

#### **HANDOUTS**

from June 14, 2018 Board of Directors Meeting

- **H.4.a.1.** *Revised* 18-19 APIP Property Deposit Calculations with Active Shooter Coverage Premium Cost Allocation by Members
- H.4.c. APIP Alliant Cyber Excess Solutions PowerPoint Presentation
- H.5. Property Appraisal Services RFP Cost Allocation by Member

#### FY 18/19 NCCSIF PROPERTY PROGRAM ALLOCATION

Total TIV = All Risk TIV + CE Values +

All Risk TIV All Risk TIV Vehicles + COC Pulled from Pulled from Pulled from All Risk TIV x **B&M Value (Less** Formula or Allocation Pulled from Oasys Pulled from Oasys Oasys Oasys Oasys Rate All Risk TIV x Rate COC TIV x Rate Fine Arts) x Rate All Risk (TIV) Course of Real Personal Construction (Real, Personal, **Primary** BI/Rent, and Fine COC Property **Property** Property **BI/Rents Fine Arts** (COC) Property **Excess Property Excess Boiler** Member Entity **Deductible** Values Values Values Values **Values** Arts, Minus COC) Premium Premium\* Premium Premium Rate Per \$100/Amount Values \$0.0565688 \$0.0122527 \$0.0650024 \$0.0010581 \$5,000 \$24,822,751 \$32,513,725 \$18,393 \$344 Anderson \$6,372,507 \$1,318,467 \$4,039 \$5,000 \$20,915,165 \$6,424,863 \$0 \$27,340,028 \$15,466 \$289 Auburn \$3,461 \$25,025,478 \$294,732 \$20,999 \$4,550 \$393 Colusa \$5,000 \$11,800,236 \$37,120,446 Corning Dixon \$5,000 \$63.908.521 \$48.352.025 \$2.371.420 \$114.631.966 \$64.846 \$14.121 \$1,213 Elk Grove Folsom \$5,000 \$174,805,989 \$22,894,254 \$1,997,954 \$578,000 \$200,276,197 \$113,294 \$30,035 \$2,113 Galt \$5,000 \$54,681,121 \$20,559,088 \$2,228,420 \$19,377 \$77,449,252 \$43,812 \$9,579 \$13 \$819 Gridley \$5,000 \$14,187,768 \$11,299,966 \$428,720 \$25,916,454 \$14,661 \$3,239 \$274 lone \$5,000 \$8,607,413 \$2,368,726 \$102,520 \$11,078,659 \$6,267 \$2,046 \$117 Jackson \$5,000 \$140,087,612 \$44,383,390 \$352,944 \$184,823,946 \$104,553 \$23,778 \$1,956 Lincoln \$20,318,311 \$5,056,863 \$26,651,581 Marysville \$5,000 \$1,276,407 \$15,076 \$3,324 \$282 Nevada City Oroville \$5,000 \$30,772,137 \$4,604,494 \$0 \$35,376,631 \$20,012 \$4,454 \$374 Placerville Paradise \$5,000 \$9,003,000 \$1,976,044 \$102,756 \$11,081,800 \$6,269 \$1,826 \$117 Red Bluff \$5,000 \$43,018,752 \$8,871,467 \$491,139 \$1,855,923 \$50,525,435 \$28,582 \$7,586 \$1,206 \$535 Rio Vista Rocklin \$5.000 \$57,121,759 \$6,956,100 \$6,200,000 \$70,277,859 \$39,755 \$9,920 \$744 Willows Yuba City \$5,000 \$133,933,412 \$46,579,230 \$6,628,952 \$187,141,594 \$105,864 \$25,805 \$1,980 \$821,209,189 \$578,000 \$1,092,205,573 \$617,848 \$1,219 \$11,551 TOTAL \$248,499,253 \$23,794,431 \$1,875,300 \$147,763

**Verify Quote Sheet** Don't Participate

617,848 \$ 147,762 \$ 1,219 \$ 11,545 (\$0) \$1 (\$0) \$6

|                       |                   |             | Total TIV        | Total TIV        | Total TIV        |             |                    |                |           |           |          |
|-----------------------|-------------------|-------------|------------------|------------------|------------------|-------------|--------------------|----------------|-----------|-----------|----------|
|                       |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Formula or Allocation | Pulled from Oasys | CE x Rate   | Total TIV x Rate | Total TIV x Rate | Total TIV x Rate |             |                    |                |           |           |          |
| Torrida or Allocation | Tanca from Gasys  | CE X Nate   | Total IIV X Nate | Total IIV X Nate | Total IIV X Nate |             |                    |                |           |           |          |
|                       |                   |             |                  |                  |                  |             |                    | 2018-19        |           |           |          |
|                       | Contractors       |             | Cyber            | Pollution        | Primary          |             | Estimated          | Total All Risk | 2017-18   |           |          |
|                       | Equipment (CE)    | CE          | Liability        | Liability        | Terrorism        | Estimated   | Surplus Line Taxes | Property       | Property  |           |          |
| Member Entity         | Values            | Premium     | Premium          | Premium          | Premium          | ABS Fees    | & Fees             | Premium        | Premium   | \$ Change | % Change |
| Rate Per \$100/Amour  | Values            | \$0.0777278 | \$0.0004781      | \$0.0006139      | \$0.0002077      | \$21,856.00 | \$34,621.59        | Value          | Value     | <u> </u>  |          |
| Anderson              | \$453,620         | \$353       | \$158            | \$202            | \$68             | \$650.63    | \$1,031            | \$25,238       | \$20,284  | \$4,955   | 24%      |
| Auburn                | \$46,503          | \$36        | \$135            | \$173            | \$59             | \$547.10    | \$867              | \$21,033       | \$17,597  | \$3,436   | 20%      |
| Colusa                | \$14,296          | \$11        | \$178            | \$228            | \$77             | \$742.81    | \$1,177            | \$28,355       | \$23,297  | \$5,057   | 22%      |
| Corning               |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Dixon                 | \$619,403         | \$481       | \$551            | \$708            | \$239            | \$2,293.89  | \$3,634            | \$88,087       | \$34,256  | \$53,831  | 157%     |
| Elk Grove             |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Folsom                | \$8,333,623       | \$6,478     | \$1,172          | \$1,505          | \$509            | \$4,007.70  | \$6,349            | \$165,462      | \$128,276 | \$37,186  | 29%      |
| Galt                  | \$474,957         | \$369       | \$374            | \$480            | \$162            | \$1,549.83  | \$2,455            | \$59,613       | \$47,940  | \$11,673  | 24%      |
| Gridley               | \$516,649         | \$402       | \$126            | \$162            | \$55             | \$518.61    | \$822              | \$20,259       | \$16,525  | \$3,733   | 23%      |
| lone                  | \$544,000         | \$423       | \$80             | \$103            | \$35             | \$221.69    | \$351              | \$9,643        | \$7,584   | \$2,059   | 27%      |
| Jackson               |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Lincoln               | \$873,227         | \$679       | \$928            | \$1,191          | \$403            | \$3,698.49  | \$5,859            | \$143,044      | \$104,673 | \$38,371  | 37%      |
| Marysville            | \$474,084         | \$368       | \$130            | \$167            | \$56             | \$533.32    | \$845              | \$20,781       | \$16,737  | \$4,044   | 24%      |
| Nevada City           |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Oroville              | \$976,265         | \$759       | \$174            | \$223            | \$76             | \$707.92    | \$1,121            | \$27,901       | \$20,489  | \$7,412   | 36%      |
| Placerville           |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Paradise              | \$3,819,588       | \$2,969     | \$71             | \$91             | \$31             | \$221.76    | \$351              | \$11,948       | \$7,428   | \$4,519   | 61%      |
| Red Bluff             | \$2,445,648       | \$1,901     | \$296            | \$380            | \$129            | \$1,011.06  | \$1,602            | \$43,227       | \$34,765  | \$8,463   | 24%      |
| Rio Vista             |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Rocklin               | \$10,682,950      | \$8,304     | \$387            | \$497            | \$168            | \$1,406.32  | \$2,228            | \$63,409       | \$51,082  | \$12,327  | 24%      |
| Willows               |                   |             |                  |                  |                  |             |                    |                |           |           |          |
| Yuba City             | \$4,711,700       | \$3,662     | \$1,007          | \$1,293          | \$437            | \$3,744.87  | \$5,932            | \$149,725      | \$122,635 | \$27,090  | 22%      |
| TOTAL                 | \$34,986,513      | \$27,194    | \$5,766          | \$7,403          | \$2,505          | \$21,856    | \$34,622           | \$877,725      | \$653,567 | \$224,158 | 34%      |
| Verify Quote Sheet    |                   | \$ 27,194   |                  |                  |                  |             |                    |                |           |           |          |
| Don't Participate     |                   | \$0         | \$9              | \$11             | \$4              | \$0         | \$0                |                | \$877,725 |           |          |

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|-------|-------|------|--------|---|
|       |       |      |        |   |

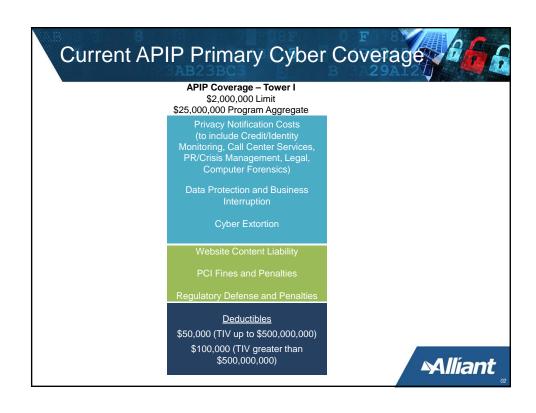
| Torridia or / mocation |  |              |                 |                  |                       |                |                 |  |
|------------------------|--|--------------|-----------------|------------------|-----------------------|----------------|-----------------|--|
| Member Entity          | Total TIV (All Risk<br>TIV + CE + Auto +<br>COC) | Flood Limit  | Flood<br>Values | Flood<br>Premium | Vehicle<br>Deductible | Vehicle Values | Vehicle Premium | 2018-19<br>Grand Total<br>Premium<br>All Coverages |
| Rate Per \$100/Amou    | r  |              | Value           | \$0.0223927      |                       | Value          | \$0.2628405     | _  |
| Anderson               | \$32,967,345                                     |              |                 |                  |                       |                |                 | \$25,238   |
| Auburn                 | \$28,245,292                                     | \$17,000,000 | \$28,245,292    | \$6,325          | \$10,000              | \$858,761      | \$2,257         | \$29,615   |
| Colusa                 | \$37,134,742                                     |              |                 |                  |                       |                |                 | \$28,355   |
| Corning                |  |              |                 |                  |                       |                |                 |  |
| Dixon                  | \$115,251,369                                    |              |                 |                  |                       |                |                 | \$88,087   |
| Elk Grove              |  |              |                 |                  |                       |                |                 |  |
| Folsom                 | \$245,131,996                                    |              |                 |                  | \$5,000               | \$36,522,176   | \$95,995        | \$261,457  |
| Galt                   | \$78,175,869                                     |              |                 |                  | \$5,000               | \$232,283      | \$611           | \$60,223   |
| Gridley                | \$26,433,103                                     |              |                 |                  |                       |                |                 | \$20,259   |
| lone                   | \$16,697,321                                     | \$10,000,000 | \$16,697,321    | \$3,739          | \$5,000               | \$5,074,662    | \$13,338        | \$26,720   |
| Jackson                |  |              |                 |                  |                       |                |                 |  |
| Lincoln                | \$194,061,644                                    |              |                 |                  | \$7,500               | \$8,364,471    | \$21,985        | \$165,029  |
| Marysville             | \$27,125,665                                     | \$15,000,000 | \$27,125,665    | \$6,074          |                       |                |                 | \$26,855   |
| Nevada City            |  |              |                 |                  |                       |                |                 |  |
| Oroville               | \$36,352,896                                     |              |                 |                  |                       |                |                 | \$27,901   |
| Placerville            |  |              |                 |                  |                       |                |                 |  |
| Paradise               | \$14,901,388                                     |              |                 |                  |                       |                |                 | \$11,948   |
| Red Bluff              | \$61,916,132                                     |              |                 |                  | \$5,000               | \$5,303,196    | \$13,939        | \$57,166   |
| Rio Vista              |  |              |                 |                  |                       |                |                 |  |
| Rocklin                | \$80,960,809                                     |              |                 |                  |                       |                |                 | \$63,409   |
| Willows                |  |              |                 |                  |                       |                |                 |  |
| Yuba City              | \$210,603,794                                    | \$10,000,000 | \$210,603,794   | \$47,160         | \$5,000               | \$18,750,500   | \$49,284        | \$246,169  |
| TOTAL                  | \$1,205,959,365                                  |              | \$282,672,072   | \$63,298         |                       | \$75,106,049   | \$197,409       | \$1,138,432  |
| Verify Quote Sheet     | •  |              |                 | \$63,298         |                       | •              | \$197,409       | \$1,138,403  |

 Verify Quote Sheet
 \$63,298
 \$197,409
 \$1,138,403

 Don't Participate
 (\$0)
 \$0
 \$30

% Total TIV x Premium Optional Active Shooter Proposal 8,467 252 212 288 889 1,553 600 201 86 1,433 207 274 86 392 545 1,451 8,467





### APIP Cyber Improvements 2018-2019

- New Coverages
  - Business Interruption from System Failure \$250,000 Limit
  - Cyber Funds Transfer Fraud \$50,000 Limit
  - Cyber Criminal Reward \$25,000 Limit
- Increased Limits for Specific Coverages:
  - Forensic Expense increased from \$100,000 to \$2 Mil
  - Cyber Dependent BI increased from \$500,000 to \$750,000
  - Cyber PCI increased from \$100,000 to \$2 Mil
  - Cyber PR Consultancy from \$50,000 to Policy Limit
- Additional Limits or Reduced Retentions Available:
  - Increase Privacy Notification Costs (\$1M/\$2M) for 10% AP for members with TIV>\$500M
  - Members with TIV<\$250M buy-down deductible to \$5,000 for \$5,000 AP per entity

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### 2018-19 APIP Cyber Coverages



### Breach Response - \$500,000 Limit

\$1 Mil if use Beazely Breach Response

### First Party Losses & Aggregate Limits

- Business Interruption
  - Security Breach \$2 Mil
  - System Failure \$250K new coverage
- Dependent Business Loss
  - Dependent Security Breach \$750K
- Cyber Extortion Loss \$2 Mil
- Data Recovery
  - Data Protection Loss \$2 Mil

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### 2018-19 APIP Cyber Coverage & Limits

### **Liability Coverages - \$2 Mil Limit and Aggregate**

- · Data and Network Liability
- Regulatory Defense and Penalties
- Payment Card Liabilities and Costs
- Website Media Content Liability

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### 2018-19 APIP Cyber Coverage & Limits

### **ECRIME Coverages - \$50,000 Limit & Aggregate**

- Fraudulent Instruction
- Funds Transfer Fraud new
- Telephone Fraud

<u>Criminal Reward</u> - \$25,000 Limit – new

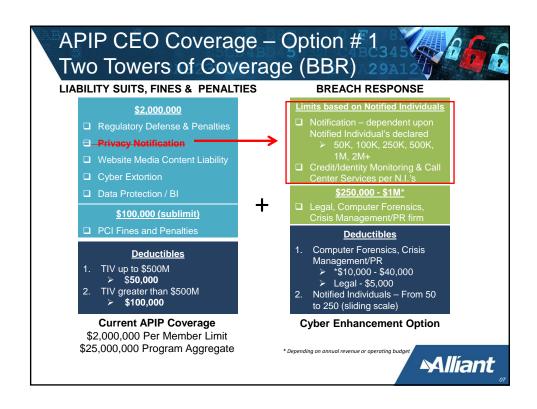
**Consequential Reputational Loss** - \$50,000 Limit

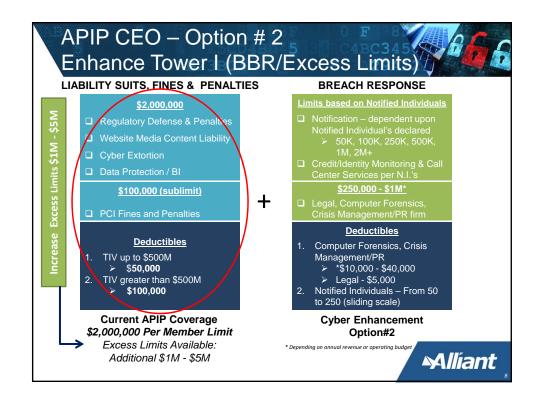
**Retention**: \$50,000 (TIV up to \$500 Mil);

\$100,000 (TIV > \$500 Mil);

8 Hour waiting period for first party claims

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# What Alliant Cyber Excess Solutions (ACES) Offers

- Straight excess coverage over APIP Cyber and/or CEO
  - Limits range from \$2M-\$8M+ excess of primary
  - No additional deductibles; subject to primary deductible
- Sub-limits include:
  - Notification Costs
    - \$1M X \$1M if excess of APIP Cyber (can increase if primary increased, subject to 10% AP)
    - Doubles Lives if excess of CEO
  - PCI Fines and Penalties: \$100,000 X \$100,000
  - Dependent BI: \$500,000 X \$500,000
- Dedicated coverage per-member



### **Drop Down Endorsement**



# ACES <u>drop down as primary</u> whether Primary coverage and/or Aggregates (member and program) are exhausted

- In the event of the depletion of any sublimit(s) of liability of the Underlying Insurance solely as a result of
  actual payment or payment in fact of claim(s) thereunder, this Policy shall drop down and provide a sublimit
  as set forth above for claim(s) as excess insurance over the amount of the sublimit(s) of liability, if any,
  remaining under such Underlying Insurance, subject to the sublimits of this Policy as stated in this
  endorsement.
- 2. In the event of the exhaustion of the sublimit(s) of liability of the Underlying Insurance solely as a result of actual payment in fact of claim(s) thereunder, the remaining sublimit of liability available under this Policy as set forth in this endorsement shall, subject to (1) the other terms, conditions, exclusions and endorsements of this Policy and (2) the terms, conditions, exclusions and endorsements contained in the Underlying Insurance, apply to claims, if any as primary insurance. Any applicable self-insured retentions, deductibles or coinsurance set forth in the Underlying Insurance shall continue to apply under this Policy.



# ACES: Two Proposed Coverage Structures for Pools/JPAs



- 1. Per member limit and Member Aggregate
  - Each member has own dedicated coverage with their own aggregate, not subject to any pool aggregate
  - Geared for pools that want coverage as a "pass through" and allow each member to elect coverage
- 2. Per member limit and aggregate subject to a Pool Aggregate
  - Geared for group coverage of entire pool
  - Pricing per member is much lower, with \$4M and \$10M policy aggregate limits.

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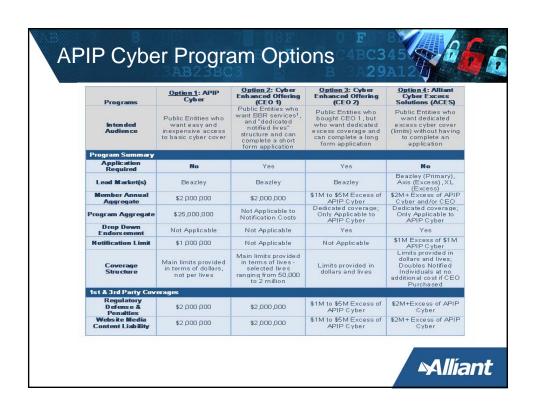
### How is ACES Different? 5

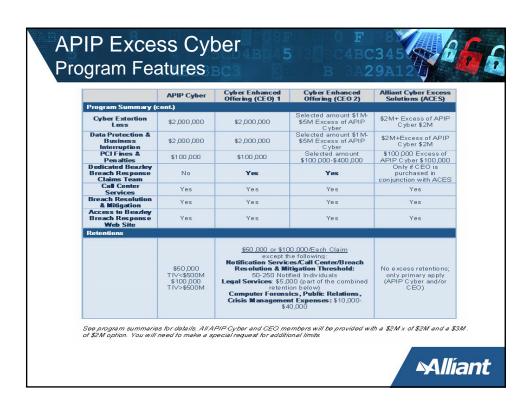


- No Application required; based on <u>TIV and revenues</u>
- Dedicated limit per member; no aggregate (unless purchased)
- Every APIP Cyber and/or CEO member will receive automatic options of \$2M and \$3M X primary
- Admitted paper
- Access to Breach Services
  - InfoSec if excess of APIP Cyber
  - Beazley Breach Response if excess CEO

**Alliant** 









# NCCSIF PROPERTY PROGRAM (APIP) APPRAISAL ALLOCATION Asset Works Appraisal Proposal

|                    |           |                   |       | \$128,000  |
|--------------------|-----------|-------------------|-------|------------|
| Member             | Buildings | WWTP<br>Buildings | Total | Allocation |
| CITY OF ANDERSON   | 52        | 22                | 74    | \$7,106    |
| CITY OF AUBURN     | 25        | 20                | 45    | \$4,321    |
| CITY OF COLUSA     | 40        | 19                | 59    | \$5,665    |
| CITY OF DIXON      | 77        | 5                 | 82    | \$7,874    |
| CITY OF FOLSOM     | 173       |                   | 173   | \$16,612   |
| CITY OF GALT       | 99        | 32                | 131   | \$12,579   |
| CITY OF GRIDLEY    | 53        | 6                 | 59    | \$5,665    |
| CITY OF IONE       | 17        | 15                | 32    | \$3,073    |
| CITY OF LINCOLN    | 84        | 22                | 106   | \$10,179   |
| CITY OF MARYSVILLE | 63        | 15                | 78    | \$7,490    |
| CITY OF OROVILLE   | 88        |                   | 88    | \$8,450    |
| CITY OF RED BLUFF  | 101       | 25                | 126   | \$12,099   |
| CITY OF ROCKLIN    | 158       |                   | 158   | \$15,172   |
| CITY OF YUBA CITY  | 97        |                   | 97    | \$9,314    |
| TOWN OF PARADISE   | 25        |                   | 25    | \$2,401    |
| <b>Grand Total</b> | 1152      | 181               | 1333  | \$128,000  |