


# DEKALB COUNTY SCHOOL DISTRICT



**Excess Workers' Compensation  
& Employer's Liability  
July 1, 2023 to July 1, 2024**

May 10, 2023

**Prepared by:**

**LaToya Cotton- Robinson, Account Executive**  
**Brittany Palmquist, Account Manager**

## EXECUTIVE SUMMARY

Edgewood Partners Insurance Center (EPIC) is proud to represent DeKalb County School District in its risk management and insurance programs. We are pleased to present to you this year's Excess Workers' Compensation & Employer's Liability Insurance Renewal for the July 1, 2023 to July 1, 2024 policy term.

The insurance marketplace is very limited and very restrictive for schools and public entities. In today's Excess Workers' Compensation & Employer's Liability Insurance marketplace, underwriters are indicating that there will be marginal increases in premium for accounts with no losses that have penetrated 50% of the Self- Insured Retention (SIR). And for school and public entities that have incurred losses penetrating the (SIR) or a frequency of losses- up to 25% increase in premium will also be realized. In more severe cases insurance carriers decline to underwrite risks at all.

The insurance marketplace has hardened considerably. Unfortunately, that combined with several of the District's large losses have significantly impacted the renewal terms. The District has several losses that continue to trend and develop. Contemplating the continued increasing loss cost trending in the Excess Workers' Compensation line, Star Insurance Company took a more aggressive approach over the past two years.

Over the prior two renewals, Star required an increase in Self Insured Retention (SIR) from \$1,000,000 to \$1,250,000 due to losses and inconsistencies in the District's loss runs. The insurance carrier is not yet comfortable with reducing the SIR this year. They agree to take another look at a lower SIR next year

We have successfully negotiated a flat rate of .0342. The District's premium has increased 7.96% or \$22,192. This is strictly payroll driven as this coincides with the District's increase in estimated payroll (\$64,890,000 or 7.96% increase) for the 2023 to 2024 policy term from \$815,110,000 to \$880,000,000.

For the past three (3) years we have consistently marketed the District's Excess Workers' Compensation & Employer's Liability Insurance with all of the viable insurance carriers. This year, we did approach a new market to the state of Georgia with an interest in School Districts. We have added this carrier to our marketing results. Below are our results:

Carrier Approached	Marketing Results
Star Insurance Company (Incumbent)	Quotation Provided.
Safety National	Declined due to past history with District.
Midwest Employers Casualty Company	Questioned loss reports received. Could not meet District's right need by date after receipt of explanations.
Arch Insurance Company	Declined. Would not be competitive as their pricing would be significantly higher than expiring and they would require a \$2M SIR.
AIG Insurance Company	Declined. Can no longer write K-12 risk, only Higher Education.
Chubb Insurance Company	Declined. Cannot provide coverage for police exposure.
BRIT Insurance	Declined. Not a good fit.
Star Stone Insurance	Declined. Not a good fit.
Lloyd's of London	Declined due to losses.
Bridge Excess Solutions, an FC Capital Company	Declined. Not competitive with current pricing & not a market for self-administered risks.

## EXECUTIVE SUMMARY

Please provide renewal instructions prior to Friday, July 1<sup>st</sup> in addition to the signed & dated authorization to bind.

Thank you for allowing EPIC Insurance Brokers & Consultants to serve as an extension of your Risk Management Department. Should you wish to discuss this renewal proposal, please feel free to let us know.

We look forward to reviewing our Proposal with you today.

## EXCESS WORKERS' COMPENSATION & EMPLOYERS LIABILITY INSURANCE

<b>COMPANY:</b>	Star Insurance Company	<b>EFFECTIVE:</b>	July 1, 2023 to July 1, 2024
<b>POLICY #:</b>	TBD	<b>PREMIUM:</b>	\$272,800 Deposit Premium

**WORKERS' COMPENSATION:** State law O.C.G.A. (34-9-2 Section A, Paragraph 2) requires that every employer provide Workers' Compensation insurance for their employees. This insurance provides coverage for accidents or disease arising from employment as prescribed by these state laws. Benefits can include lost wages, medical expenses, and permanent disfigurement/disability payments.

**STATUTORY WORKERS' COMPENSATION:** This coverage is used to comply with the Workers' Compensation Coverage that is required by your state law. Under this requirement, an employee can be compensated if they are injured while working for you, regardless of your negligence as an employer.

**EMPLOYER'S LIABILITY:** This coverage will pay for all sums which you are legally obligated to pay because of bodily injury by accident or disease sustained by any employee arising out of their employment. This coverage is distinct from any Workers' Compensation policy claim.

**SPECIFIC LIMIT EACH ACCIDENT**

Policy Part One, Workers' Compensation: Statutory  
Policy Part Two, Employer's Liability: \$2,000,000

**SPECIFIC LIMIT EACH EMPLOYEE FOR DISEASE**

Policy Part One, Workers' Compensation: Statutory  
Policy Part Two, Employer's Liability: \$2,000,000

**RETENTIONS:**

Specific Retention- All Other \$1,500,000

**ESTIMATED ANNUAL PAYROLL:** \$880,000,000

**EXCESS RATE:** 0.031

**ESTIMATED AND DEPOSIT PREMIUM INCLUDING TERRORISM:** \$272,800

# AUTHORIZATION TO BIND

EPIC Insurance Brokers & Consultants  
 Attn: LaToya Cotton- Robinson, Account Executive  
 2405 Satellite Boulevard, Suite 200  
 Duluth, GA 30096

Re: Authority to Bind Insurance Coverage  
 DeKalb County School District  
 Excess Workers' Compensation Insurance

Dear LaToya:

I have reviewed the following renewal Proposal presented by EPIC Insurance Brokers & Consultants (EPIC) on May 9, 2023. I am hereby instructing EPIC to bind coverage on behalf of DeKalb County School District with terms and conditions as outlined in EPIC's Proposal.

COVERAGE	POLICY PERIOD	PREMIUM
EXCESS WORKERS' COMPENSATION \$1,500,000 SELF INSURED RETENTION	JULY 1, 2023 TO JULY 1, 2024	\$272,800

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 Dr. Vasanne Tinsley, Interim Superintendent  
 DeKalb County School District

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 Date