

Orange County Educational Arts Academy
A California Public Charter School

BOARD OF DIRECTORS
MEETING MINUTES

Special Meeting

June 30, 2021

5:30 p.m. – Open Session

Teleconference

Zoom Meeting: <https://bit.ly/33DU6Mz>

Meeting ID: 998 0701 0685

Password: oceaaboard

Reference Materials: <https://bit.ly/3h5F8WJ>

I. Call to Order 17:30

A. Roll Call

Board Members	<u>Present</u>	<u>Absent</u>
Dr. Alfonso Bustamante	_____	X
Valerie Sullivan	X	_____
Scott Overpeck, Chair	X	_____
Ben Stanphill, Secretary	X	_____
Boris Molina	X	_____
Carmen Aparicio	X	_____
Jessica Reyes	_____	X
Staff/Other	_____	_____
Janine McFarlin, Treasurer	X	_____
Mike Limon, President/Executive Director	X	_____

B. Approval of Agenda

II. Public Comment

Opportunity for members of the public to address the Board on agenda items and/or on non-agenda items during regular meetings only

III. Approve 2021-2022 Annual Property and Liability Insurance Renewal Increase of 13%

Action: Approve insurance increase of 13% as presented	Motion: BS Second: BM
	Vote: VS, SO, BS, BM, CA for

IV. Items for Future Meetings

The next regularly scheduled meeting is on August 11, 2021.

V. Adjournment

The meeting was adjourned at 17:39 PM.

A Proposal for

Orange County Educational Arts Academy

Effective: July 1, 2021

Jonathan Schreter CIC, MBA
Executive Vice President

Prepared: June 23, 2021



Orange County Educational Arts Academy

Service Team

Broker	Jonathan Schreter, Executive Vice President E-mail: jschreter@boltonco.com	Direct: (626) 535-1408 Fax: (626) 583-4609
	Debra Rosas, Associate Vice President E-mail: drosas@boltonco.com	Direct: (626) 535-1829
Service Team	Julio Lopez, Client Executive E-mail: jlopez@boltonco.com	Direct: (626) 535-1441
	Abigail Dankwah, Client Analyst E-mail: adankwah@boltonco.com	Direct: (626) 535-1443
	Service Team Fax:	(626) 583-2117

Property & Casualty Resources

Certificates/ Evidences	Standard - Receipt in 24 Hours Email: certrequest@boltonco.com Fax: (626) 583-2117	Rush - Receipt in 3 Hours Email: rushcertrequest@boltonco.com
Property & Casualty Claims	Carly Alba, Claims Manager E-mail: calba@boltonco.com	Direct: (626) 535-1466 Fax: (626) 583-2117
Workers' Comp Claims	Lorenda Edmundson, Sr. Workers' Comp Consultant E-mail: ledmundson@boltonco.com	Direct: (626) 535-1815 Fax: (626) 583-2117
Safety & Health Professional	Stefanie Nobriga, Safety & Health Manager E-mail: snobriga@boltonco.com	Direct: (626) 535-1436 Fax: (626) 583-2117
Bonds	Mary Smith, Associate Producer Surety E-mail: msmith@boltonco.com	Direct: (626) 535-1473 Fax: (626) 583-2124

Department Leads

Property & Casualty	Erin Powell, Vice President, Property & Casualty E-mail: epowell@boltonco.com	Direct: (626) 535-1439 Fax: (626) 583-2117
Employee Benefits	Jacqueline Roth, Director of Employee Benefits E-mail: jroth@boltonco.com	Direct: (626) 535-1968 Fax: (626) 583-2119
Personal Risk Management	Jessica Gunnar, Vice President E-mail: jgunnar@boltonco.com	Direct: (626) 535-1817 Fax: (626) 583-2116

Premium Comparison

Orange County Educational Arts Academy

	2020-2021	2021-2022	\$	%
	Expiring Premium	Renewal Premium	Difference	Difference
Property including Inland Marine & Crime	\$ 12,421	\$ 13,650	\$ 1,229	10%
Automobile	\$ 928	\$ 927	\$ (1)	0%
General Liability	\$ 8,558	\$ 9,249	\$ 691	8%
Umbrella	\$ 7,408	\$ 7,948	\$ 540	7%
Educators Legal Liability including D&O and EPL	\$ 10,870	\$ 12,312	\$ 1,442	13%
Excess Liability - Second Layer	\$ 22,950	\$ 30,600	\$ 7,650	33%
Program Fee	\$ 100	\$ -	\$ (100)	-100%
Excess Liability - Third Layer	\$ 5,000	\$ 7,613	\$ 2,613	52%
Policy Fee	\$ 300	\$ 300	\$ -	0%
TRIA	\$ 250	\$ 247	\$ (3)	-1%
Surplus Lines Taxes & Fees	\$ 171	\$ 658	\$ 488	286%
Fiduciary Liability	\$ 671	\$ 671	\$ -	0%
Cyber Liability	\$ 3,500	\$ 3,500	\$ -	0%
Fee	\$ 150	\$ 175	\$ 25	17%
Surplus Lines Taxes & Fees	\$ 114	\$ 119	\$ 5	5%
Student Accident	\$ 3,700	\$ 3,700	\$ -	0%
Academic Security Risk Management	\$ 2,379	\$ 2,379	\$ -	0%
Active Assailant / Workplace Violence	\$ 1,905	\$ 2,143	\$ 238	13%
Surplus Lines Taxes & Fees	\$ 62	\$ 70	\$ 8	13%
Workers' Compensation	\$ 41,135	\$ 42,575	\$ 1,440	4%
State Taxes	\$ 1,408	\$ 1,686	\$ 278	20%
TOTAL	\$ 123,980	\$ 140,523	\$ 16,543	13%

This proposal is a summary of terms and conditions proposed by the insurers based on the information obtained from you. The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request.

The issued policy will supersede this proposal.

Higher Limits May be Available for All Coverages

Premium Comparison

Orange County Educational Arts Academy Option 2 - Merchants as 3rd Layer Excess

	2020-2021	2021-2022	\$	%
	Expiring Premium	Renewal Premium	Difference	Difference
Property including Inland Marine & Crime	\$ 12,421	\$ 13,650	\$ 1,229	10%
Automobile	\$ 928	\$ 927	\$ (1)	0%
General Liability	\$ 8,558	\$ 9,249	\$ 691	8%
Umbrella	\$ 7,408	\$ 7,948	\$ 540	7%
Educators Legal Liability including D&O and EPL	\$ 10,870	\$ 12,312	\$ 1,442	13%
Excess Liability - Second Layer	\$ 22,950	\$ 17,220	\$ (5,730)	-25%
Program Fee	\$ 100	\$ 200	\$ 100	100%
Surplus Lines Taxes & Fees	\$ -	\$ 560	\$ 560	100%
Excess Liability - Third Layer	\$ 5,000	\$ 20,000	\$ 15,000	300%
Policy Fee	\$ 300	\$ 250	\$ (50)	-17%
Broker Fee	\$ -	\$ 500	\$ 500	100%
TRIA	\$ 250	\$ -	\$ (250)	-100%
Surplus Lines Taxes & Fees	\$ 171	\$ 658	\$ 488	286%
Fiduciary Liability	\$ 671	\$ 671	\$ -	0%
Cyber Liability	\$ 3,500	\$ 3,500	\$ -	0%
Fee	\$ 150	\$ 175	\$ 25	17%
Surplus Lines Taxes & Fees	\$ 114	\$ 119	\$ 5	5%
Student Accident	\$ 3,700	\$ 3,700	\$ -	0%
Academic Security Risk Management	\$ 2,379	\$ 2,379	\$ -	0%
Active Assailant / Workplace Violence	\$ 1,905	\$ 2,143	\$ 238	13%
Surplus Lines Taxes & Fees	\$ 62	\$ 70	\$ 8	13%
Workers' Compensation	\$ 41,135	\$ 42,575	\$ 1,440	4%
State Taxes	\$ 1,408	\$ 1,686	\$ 278	20%
TOTAL	\$ 123,980	\$ 140,492	\$ 16,512	13%

This proposal is a summary of terms and conditions proposed by the insurers based on the information obtained from you. The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request.

The issued policy will supersede this proposal.

Higher Limits May be Available for All Coverages

Named Insureds

Orange County Educational Arts Academy

Statement of Values 2021-2022

Loc #	Entity Name/ Location	Occupancy	Buildings	Business Personal Prop.	EDP	Bus. Income/ Extra Expense	Year Built	Const. Type/ Roof Type	# Stories	Total Bldg. Sq. Ft./ Occupied Sq. Ft.	Sprinklers	Local/ Central Alarm
1	825 N. Broadway Santa Ana, CA	School	\$ 5,300,000	\$ 1,300,000	\$ 500,000	\$ 3,000,000	1960	Frame	2	35,632	X	X
2	822-826 N. Broadway Santa Ana, CA	School	N/A	\$ 200,000	Incl	Incl	1960	Frame	2	11,976	X	X
TOTAL			\$5,300,000	\$1,500,000	\$500,000	\$3,000,000						

Date

Name of Insured: _____

By: _____

Title: _____

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

	2020-2021 Expiring	2021-2022 Renewal	Remarks
Property	Philadelphia A++ XV Admitted	Philadelphia A++ XV Admitted	
Building - Location 2	\$5,300,000	\$5,300,000	
Ordinance - Coverage A	Included	Included	
Ordinance - Coverages B & C	\$1,000,000	\$1,000,000	
Blanket Business Personal Property	\$1,500,000	\$1,500,000	
Blanket Business Income/Extra Expense	\$3,000,000	\$3,000,000	
Property Deductible	\$5,000	\$5,000	
Business Income Waiting Period	24 Hours	24 Hours	
Earthquake Sprinkler Leakage	\$1,000,000	\$1,000,000	
Earthquake Sprinkler Leakage Deductible	\$25,000	\$25,000	
Equipment Breakdown	Included	Included	
<u>Locations</u> : See Statement of Values			
<u>CONDITIONS</u> : Special Form; Replacement Cost; Agreed Value; 100% Co-Insurance; Includes Extended Period of Indemnity 360 Days and Increased Period of Restoration; Includes Protective Safeguard Endorsement - sprinkler and alarm system must be operable. Includes Philadelphia Bell Endorsement, Crisis Management Endorsement and Elite Property Enhancement: Academic Schools Endorsements;			
<u>EXCLUSIONS</u> : Including, but not limited to Earthquake and Flood			
Inland Marine			
Computer Coverage	\$500,000	\$500,000	
Deductible	\$1,000	\$1,000	
<u>EXCLUSIONS</u> : Including, but not limited to Mold and Water.			
Crime			
Employee Dishonesty	\$500,000	\$500,000	
Forgery or Alteration	\$500,000	\$500,000	
Computer Fraud	\$500,000	\$500,000	
Funds Transfer Fraud	\$500,000	\$500,000	
Deductible	\$5,000	\$5,000	
Money Orders & Counterfeit Currency	\$5,000	\$5,000	
Money & Securities - Inside	\$250,000	\$250,000	
Money & Securities - Outside	\$250,000	\$250,000	
Deductible	\$2,500	\$2,500	
Kidnap & Ransom	\$25,000	\$25,000	
<u>CONDITIONS</u> : Loss Sustained Form			

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

	2020-2021 Expiring	2021-2022 Renewal	Remarks
Business Auto	Philadelphia A++ XV Admitted	Philadelphia A++ XV Admitted	
Auto Liability - Non-Owned & Hired	\$1,000,000	\$1,000,000	
Hired Auto Physical Damage	Actual Cash Value	Actual Cash Value	
Hired Auto Physical Damage Deductibles	\$100 Comp \$1,000 Coll	\$100 Comp \$1,000 Coll	
<u>CONDITIONS</u> : Employees as Insureds;			
<i>We are not aware of any excluded drivers at the time of quoting. The carrier may review driving records and exclude any drivers that do not meet their guidelines of acceptability.</i>			
General Liability			
General Aggregate Limit	\$3,000,000	\$3,000,000	
Products-Completed Operations Aggregate	\$3,000,000	\$3,000,000	
Personal & Advertising Injury Limit	\$1,000,000	\$1,000,000	
Each Occurrence Limit	\$1,000,000	\$1,000,000	
Damage to Premises Rented to You Limit - Any One Premises	\$300,000	\$300,000	
Medical Payments Limit - Any One Person	\$15,000	\$15,000	
Sexual Abuse & Molestation/Aggregate	\$1,000,000/\$1,000,000	\$1,000,000/\$1,000,000	
Employee Benefits Liability/Aggregate	\$1,000,000/\$1,000,000	\$1,000,000/\$1,000,000	
Deductible	N/A	N/A	
Student Count	600	622	
<u>CONDITIONS</u> : Employee Benefits Liability is a Claims-Made & Reported Form. Retroactive Date: 07/01/2020; Includes Volunteers and Employees as Insureds; Special Events Endorsement; General Liability Deluxe: Schools Endorsement			
The wording adding additional insured status for vendors, landlords, contractors or owners on your Commercial General Liability Policy applies only when there is a written contract between you and one of these entities requiring they be added to your policy as an additional insured. Please make sure to advise us if there is no contract at the time these are requested so special arrangements can be made with your insurance carrier. An unaltered purchase order is not considered a contract. Requests from these entities for additional insured status with no contract in force should be resisted as you have no legal obligation to provide this and claims against your policy in this situation could reduce the liability limits on your policy.			
<u>EXCLUSIONS</u> : Including, but not limited to Pollution; Punitive Damages; Nuclear Energy; Mold; Asbestos; Property in your Care, Custody or Control; Employment Related Practices; Fungi or Bacteria; Lead; Electronic Chat Rooms; Violations of Statutes; War; Employers Liability; Drones or Unmanned Aircraft; Aircraft or Watercraft; Trampolines or Rebounding Devices; Communicable Disease			

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

	2020-2021 Expiring	2021-2022 Renewal	Remarks
Umbrella	Philadelphia A++ XV Admitted	Philadelphia A++ XV Admitted	
Per Occurrence	\$10,000,000	\$10,000,000	
Aggregate Limit	\$10,000,000	\$10,000,000	
Retention	\$10,000	\$10,000	
<i>CONDITIONS</i> : Limits are excess of Primary General Liability, Sexual Abuse & Molestation, Employee Benefits Liability, Non-Owned & Hired Auto Liability, Employers Liability			
<i>EXCLUSIONS</i> : Including, but not limited to Pollution; Fungi or Bacteria; Lead; Punitive Damages; Nuclear; Mold; Asbestos; Property in your Care, Custody or Control; Directors and Officers Liability; Employment Related Practices; Educators Professional Liability; Violent Event Response; Silica; Subsidence; Liquor Liability; Medical Professional; Communicable Disease			
Educators Professional Select	Philadelphia A++ XV Admitted	Philadelphia A++ XV Admitted	
Educators Legal Liability - Each Claim/Aggregate	\$10,000,000/\$10,000,000	\$10,000,000/\$10,000,000	
Directors & Officers Liability	Included	Included	
Retention-Per Claim	\$10,000	\$10,000	
Employment Practices Liability - Each Claim/Aggregate	\$10,000,000/\$10,000,000	\$10,000,000/\$10,000,000	
Retention-Per Claim	\$25,000	\$25,000	
Non-Monetary Defense - Occurrence/Aggregate	\$100,000/\$300,000	\$100,000/\$300,000	
Retention-Per Claim	\$1,000	\$1,000	
<i>CONDITIONS</i> : Claims-Made & Reported Form; Retroactive Date: 10/05/2009 Includes Wrongful Acts arising out of Education, Employment Practices, Directors, Officers and Trustees; Defense costs paid in addition to the policy limit; Includes Third Party Coverage in respects to Employment Practices Liability; Shared Limits; 12 Month Extended Reporting Period; Includes Crisis Management Enhancement Endorsement			
<i>EXCLUSIONS</i> : Including, but not limited to Pollution; Asbestos; Bodily Injury or Property Damage; Fraudulent, Dishonest, Malicious, Criminal or Intentional Wrongful Acts or Omissions; Fungi, Bacteria or Organic Pathogens; Intellectual Property; Lead; Personal and Advertising Injury; Radioactive/Nuclear Materials; Sexual Abuse & Molestation; War; Failure to Maintain Insurance; Securities; Access or Disclosure of Confidential or Personal Information; Wage and Hour Violations			

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

	2020-2021 Expiring	2021-2022 Renewal	Remarks
Excess Liability - 2nd Layer	Fireman's Fund A+ XV Admitted	Fireman's Fund A+ XV Admitted	
Per Occurrence	\$15,000,000	\$15,000,000	
Aggregate Limit	\$15,000,000	\$15,000,000	
<p>CONDITIONS: Excess Philadelphia Umbrella and EPS policies. Claims Made Retro Date: 7/1/2020.</p> <p>EXCLUSIONS: Including, but not limited to Communicable Disease, Owned Auto; War Liability; Silica Particles; Pollution; Fungi or Bacteria; Lead; Punitive Damages; Nuclear; Mold; Asbestos; Property in your Care, Custody or Control; Subsidence; Liquor Liability; Communicable Disease; Violation of Statutes</p>			
Excess Liability - 3rd Layer	Evanston A XV Non-Admitted	Evanston A XV Non-Admitted	
Per Occurrence	\$5,000,000	\$5,000,000	
Aggregate Limit	\$5,000,000	\$5,000,000	
<p><u>CONDITIONS</u>: \$5M xs \$25M. Minimum Underlying Limit attachment is \$10,000,000 for all policies and coverages, underlying sub-limits are NOT recognized or covered by the excess policy and the policy will NOT drop down.</p> <p><u>EXCLUSIONS</u>: Including, but not limited to Communicable Disease, Owned Auto; War Liability; Silica Particles; Pollution; Fungi or Bacteria; Lead; Punitive Damages; Nuclear; Mold; Asbestos; Property in your Care, Custody or Control; Subsidence; Liquor Liability; Communicable Disease; Violation of Statutes</p>			

**Coverage Re-Cap
2021-2022**

Orange County Educational Arts Academy

<p>Evanston Excess Liability \$5,000,000</p>			
<p>Allianz/Firemans Fund Excess Liability \$15,000,000</p>			
<p>Philadelphia Indemnity Umbrella \$10,000,000</p>			<p>Philadelphia Indemnity Educators Professional Select Professional Liability/ Directors & Officers Liability/ Employment Practices Liability \$10,000,000</p>
<p>Republic Indemnity Employer's Liability \$1,000,000</p>	<p>Philadelphia Indemnity General Liability/ Employee Benefits Liability/ Sexual Abuse & Molestation \$1,000,000</p>	<p>Philadelphia Indemnity Auto Liability \$1,000,000</p>	

**Coverage Re-Cap
2021-2022**

**Orange County Educational Arts Academy
Option 2 - Merchants Insurance Participation**

Merchants Excess Liability \$10,000,000			
Evanston Excess Liability \$10,000,000			
Philadelphia Indemnity Umbrella \$10,000,000			Philadelphia Indemnity Educators Professional Select Professional Liability/ Directors & Officers Liability/ Employment Practices Liability \$10,000,000
Republic Indemnity Employer's Liability \$1,000,000	Philadelphia Indemnity General Liability/ Employee Benefits Liability/ Sexual Abuse & Molestation \$1,000,000	Philadelphia Indemnity Auto Liability \$1,000,000	

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

Fiduciary Liability	Philadelphia A++ XV Admitted	Philadelphia A++ XV Admitted
Limit of Liability	\$1,000,000	\$1,000,000
Retention	\$5,000	\$5,000
<p>CONDITIONS : Defense Costs paid as part of Limit of Liability; Settlement Program Limit of Liability \$250,000; HIPAA Limit of Liability \$250,000; Prior & Pending: 01/30/2015; Includes Philadelphia Crisis Management Enhancement Endorsement; Philadelphia Private Company Enhancement Endorsement; Duty to Defend</p> <p>EXCLUSIONS: Including, but not limited to Property Damage or Bodily Injury; Pollution; Violation of Law; Workplace Misconduct; Related Party; Biometric Information Claim;</p>		
Cyber Liability	Lloyds A XV Non-Admitted	Lloyds A XV Non-Admitted
Maximum Policy Aggregate Limit of Liability	\$1,000,000	\$1,000,000
Multimedia Liability	\$1,000,000	\$1,000,000
Security and Privacy Liability	\$1,000,000	\$1,000,000
Privacy Regulatory Defense and Penalties	\$1,000,000	\$1,000,000
PCI DSS Liability	\$1,000,000	\$1,000,000
Bodily Injury Liability	\$1,000,000	\$1,000,000
TCPA Defense	\$50,000	\$50,000
Property Damage Liability	\$50,000	\$50,000
Breach Events Costs	\$1,000,000	\$1,000,000
Post Breach Remediation Costs	\$25,000	\$25,000
BrandGuard	\$1,000,000	\$1,000,000
System Failure	\$1,000,000	\$1,000,000
Dependent System Failure	\$1,000,000	\$1,000,000
Cyber Extortion	\$1,000,000	\$1,000,000
Cyber Crime Sublimit Aggregate*	\$250,000	\$250,000
Bricking Loss	\$250,000	\$250,000
Reward Expense	\$50,000	\$50,000
Court Attendance Costs	\$25,000	\$25,000
Property Damage Loss	\$50,000	\$50,000
Additional Defense Costs	\$1,000,000	\$1,000,000
Deductible	\$1,000	\$1,000
<p>CONDITIONS : BrandGuard (2 week Waiting period; 12 months Period of Indemnity), System Failure (8 hour waiting period 6 months Period of Indemnity), Dependent System Failure (12 hour waiting period; 4 months Period of Indemnity), Cyber Crime Sublimit \$250,000 (includes: Financial Fraud, Telecommunications Fraud, \$50,000 Phishing Fraud), Court Attendance Costs Sublimit (No deductible);</p> <p>EXCLUSIONS : Including, but not limited to Nuclear Incident; Prior Knowledge; Cyber-bullying</p>		

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

Student Accident	National Union Fire A XV Admitted	National Union Fire A XV Admitted
Students Basic Medical Expense Limit	\$50,000	\$50,000
Volunteers Basic Medical Expense Limit	\$25,000	\$25,000
Deductible	\$0	\$0
Benefit Period	104 Weeks	104 Weeks
Accidental Death/Accidental Dismemberment	\$10,000/\$10,000	\$10,000/\$10,000
Dental	\$250/Tooth Per Accident	\$250/Tooth Per Accident
CONDITIONS : This policy is excess over primary health insurance if available. Incurred Period is 90 Days for Medical Expenses and 365 days for AD&D.		
EXCLUSIONS : Please see the policy for a full list of exclusions.		
Academic Security Risk Management	Great American Ins. Co. A+ XIV Admitted	Great American Ins. Co. A+ XIV Admitted
Limit of Liability	\$1,000,000	\$1,000,000
Personal Accident Limit - per Person	\$250,000	\$250,000
Personal Accident Limit - per Event	\$1,250,000	\$1,250,000
Covered Losses include Ransom, Ransom in Transit, Consultant Fees, Additional Expenses, Legal Liability and Personal Accident; Each loss has its own separate limit and coverage is per occurrence.		
Workers' Compensation	Republic Indemnity A+ X Admitted	Republic Indemnity A+ X Admitted
Employers Liability Limits	\$1,000,000	\$1,000,000
Annual Payroll	\$3,403,151	\$3,536,861
Ex-Mod	N/A	N/A
Quote is contingent upon the insured's participation in the Medical Provider Network (MPN); Subject to Final Audit; Volunteer Coverage and USL&H Not included.		

Renewal Proposal of Insurance 2021-2022

Orange County Educational Arts Academy

Active Assailant/Workplace Violence	Markel International A+ XV Non-Admitted	Markel International A+ XV Non-Admitted
Aggregate	\$1,000,000	\$1,000,000 Higher Limits Available
Limit	\$1,000,000	\$1,000,000
Property Damage	Included	Included
Deductible	Nil	Nil
Demolition and Rebuild	Included	Included
Deductible	10% Coinsurance	10% Coinsurance
Memorial Erection	Included	Included
Deductible	10% Coinsurance	10% Coinsurance
Business Income & Extra Expense	Included	Included
Deductible	5% Franchise for reduction in student count	5% Franchise for reduction in student count
Third Party Liability	Included	Included
Deductible	Nil	Nil
Ancillary Support	Included	Included
Deductible	Nil	Nil
Funeral Cost Sublimit	\$10,000 Per Person \$150,000 Per Event	\$10,000 Per Person \$150,000 Per Event
Crisis Management Response Service	\$100,000 Per Event	\$100,000 Per Event
Employee Retaining Costs	\$10,000 Per Person	\$10,000 Per Person
Clean-Up Costs	\$100,000 Per Event	\$100,000 Per Event
Rest and Rehabilitation Costs	\$50,000 Per Event	\$50,000 Per Event
Informant Reward	\$10,000 Per Event	\$10,000 Per Event

CONDITIONS: Active Assailant Event: An attack by an Active Assailant located at an Insured Location causing property damage and / or Bodily Injury to one (1) or more person(s), excluding the Active Assailant, at or within six hundred and one-thousand (1,000) feet of an Insured Location, including a threat or hoax of an attack.

Business Income - 12 Month Period of Indemnity; Deductible - The franchise for reduction in student numbers means that when the affected school campus sees more than a 5% reduction in their tuition fee income, the coverage will kick in from dollar one. If insured suffers less than a 5% downturn there will be no coverage for Business Income.

Incurral Period - Medical and Dental Expenses - within 30 days and for up to 24 months after event; Counselling Services - within 24 months of event; Crisis Management Response Services - within 12 months of event; Employee Retraining Costs - within 120 days of event; Replacement Employee Recruitment Costs - within 120 days of event; Rest and rehabilitation costs - within 12 months of event.

EXCLUSIONS: Including, but not limited to war, invasion or warlike operations; hostile acts of sovereign or local government entities, civil war, rebellion, revolution, insurrection, martial law, usurpation of power, or civil commotion assuming the proportions of or amounting to an uprising; caused by or arising out of burglary, house – breaking, looting, theft, armed robbery and / or larceny; caused by or arising out of road rage; caused by or arising out of arson; caused by vandals or by way of protest or strikes, labor unrest, riots or civil commotion; caused by or arising out of electronic means including but not limited to computer hacking or the introduction of any form of computer virus or corrupting; nuclear; radiation; seepage or discharge of pollutants; chemical or biological; asbestos; ordinance or law occasioned by any public or government or local or civil authority; fungus; mold; mildew; spores; sexual misconduct; medical or dental expenses, counselling costs or funeral expenses for the active assailant or hostage taker; money or securities; punitive or exemplary damages.

Workers' Compensation Comparison

Orange County Educational Arts Academy

Coverage Description	2020-2021 Premium	2021-2022 Premium	\$ Difference	% Difference
Workers' Compensation	\$ 41,135	\$ 42,575	\$ 1,440	4%
Taxes & Fees	\$ 1,408	\$ 1,686	\$ 278	20%
Total Premium	\$ 42,543	\$ 44,261	\$ 1,718	4%

Classifications	2020-2021 Payroll	2021-2022 Payroll	\$ Difference	% Difference
Class Code 8875 – Public Schools	\$ 3,403,151	\$ 3,536,861	\$ 133,710	4%
Total Payroll	\$ 3,403,151	\$ 3,536,861	\$ 133,710	4%

Classifications	2020-2021 Net Rate	2021-2022 Net Rate	# Difference	% Difference
Class Code 8875 – Public Schools	1.21	1.20	-0.01	-1%
Experience Modification	N/A	N/A	N/A	N/A
Net Rates do not include Expense Constant, Terrorism, or CA Assessments & Fees.				

Excluded Officers:

Please note that portions of the requirements below were as a result of a change in law effective **July 1, 2018**:

- For Corporations (Other Than Professional or Cooperative Corporations) and Trusts – An Officer or Director who owns a minimum of 10% of the stock or an Officer or Director who is covered by health insurance and owns at least 1% of the stock with a parent, grandparent, sibling, spouse, or child owning at least 10% of the stock, or a Trustee of a Trust may elect exclusion from their workers' compensation insurance policy. Each qualifying Officer, Director, or Trustee must sign a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion.
- Professional Corporations – Owners covered by health insurance may elect exclusion from their workers' compensation insurance policy, regardless of their ownership percentage. Each Owner electing exclusion must sign and date a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion and provide a copy of the Waiver to all other owners of the professional corporation. The professional corporation shall keep a copy of the waiver on file.
- Cooperative Corporations – An Officer or Director covered by health insurance and a disability policy may elect exclusion from their workers' compensation insurance policy, regardless of their ownership percentage. Each qualifying Officer or Director must sign a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion and provide a copy of the Waiver to all other owners of the cooperative corporation. The cooperative corporation shall keep a copy of the waiver on file.
- For Partnerships and Limited Liability Companies – General Partners or Managing Members of LLC's may elect exclusion from their workers' compensation insurance policy. Each qualifying General Partner or Managing Member

Insurance Coverage Checklist

Below is a list of usually available, but not all inclusive, coverages. Those items checked represent the coverages proposed. If the item is not checked, the coverage is not included. If you are interested in an explanation of and/or quotation for any of these coverages, please let us know.

<input checked="" type="checkbox"/>	Property (Building and Contents, Including Property of Others)	<input checked="" type="checkbox"/>	Crime/ERISA
<input checked="" type="checkbox"/>	Building Ordinance	<input checked="" type="checkbox"/>	Employee Dishonesty
<input checked="" type="checkbox"/>	Equipment Breakdown	<input checked="" type="checkbox"/>	Money and Securities
<input checked="" type="checkbox"/>	Business Income	<input checked="" type="checkbox"/>	Forgery and Alteration
<input checked="" type="checkbox"/>	Extra Expense	<input checked="" type="checkbox"/>	Computer Fraud
<input type="checkbox"/>	Loss of Rents	<input checked="" type="checkbox"/>	General Liability
<input type="checkbox"/>	Flood	<input type="checkbox"/>	Employee Benefits Liability
<input type="checkbox"/>	Earthquake	<input type="checkbox"/>	Aircraft Liability/Drone
<input checked="" type="checkbox"/>	Earthquake Sprinkler Leakage	<input checked="" type="checkbox"/>	Automobile
<input type="checkbox"/>	Electronic Data Processing	<input type="checkbox"/>	Foreign Property/Liability/WC
<input type="checkbox"/>	Signs	<input checked="" type="checkbox"/>	Umbrella/Excess Liability
<input type="checkbox"/>	Motor Truck Cargo Liability	<input checked="" type="checkbox"/>	Workers' Compensation Employers Liability
<input type="checkbox"/>	Transportation	<input checked="" type="checkbox"/>	Directors and Officers Liability
<input type="checkbox"/>	Ocean Cargo	<input checked="" type="checkbox"/>	Employment Practices Liability
<input type="checkbox"/>	Employee's Tool Floater	<input checked="" type="checkbox"/>	Fiduciary Liability
<input type="checkbox"/>	Equipment Floater	<input checked="" type="checkbox"/>	Kidnap & Ransom
<input type="checkbox"/>	Installation Floater	<input checked="" type="checkbox"/>	Cyber/Privacy Liability/Internet Exposure
<input checked="" type="checkbox"/>	Valuable Papers (On & Off Premises)	<input checked="" type="checkbox"/>	Educators Legal Liability
<input checked="" type="checkbox"/>	Accounts Receivable	<input type="checkbox"/>	Pollution Liability
<input type="checkbox"/>	Mold	<input type="checkbox"/>	Miscellaneous Professional Liability
<input checked="" type="checkbox"/>	Terrorism	<input type="checkbox"/>	Law Enforcement Liability
<input type="checkbox"/>	Funds Transfer Fraud	<input checked="" type="checkbox"/>	Student Accident
		<input checked="" type="checkbox"/>	Active Assailant/Workplace Violence
		<input checked="" type="checkbox"/>	Volunteer Accident

Proposal Acceptance

Orange County Educational Arts Academy

<u>Yes</u>	<u>No</u>	<u>Quote Option</u>
_____	_____	Package Renewal - Philadelphia
_____	_____	Umbrella Renewal - Philadelphia
_____	_____	Executive Protection Renewal - Philadelphia
_____	_____	Fiduciary Renewal - Philadelphia
_____	_____	Cyber Liability - TMHCC
_____	_____	Student Accident - National Union Fire (AIG)
_____	_____	Academic Security - Great American
_____	_____	Active Assailant - Markel (RT Specialty)
_____	_____	Workers' Compensation - Republic Indemnity
_____	_____	Excess Liability - Option 1 - Allianz/Firemans Fund \$15m Layer
_____	_____	Excess Liability - Option 1 - Evanston \$5m Layer
_____	_____	Excess Liability - Option 2 - Evanston \$10m Layer
_____	_____	Excess Liability - Option 2 - Merchants \$10m Layer
_____	_____	Insurance Coverage Checklist – Would you like a quote for any of the coverages listed on the insurance coverage checklist section of our proposal?

(NOTES:) ***Subjectivities to follow per underwriting requirements.***

This proposal is a summary of terms and conditions proposed by the insurers based on information obtained from you. The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request. The issued policy will supersede this proposal.

Higher limits may be available for all coverages.

I have reviewed and accept the coverages and disclosures as summarized in this proposal with any changes indicated above.

Signature

Date

Title

BEST FINANCIAL STRENGTH RATING GUIDE - (FSR)

A Best's Financial Strength Rating (FSR) is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. An FSR is not assigned to specific insurance policies or contracts and does not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. An FSR is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. In addition, an FSR may be displayed with a rating identifier, modifier or affiliation code that denotes a unique aspect of the opinion.

Best's Financial Strength Rating (FSR) Scale

Rating Categories	Rating Symbols	Rating Notches*	Category Definitions
Superior	A+	A++	Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.
Excellent	A+	A-	Assigned to insurance companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations.
Good	B+	B++	Assigned to insurance companies that have, in our opinion, a good ability to meet their ongoing insurance obligations.
Fair	B	B-	Assigned to insurance companies that have, in our opinion, a fair ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Marginal	C+	C++	Assigned to insurance companies that have, in our opinion, a marginal ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Weak	C	C-	Assigned to insurance companies that have, in our opinion, a weak ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Poor	D	D-	Assigned to insurance companies that have, in our opinion, a poor ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.

Financial Strength Non-Rating Designations

Designation Symbols	Designation Definitions
E	Status assigned to insurance companies that are publicly placed under a significant form of regulatory supervision, control or restraint - including cease and desist orders, conservatorship or rehabilitation, but not liquidation - that prevents conduct of normal ongoing insurance operations; an impaired insurer.
F	Status assigned to insurance companies that are publicly placed in liquidation by a court of law or by forced liquidation; an impaired insurer.
S	Status assigned to rated insurance companies to suspend the outstanding FSR when sudden and significant events impact operations and rating implications cannot be evaluated due to lack of timely or adequate information; or in cases where continued maintenance of the previously published rating opinion is in violation of evolving regulatory requirements.
NR	Status assigned to insurance companies that are not rated; may include previously rated insurance companies of insurance companies that have never been rated by A.M. Best

Rating Disclosure - Use and Limitations

A Best's Credit Rating (BCR) is a forward-looking independent and objective opinion regarding an insurer's, issuer's or financial obligation's relative creditworthiness. The opinion represents a comprehensive analysis consisting of a quantitative and qualitative evaluation of balance sheet strength, operating performance, business profile and enterprise risk management or, where appropriate, the specific nature and details of a security. Because a BCR is a forward-looking opinion as of the date it is released, it cannot be considered as a fact or guarantee of future credit quality and therefore cannot be described as accurate or inaccurate. A BCR is a relative measure of risk that implies credit quality and is assigned using a scale with a defined population of categories and notches. Entities or obligations assigned the same BCR symbol developed using the same scale, should not be viewed as completely identical in terms of credit quality. Alternatively, they are alike in category (or notches within a category), but given there is a prescribed progression of categories (and notches) used in assigning the ratings of a much larger population of entities or obligations, the categories (notches) cannot mirror the precise subtleties of risk that are inherent within similarly rated entities or obligations. While a BCR reflects the opinion of A.M. Best Rating Services, Inc. (AM Best) of relative creditworthiness, it is not an indicator or predictor of defined impairment or default probability with respect to any specific insurer, issuer or financial obligation. A BCR is not investment advice, nor should it be construed as a consulting or advisory service, as such; it is not intended to be utilized as a recommendation to purchase, hold or terminate any insurance policy, contract, security or any other financial obligation, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. Users of a BCR should not rely on it in making any investment decision; however, if used, the BCR must be considered as only one factor. Users must make their own evaluation of each investment decision. A BCR opinion is provided on an "as is" basis without any expressed or implied warranty. In addition, a BCR may be changed, suspended or withdrawn at any time for any reason at the sole discretion of AM Best.

BCRs are distributed via the AM Best website at www.ambest.com. For additional information regarding the development of a BCR and other rating-related information and definitions, including outlooks, modifiers, identifiers and affiliation codes, please refer to the report titled "Understanding Best's Credit Ratings" available at no charge on the AM Best website. BCRs are proprietary and may not be reproduced without permission.

Copyright © 2019 by A.M. Best Company, Inc. and/or its affiliates. ALL RIGHTS RESERVED.

Version 010219



Types of Insurance Carriers

Non-Admitted

This is an insurance carrier that is not licensed by the State of California, but is domiciled and admitted in other states and approved for use in California by the Department of Insurance. It is published on the List of Approved Surplus Lines Insurers (LASLI).

Carriers are strictly regulated by their state of domicile and must meet strict surplus lines laws and regulations in order to provide insurance in California.

These carriers are not backed by the California Insurance Guarantee Association (CIGA). They are used when coverage is not available from an admitted company either because domestic carriers feel it is too risky or because broader coverage may be available from a non-admitted carrier.

Admitted

This is an insurance carrier that is licensed to do business in California and regulated by the Department of Insurance. Carriers are strictly regulated. Rates and policy forms must be filed with the Department of Insurance and approved before they can be offered to the insurance consumer.

The carrier is backed by the Insurance Guarantee Association (CIGA), which provides insurance against carriers which become insolvent. It assumes limited responsibility for all claims up to \$500,000, with the exception of Worker's Compensation, which has no limitation. Ocean Cargo and Crime coverages are not insured through the Association.

Claims-Made and Reported Liability Policy

A Claims-Made and Reported Liability Policy provides third party liability coverage when a claim for damages is first made during the policy period. The incident causing the claim must occur during the policy period between the **retroactive (or continuity date) and the expiration date**, whichever is later. The claim must be reported to the carrier prior to the policy expiration date or **extended reporting period**.

Retroactive Date

The **retroactive date** is important in determining if a Claims-Made and Reported Policy will respond to a claim. This date is usually the same as the first date this coverage was first carried. For coverage to apply, the claim must fall between the **retroactive (or continuity) date** and the expiration date of the policy or **extended reporting period**.

Extended Reporting Period

As mentioned above, the claim must occur and be reported prior to the end of the expiration date or **extended reporting period**. An extension of time to report claims following the end of the expiration date may be purchased for claims made during the specified term purchased. This extension or **extended reporting period** is needed when a policy is cancelled or non-renewed and not placed with another carrier, renewed with an advanced **retroactive date** or changed to an “occurrence” form policy. Please note the **extended reporting period** does not extend the coverage period, only the time to report. The **extended reporting period** is usually available for a period of 12, 24, or 36 months, in some cases, longer.

Continuity Date

This is the first date that a policy or particular limit is carried. It may act as a **retroactive date**. Some policies may have a **retroactive date and a continuity date**, especially if limits have been changed over the years.

It is very important that careful consideration be given to all of the above issues when moving coverage provided by a claims-made and reported policy.

CERTIFIED TERRORISM Terrorism Risk Insurance Act – “TRIA” and Terrorism Risk Insurance Program Reauthorization Act of 2015 – “TRIPRA”)

"Certified Terrorism" is coverage offered by insurance carriers that have the financial backing of the U. S. government under the Terrorism Act of 2002, the Terrorism Risk Insurance Extension Act of 2005, the Reauthorization Act of 2007 and the Reauthorization Act of 2015. The Act is known as “TRIA.”

"Certified Terrorism" is defined under the act as: Any act that is certified by the Secretary of the Treasury, in consultation with the Secretary of Homeland Security, and the Attorney General of the United States, to be an act of terrorism. Criteria include:

- a. The act is an act of terrorism.
- b. The act is violent or dangerous to human life, property of infrastructure.
- c. The act resulted in damage within the United States, or outside of the United States

Missions or certain air carriers or vessels.

- d. The act has been committed by an individual or individuals as part of an effort to coerce the civilian population of the United States or to influence the policy or affect the conduct of the United States government by coercion.

- e. The act must cause at least \$5,000,000 in overall insured losses attributable to all types of insurance subject to the Act.

- f. The Federal Government will pay based on formula established by law; 85% through 2015, 84% 2016; 83% 2017; 82% 2018; 81% 2019 and 80% 2020, but no more than 100 billion dollars. The carrier’s maximum payment is 100 billion dollars in total for all losses.

No act may be certified as an act of terrorism if the act is committed as part of the course of a war declared by Congress (except for Workers’ Compensation) or if losses resulting from the act, in the aggregate for insurance subject to TRIA, do not exceed \$5,000,000.

IMPORTANT DECLARATION AND DISCLOSURE INFORMATION

This document and the information contained herein is designed in a format that is easy to understand and compare against previous insurance programs. As such, it is necessary to use generalized terminology. This document does not in any way confirm that coverage is, or will be, in effect. Coverage can only commence after your request for coverage is accepted by the insurance company, and a deposit premium has been received. This proposal does not in any way infer or suggest that coverage as proposed will be broader than the standard forms provided by the quoted insurance company unless the broadening features are specifically mentioned in writing in this format. The presenter of this proposal has no authority to broaden or infer coverages beyond those that are stated in writing. This proposal is only valid for 30 days.

This proposal is a summary of terms and conditions proposed by the insurers based on the information obtained from you. Therefore, you are solely responsible for the accuracy of the information furnished to the insurance carriers. We are not responsible for verifying any of this information which you have provided, nor shall we have any liability that arises from the inaccuracy of the information which you provided. All changes in your exposures to loss should be reported to us immediately so that proper coverage may be affected.

The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request. The issued policy will supersede this proposal.

Upon acceptance of this proposal, it is necessary to effect insurance with proper values. Reviewing each of the coverages proposed and making changes and updates in accordance with current information and conditions is recommended. Higher limits may be available upon request.

It is important to note that any requests that you make, regarding this proposal or into the future, to change or bind your insurance coverage through email, voicemail or verbally with our staff will not take effect until written notice is received from us.

Any advice or guidance provided by any of our staff shall not be construed or relied upon as legal, accounting or actuarial advice. We encourage you to work with other professionals in those specific areas and for those specific matters.

Please also note that many insurance carriers have very strict claim reporting terms and conditions and can include wording that restricts or negates coverage should the carrier not be immediately notified of a potential claim. It is important that you refer to your actual policies for these requirements and follow them closely.

Compensation

For the placement and service of your insurance program, we will receive commission-based compensation from selected insurance companies and/or wholesale intermediaries. The compensation received by us may differ depending on the product and the insurance company. We may receive additional contingent compensation from these insurance companies based upon other aggregate factors, such as claims experience, growth in new business, retention of the business, total premium volume placed, etc. We may also be reimbursed for services rendered under contract with selected premium finance companies that agree to finance your insurance premiums. Any additional fees in lieu of commissions or for services such as claims, loss control and general risk management, will be outlined in the proposal.

Data Protection and Use

We are committed to protecting the privacy of your personal data. In our role as an insurance broker, we may use the data you provided us in the process of securing quotes or coverage, claims management, typical policy servicing, etc. and that data may be provided to various insurance carriers or intermediaries. If you have any specific questions about the use or access to this data, please let us know and we would be happy to discuss it with you.

IMPORTANT DECLARATION AND DISCLOSURE INFORMATION

With respect to your logo(s) and unless otherwise instructed by you, we may, without notice or consent, use your logo(s) and other publicly available information in our marketing efforts and materials with the intent of adding additional clients and growing our business.

Insurance Carrier Rating

If we have provided information in the proposal as to the current rating of an insurance carrier through the AM Best Company, which is an independent rating company, please understand that to the best of our ability we are providing their current rating as of the date of the proposal. However, these ratings are subject to change at any time. Therefore, if the rating of the carrier is important to you or your business, we advise that you check the current rating by accessing their website directly at ambest.com for the most current status and rating of your insurance carrier.

IMPORTANT NOTICE:

- 1. The insurance policy that you are applying to purchase is being issued by an insurer that is not licensed by the State of California. These companies are called "nonadmitted" or "surplus line" insurers.**
- 2. The insurer is not subject to the financial solvency regulation and enforcement that apply to California licensed insurers.**
- 3. The insurer does not participate in any of the insurance guarantee funds created by California law. Therefore, these funds will not pay your claims or protect your assets if the insurer becomes insolvent and is unable to make payments as promised.**
- 4. The insurer should be licensed either as a foreign insurer in another state in the United States or as a non-United States (alien) insurer. You should ask questions of your insurance agent, broker, or "surplus line" broker or contact the California Department of Insurance at the toll-free number 1-800-927-4357 or internet website www.insurance.ca.gov. Ask whether or not the insurer is licensed as a foreign or non-United States (alien) insurer and for additional information about the insurer. You may also visit the NAIC's internet website at www.naic.org. The NAIC-the National Association of Insurance Commissioners-is the regulatory support organization created and governed by the chief insurance regulators in the United States.**
- 5. Foreign insurers should be licensed by a state in the United States and you may contact that state's department of insurance to obtain more information about that insurer. You can find a link to each state from this NAIC internet website: https://naic.org/state_web_map.htm.**

6. For non-United States (alien) insurers, the insurer should be licensed by a country outside of the United States and should be on the NAIC's International Insurers Department (IID) listing of approved nonadmitted non-United States insurers. Ask your agent, broker, or "surplus line" broker to obtain more information about that insurer.

7. California maintains a "List of Approved Surplus Line Insurers (LASLI)." Ask your agent or broker if the insurer is on that list, or view that list at the internet website of the California Department of Insurance: [8. If you, as the applicant, required that the insurance policy you have purchased be effective immediately, either because existing coverage was going to lapse within two business days or because you were required to have coverage within two business days, and you did not receive this disclosure form and a request for your signature until after coverage became effective, you have the right to cancel this policy within five days of receiving this disclosure. If you cancel coverage, the premium will be prorated and any broker's fee charged for this insurance will be returned to you.**](http://www.insurance.ca.gov/01-consumers/120-company/07-</p></div><div data-bbox=)**

Signature

Date: _____

Insured: Orange County Educational Arts Academy

D-1 (Effective January 1, 2020)