABILITY	EXPIRING	RENEWAL - OPTION I	RENEWAL - OPTION II	EXPIRING VS OPTION I
	AT-BAY	AT-BAY	CFC	% CHANGE
Coverage Term	07/01/23 - 07/01/24	07/01/24 - 07/01/25	07/01/24 - 07/01/25	
POLICY AGGREGATE LIMIT OF LIABILITY	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
THIRD PARTY COVERAGE				
Multimedia Liability	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Security and Privacy Liability	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Privacy Regulatory Defense & Penalties	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
PCI DSS Liability	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Bodily Injury Liability	\$ 250,000	\$ 250,000	\$ 250,000	
FIRST PARTY COVERAGE				
Breach Event Costs	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Reputational Loss	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
System Failure Coverage	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Dependent Business Loss from Security Breach or System Failure	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Cyber Extortion	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Bricking Loss	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
E-CRIME				
Financial Fraud	\$ 250,000	\$ 250,000	\$ 250,000	
Your Phishing Fraud Loss	\$ 250,000	\$ 250,000	\$ 250,000	
Cyber Crime Aggregate	\$ 250,000	\$ 250,000	\$ 250,000	
RETENTIONS				
Each Incident, Claim or Loss	\$ 5,000	\$ 5,000	\$ 2,500	
Aggregate Deductible	N/A	N/A	N/A	
Reputational Loss Waiting Period	None	None	None	
Reputational Loss Period of Restoration	210 Days	210 Days	365 Days	
Non-Physical Business Interruption Waiting Period	8 Hours	8 Hours	8 Hours	
Non-Physical Business Interruption Period of Restoration	210 Days	210 Days	365 Days	
Dependent System Failure Waiting Period	8 Hours	8 Hours	8 Hours	
Dependent System Failure Period of Indemnity	210 Days	210 Days	365 Days	
RATING BASIS				
Previous Fiscal Year-End Revenue	6,210,575	9,745,251	9,745,251	56.91%
Rate for Comparison - Per \$100 Revenue	0.17	0.11	0.09	-34.30%
Total Premium	\$ 10,789	\$ 11,124	\$ 8,781	3.10%
Endorsements	Per Policy Form, Including but not limited to: Post Breach Remedial Services Endorsement War and Civil War Exclusion Asbestos, Pollution, and Contamination Exclusion Endorsement Cap on Losses Arising Out of Certified Act of Terrorism	Policyholder Disclosure Notice of Terrorism Insurance Coverage California Amendatory Endorsement Amend Other Insurance Clause - Primary with Respect to Breach Response Services and First Party Loss State Consumer Privacy Statutes Endorsement Nuclear Exclusion Sanction Limitation and Exclusion Clause		
Exclusions	Per Policy Form, Including but not limited to: Biometric Privacy Violation (unlawful collection, acquisition or retention of personally identifiable information) Obligations under a Merchant Services Agreement Antitrust, Unfair Competition Patent, trade secrets, software code copyright	Claims brought by or on behalf of the Federal Trade Commission, the Federal Communications Commission, or any other state, federal, local or foreign governmental entity; carve back for Insuring Agreement C or providing of Privacy Breach Response Services Intentional Dishonest / Fraudulent / Criminal / Malicious Acts - coverage applies to Entity and excludes perpetrators Theft of money and securities		
Claims Made	Claims under this policy must be submitted by you to the insurer during the policy period, or within a specific number of days as stated in the policy, after the expiration of the policy, for coverage to apply.			
Surplus Lines	This policy is quoted with a non-admitted insurance carrier. The insurer is not admitted or licensed by your Home State. As such, insureds under this policy are not protected by any state guaranty fund in the event of the insurer becomes insolvent. Surplus Lines taxes and fees may apply and are subject to change based upon respective Home State NRRRA regulatory updates.			
Breach Hotline	Report any Claim or potential Claim to: Claims Telephone Number: 650-850-5408 Claims Email Address: claims@at-bay.com			

COVERAGE TERMS AND COMPARISON

MARKETING / ADDITIONAL COVERAGE OPTIONS	CARRIER	LIMIT/RETENTION	LIMIT/RETENTION	PREMIUM
Higher Retention Options	AT-BAY	\$ 10,000	\$ 10,000	\$ 10,694
		\$ 15,000	\$ 15,000	\$ 10,372
		\$ 25,000	\$ 25,000	\$ 9,387

Subjectivities	<p>At-Bay</p> <ol style="list-style-type: none"> Confirmation that tracking technology is not enabled on any web pages where patient information is collected OR confirmation that the insured does not collect patient information on any web pages. If the insured utilizes an approved SEG and/or EDR vendor (see attached list), please let me know and I can see if we can carve out any additional relief here. <p>CFC</p> <ol style="list-style-type: none"> Satisfactory confirmation that you have downloaded & registered our incident response mobile app, details of which can be found with your policy documents. (30 days post binding) Describe the type of sensitive information held and for each provide an approximate number of unique records that you process and/or store. Terms assume less than 250,000. (prior to binding)
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COVERAGE TERMS AND COMPARISON

CRIME	EXPIRING	RENEWAL	CHANGE
	AIG	AIG	
COVERAGE TERM	07/01/23 - 07/01/24	07/01/24 - 07/01/25	
Employee Theft; per Loss	\$ 1,000,000	\$ 1,000,000	
Employee Theft; per Employee	\$ 1,000,000	\$ 1,000,000	
Forgery or Alteration	\$ 1,000,000	\$ 1,000,000	
Inside Premises; Theft of Money & Securities	\$ 1,000,000	\$ 1,000,000	
Inside Premises; Robbery, Safe Burglary, Other Property	\$ 1,000,000	\$ 1,000,000	
Outside Premises	\$ 1,000,000	\$ 1,000,000	
Money Orders & Counterfeit Money	\$ 1,000,000	\$ 1,000,000	
Computer Fraud	\$ 1,000,000	\$ 1,000,000	
Funds Transfer Fraud	\$ 1,000,000	\$ 1,000,000	
Social Engineering Fraud	\$ 100,000	\$ 100,000	
RETENTION			
Each Claim, Except	\$ 10,000	\$ 10,000	
Identity Fraud Expense Reimbursement & Claim Expense	\$ 25,000	\$ 25,000	
RATING BASIS			
Employee Count	61	64	4.92%
	Premium \$ 5,162	\$ 5,402	4.65%
Conditions	Loss Discovered Policy Form Worldwide Coverage	Mergers / acquisitions must be reported	
Endorsements	Per Policy Form; Including But Not Limited To: Government Entity Crime Endorsement		
Exclusions	Per Policy Form		
Subjectivities	None		

COVERAGE TERMS AND COMPARISON

FIDUCIARY LIABILITY	EXPIRING	RENEWAL OPTION 1	RENEWAL OPTION 2	CHANGE
	HUDSON	HUDSON	INTACT	
COVERAGE TERM	04/30/23 - 07/01/24	07/01/24 - 07/01/25	07/01/24 - 07/01/25	
Policy Aggregate Limit	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	
Sublimits				
Trustee Claim Expenses	\$ 250,000	\$ 250,000	Included	
Voluntary Compliance Program Expenditures	\$ 100,000	\$ 100,000	\$ 250,000	150.00%
ERISA 502(c) Civil Penalties	\$ 100,000	\$ 100,000	\$ 250,000	150.00%
HIPAA and HITECH Fines & Penalties	\$ 100,000	\$ 100,000	\$ 250,000	150.00%
PPACA Fines & Penalties	\$ 100,000	\$ 100,000	\$ 250,000	150.00%
Section 4975 Penalties Sublimit	\$ 100,000	\$ 100,000	\$ 250,000	150.00%
ERISA Section 502(a)(3) Relief	\$ 100,000	\$ 100,000	Included	
Retention	\$ 10,000	\$ 10,000	\$ -	-100.00%
Total Estimated Term Premium	\$ 6,388	N/A	N/A	
Total Estimated Annualized Premium	\$ 5,460	\$ 2,500	\$ 2,100	-61.54%
Policy Form	Claims Made & Reported Defense Costs Within Policy Limit Timely reporting is required to avoid a claim denial for late notice	All claims must be reported as soon as practicable Circumstances that may lead to a claim may be reported under this policy period and must be reported prior to policy expiration		
Premium	All Fees Fully Earned	No Flat Cancellation		
Extensions	Per policy form			
Exclusions	Per Policy Form; Including But Not Limited To: Prior Knowledge Prior Notice Dishonest / Fraudulent / Criminal Acts Illegal Personal Profit Prior Acts Exclusion Endorsement (10/12/2018)	Breach of Contract Failure to Collect Contribution Benefits Due Pending and Prior Litigation, Proceedings Demands as of 10/12/18 Continuity Date 10/12/18		
Conditions	Insurer Duty to Defend Insurer has right to appoint counsel Mergers / acquisitions must be reported	Defense costs incurred before notice of a claim to insurer, without the insurer's written approval or by unapproved counsel may not be paid		
Claims Made Notification	Claims under this policy must be submitted by you to the insurer during the policy period, or within a specific number of days as stated in the policy, after the expiration of the policy, for coverage to apply.			
Subjectivities	None			

OTHER COVERAGES FOR DISCUSSION

This information has been prepared using an insurance coverage checklist. These items represent some of the possible gaps or deficiencies in the coverage currently provided

PROPERTY

Earthquake / Flood / Wind – Perils typically excluded from Property policy.

MISCELLANEOUS LIABILITY

Watercraft / Aircraft – Owned watercraft and aircraft typically excluded from the General Liability policy.

EXECUTIVE RISK

Kidnap / Ransom – Coverage provided in the event of kidnapping, extortion and various threats against the company and its employees.

EXCESS LIABILITY

Explore additional limits

COMPENSATION DISCLOSURE

Marsh & McLennan Agency LLC (“MMA”) prides itself on being an industry leader in the area of transparency and compensation disclosure. We believe you should understand how we are paid for the services we are providing to you. We are committed to compensation transparency and to disclosing to you information that will assist you in evaluating potential conflicts of interest.

As a professional insurance producer, MMA and its subsidiaries facilitate the placement of insurance coverage on behalf of our clients. As an independent insurance agent, MMA may have authority to obligate an insurance company on behalf of our clients and as a result, we may be required to act within the scope of the authority granted to us under our contract with the insurer. In accordance with industry custom, we are compensated either through commissions that are calculated as a percentage of the insurance premiums charged by insurers, or fees agreed to with our clients.

MMA engages with clients on behalf of itself and in some cases as agent on behalf of its non-US affiliates with respect to the services we may provide. For a list of our non-US affiliates, please visit: <https://mma.marshmma.com/non-us-affiliates>. In those instances, MMA will bill and collect on behalf of the non-US Affiliates amounts payable to them for placements made by them on your behalf and remit to them any such amounts collected on their behalf;

MMA receives compensation through one or a combination of the following methods:

- **Retail Commissions** – A retail commission is paid to MMA by the insurer (or wholesale broker) as a percentage of the premium charged to the insured for the policy. The amount of commission may vary depending on several factors, including the type of insurance product sold and the insurer selected by the client.
- **Client Fees** – Some clients may negotiate a fee for MMA’s services in lieu of, or in addition to, retail commissions paid by insurance companies. Fee agreements are in writing, typically pursuant to a Client Service Agreement, which sets forth the services to be provided by MMA, the compensation to be paid to MMA, and the terms of MMA’s engagement. The fee may be collected in whole, or in part, through the crediting of retail commissions collected by MMA for the client’s placements.
- **Contingent Commissions** – Many insurers agree to pay contingent commissions to insurance producers who meet set goals for all or some of the policies the insurance producers place with the insurer during the current year. The set goals may include volume, profitability, retention and/or growth thresholds. Because the amount of contingent commission earned may vary depending on factors relating to an entire book of business over the course of a year, the amount of contingent commission attributable to any given policy typically will not be known at the time of placement.
- **Supplemental Commissions** – Certain insurers and wholesalers agree to pay supplemental commissions, which are based on an insurance producer’s performance during the prior year. Supplemental commissions are paid as a percentage of premium that is set at the beginning of the calendar year. This percentage remains fixed for all eligible policies written by the insurer during the ensuing year. Unlike contingent commissions, the amount of supplemental commission is known at the time of insurance placement. Like contingent commissions, they may be based on volume, profitability, retention and/or growth.
- **Wholesale Broking Commissions** – Sometimes MMA acts as a wholesale insurance broker. In these placements, MMA is engaged by a retail agent that has the direct relationship with the insured. As the wholesaler, MMA may have specialized expertise, access to surplus lines markets, or access to specialized insurance facilities that the retail agent does not have. In these transactions, the insurer typically pays a commission that is divided between the retail and wholesale broker pursuant to arrangements made between them.
- **Medallion Program and Sponsorships** – Pursuant to MMA’s Medallion Program, participating carriers sponsor educational programs, MMA events and other initiatives. Depending on their sponsorship levels, participating carriers are invited to attend meetings and events with MMA executives, have the opportunity to provide education and training to MMA colleagues and receive data reports from MMA. Insurers may also sponsor other national and regional programs and events.
- **Other Compensation & Sponsorships** – From time to time, MMA may be compensated by insurers for providing administrative services to clients on behalf of those insurers. Such amounts are typically calculated as a percentage of premium or are based on the number of insureds. Additionally, insurers may sponsor MMA training programs and/or events.

We will be pleased to provide you additional information about our compensation and information about alternative quotes upon your request. For more detailed information about the forms of compensation we receive please refer to our Marsh & McLennan Agency Compensation Guide at <https://www.marshmma.com/us/compensation-guide.html>.

MMA's aggregate liability arising out of or relating to any services on your account shall not exceed ten million dollars (\$10,000,000), and in no event shall we be liable for any indirect, special, incidental, consequential or punitive damages or for any lost profits or other economic loss arising out of or relating to such services. In addition, you agree to waive your right to a jury trial in any action or legal proceeding arising out of or relating to such services. The foregoing limitation of liability and jury waiver shall apply to the fullest extent permitted by law.

We appreciate your business!



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