



FLORIDA MUNICIPAL INSURANCE TRUST

City of St. Augustine Beach Insurance and Risk Management Services Request for Proposals NO. RFP 19-05

Represented by:

Tom Conley, Account Executive

125 East Colonial Drive

Orlando FL 32801

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Submittal Date: 4:00 P.M. EDT, Friday, August 23, 2019

ELECTRONIC COPY



FLORIDA MUNICIPAL INSURANCE TRUST

August 21, 2019

Mr. Max Royle
City Manager
City of St. Augustine Beach
2200 A1A South
St. Augustine Beach FL 32080

RE: Insurance and Risk Management Services Request for Proposals NO. RFP 19-05

Dear Mr. Royle:

The Florida Municipal Insurance Trust is pleased to submit this proposal in response to the City's above referenced RFP.

We appreciate the opportunity to work with you this past year on your worker's compensation, vehicle and property coverage, and we look forward to continuing to provide the City with coverage, services and solutions for your property and casualty needs.

As you know, the FMIT's expertise and focus is public entity insurance. And you also know, from firsthand experience, the true value of our partnership with SynergyNDS, and our world-class Turnkey Recovery program and simpliCity software, providing members with services and programs for crisis planning, disaster response and recovery. In addition, we continually strive to provide the most comprehensive coverage available in the market. A perfect example is the recent addition of coverage for wind-driven rain damage. During recent hurricanes, we saw a lot of members suffer interior damage as a result of wind-driven rain, a peril that is typically excluded in property insurance policies. But, because we are a program built by and for our members, we decided the right thing to do is include this exposure. Another new coverage is up to \$500,000 for property damage mitigation costs, such as water extraction, temporary roof coverings, and emergency demolition of interior flooring or walls. There is **no deductible** when the damage is caused by wind or storm surge during a named storm. When you consider coverage benefits like these, coupled with the nationally recognized disaster response and recovery services provided by our partner SynergyNDS, we believe you will agree that there is no carrier who will take better care of the City than FMIT.

We have over 100 insurance professionals serving the Trust, which enables us to provide our members with outstanding risk and safety, claims and fraud departments, as well as online and on-site training programs (Ms. Raddatz attends every seminar we offer, and we appreciate that!) and safety grants that translate to savings for you. St. Augustine Beach has always been a leader in using our valuable safety grant program. Virtually every round of quarterly safety grant checks we issue includes a check for St. Augustine Beach. Keep up the good work!



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The FMIT is recognized for its outstanding service, broad forms of coverage and superior financial strength, highlighted by approximately \$500 million in assets, \$194 million in surplus and more than 550 members. While we are one of the largest public entity programs in the United States, our strength is rooted in making our members feel like family, with value added services built by and for cities and local governments.

The FMIT is a non-assessable local government risk-sharing pool governed by a board of elected city officials. Each year, the board approves an actuarially recommended premium structure based on loss experience.

Please contact me if you have any questions or need additional information. Thank you for your consideration.

Sincerely,

Tom Conley
Account Executive
Florida League of Cities, Inc.
125 East Colonial Drive
Orlando FL 32801
Phone: (850) 251-8722
Fax: (407) 425-9378
Email: tconley@flicities.com

Florida League of Cities, Inc.

Florida Municipal Insurance Trust

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TAB 1



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TAB 1 BACKGROUND AND QUALIFICATIONS

Per RFP page 5 Preparation and Organization of Proposal Documents, we are to prepare the responses based on RFP page 10 Evaluation Criteria into four tabs (Tab 1 Background and Qualifications, Tab 2 Personnel, Tab 3 Technical Merit and Tab 4 Cost Effectiveness).

Because Tab 3 Technical Merit encompasses the requirements of the entire RFP response, Tabs 1, 2 and 4 meet the Tab 3 Technical Merit requirements of a) Completeness of proposal, b) Clarity of proposal and c) Adequately addresses the needs of the City.

Tab 1 contains the pertinent Background and Qualifications requirements from:

RFP Page 4:	B, C, D, E, F, H, I, K, L and M
RFP Page 15:	Insurer Qualifications Claims Services Existing Claims “Run-Out” Management



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B



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Page 4 of the RFP – B. Description of the firm and its relevant experience, including a statement of the date of establishment or incorporation under the present management structure. Statement describing the full extent of the responding firm’s business, including all parent and subsidiary entities.

The Florida League of Cities has been in business since 1922 and incorporated in 1935.

The Florida League of Cities is the parent entity and there are no subsidiary entities.

Following this page are details of the Florida League of Cities and the Florida Municipal Insurance Trust in which the League sponsors.

The Florida Municipal Insurance Trust is *your partner for local solutions.*

Partnership Matters

Your insurance provider should be more than just a company that collects premium. Insurance is not a commodity, and not all insurance programs are created equally.

When you think about partnership, words like **TRUST**, **LOYAL**, **COLLABORATION** and **CONNECTION** come to mind.

Our excellent reputation is built on **TRUST**. It's in our name, and it's in our DNA. With core values rooted in Home Rule, Integrity, Public Service and Excellence, our member-focused mission drives every aspect of our programs.

We are **LOYAL** and treat you like family. Longtime members continue to say that our in-house, personal service is what makes us unique. We recognize that each public entity is different. We take the time to get to know you and your needs.

COLLABORATION is key. We work with you to implement tailored risk and safety management programs and innovative coverage options to protect your community.

Our **CONNECTION** to the Florida League of Cities is what sets us apart. The League administers the Florida Municipal Insurance Trust. In the 1970s, the private insurance market walked away from Florida's local governments. At the request of elected municipal officials, the League stepped in to fill the void.

THE FMIT DIFFERENCE	US	THEM
Superior Financial Strength	✓	X
Mission-Driven Culture	✓	X
City-Specific Property Coverages	✓	X
Personal, In-House Service	✓	X
World-Class Disaster Recovery	✓	X
40+ Year History	✓	X
Financial Support to Local/ Regional Leagues	✓	X
Integrated Risk and Safety Management Professionals	✓	X
Enhanced Cyber Coverage	✓	X





The **Florida Municipal Insurance Trust** is *your partner for local solutions.*

Advantages of Financial Strength

FMIT's superior financial strength is highlighted by **\$194 million in surplus** and **more than 550 members**. This strong foundation has a ton of advantages.

We have a long track record of investing in our members, including:

- » Stabilized rates when competitors are forced to be more reactive.
- » Investing in world-class disaster recovery technology.
- » Aggressively fighting fraud.
- » Returned premium in non-catastrophic cycles.
- » Distributing millions of dollars in safety grants.
- » The flexibility to pay claims quickly.
- » Creating new policy coverages quickly to adapt to member needs when other insurance providers do not offer a solution.

Because we know cities and local governments, what may be a “gray area” to another insurance company is crystal clear to us. We use broader coverage interpretations, and we have a history of paying claims that others would reject.

Coverage Designed for You

In addition to the options and limits outlined in the Request for Proposal, the following list shows specific coverages that increase value, improve effectiveness and reduce your total cost of risk.

WIND-DRIVEN RAIN PROPERTY COVERAGE: Following a hurricane, many other insurance carriers and risk pools deny claims due to Wind-Driven Rain Property losses. The FMIT covers them.

PROPERTY DAMAGE MITIGATION COVERAGE: The FMIT provides immediate stabilization services (such as water extraction and remediation services) through its disaster recovery partnership. Our goal is to bring your buildings operational and return you to business-as-usual as quickly and efficiently as possible.

TERRORISM-RELATED ACTIVE SHOOTER COVERAGE: The FMIT has expanded its terrorism coverage to include crisis management coverage at member locations for terrorist incidents, including active shooter, to help you effectively manage the aftermath of these horrific events.

DEDICATED PROPERTY LIMITS: The property limit in your policy is dedicated solely to you and is not shared among the membership. Take comfort in knowing that there will not be a pro-rata limit payout in the event of a significant loss across the membership.

NO ANNUAL AGGREGATE LIMITS ON PROFESSIONAL LIABILITY COVERAGES: The FMIT continues to offer per-occurrence limits on professional liability coverages (Public Officials Liability, Errors & Omissions Liability, Employment Practices Liability) with no annual aggregate limit.

FAVORABLE NAMED STORM DEDUCTIBLES: The FMIT applies each member's Named Storm Deductible (NSD) percentage to each individually scheduled asset. We do not apply the NSD percentage based on an aggregate of all scheduled assets at a location (e.g., address).

And more.

The FMIT was built for local governments.

We look forward to serving as *your partner for local solutions.*



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C



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Page 4 of the RFP – C. Description of the firm’s experience performing the type of services requested in this RFP, including description of current and recent arrangements with other clients for which similar services are performed.

Florida Municipal Insurance Trust was established over 40 years ago in response to an insurance crisis and the need for a solution for Florida’s cities. We are the largest public entity insurance program in Florida, with nearly two thirds of the cities purchasing coverage through the FMIT. With over 100 insurance professionals serving our members, we have the resources and the products to design a risk management solution to fit your needs. Our expertise in the public entity sector is unparalleled. Our Risk and Safety Management Department provides a wealth of consulting and training services, some of which are currently being conducted for the City of St. Augustine Beach. Our Trust Services Department, likewise, has continued to assist City staff on a host of topics. We are here for our cities. It is what we do. In this bid response, you will find an example of the type of loss analysis that our Risk and Safety team has provided the City in the past.



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D



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Page 4 of the RFP – D. Description of the firm’s understanding of the City’s insurance and risk management needs.

The Florida Municipal Insurance Trust has been providing insurance and risk and safety management services to our cities for over 40 years. We were built by cities, our board is comprised of elected city officials, we only insure local governments, and we only operate in Florida. Florida League of Cities staff operate the FMIT. Our world is Florida’s cities and our understanding of your needs is unparalleled. Everything we do is for our cities, from the legislative department to the legal department, accounting to technology services, claims department to member services. We are **Your Partner for Local Solutions**.

The following pages detail our Disaster Preparedness, Response and Recovery program that our FLC / SynergyNDS partnership provides you, the City, with this exclusive and invaluable service at **no additional cost**. There are also details of our Risk and Safety Management products and services available to meet and exceed the City’s insurance and risk management needs.

Our Disaster Preparedness and Recovery Program is available to you for as long as you are an FMIT Property Member. This is one of FMIT’s greatest added value, which is our partnership with SynergyNDS for our world-class Turnkey Recovery program and simpliCity software, providing members with services and programs for crisis planning, disaster response and recovery. SynergyNDS professionals specialize in recovery management, restoration and reconstruction of properties damaged by water, fire, hurricanes, sinkholes and other unplanned events.

As the FMIT Recovery Program Manager, SynergyNDS supports the diverse needs of FMIT Members with bottom line responsibility to expedite repairs in time of loss, minimize the disruption to Member’s daily operations and provide cost-effective solutions during the life-cycle of the claim. Under the direction of the FMIT and Claims Department, SynergyNDS is responsible to support Services and Managed Programs designed specifically for FMIT Members. In addition, SynergyNDS works as a Member Advocate helping to bring balance and transparency to risk management and claims solutions.



World Class Disaster Preparedness, Response & Recovery

Following two catastrophic hurricanes, Irma and Michael, we can confidently say that, by every measure, our disaster recovery program leads the industry.

After years of development, this world-class member service, provided as part of the FMIT's property insurance coverage, proved that it can pass the ultimate test. We assisted members during their most vulnerable moments through expedited mitigation and recovery services that reduced millions of dollars of out-of-pocket costs.

From fires to floods to hurricanes, the FMIT helps you return to normal in record time. We leverage decades of recovery experience combined with cutting-edge technology to provide:

- » Critical incident communications both pre and post event
- » Rapid damage assessments immediately after a catastrophe
- » Building stabilization services that maintain operations and reduce claim costs

In conjunction with our generous property coverage provisions, the FMIT's disaster recovery program provides for the deployment of resources such as emergency generators, fuel, temporary lighting, portable buildings and support facilities, emergency communications support and more.

💡 **What was amazing for me to see as City Manager, was my FMIT partners riding out the storm with me & standing by my side saying, 'we're here to help.'** 💡



MARK MCQUEEN
City Manager,
Panama City



Watch our YouTube videos
to see footage from our
recovery efforts following
Hurricane Irma and Michael.

YouTube Channel: Florida League of Cities
Playlist: FMIT
Keyword: Hurricane Michael

Our Critical Incident Response Team (CIRT)

is your boots on the ground when you need us most.

What Sets FMIT Apart

! In an event like [Hurricane Michael], things are constantly changing, so it was very important to have good communication with FMIT, who acted as an extension of our staff throughout the process. !



H.D. Cannington, CEO
Weems Memorial Hospital

Personnel Staged Pre-Event

Most insurance providers send their teams in days or weeks after the storm. The FMIT is the only one to offer complimentary ride-out personnel to members before the storm to have someone on the ground immediately after disaster strikes. This unparalleled level of support allows the FMIT to have direct on-site contact with our member when needed the most.

Pre-Storm Review of FMIT Procedures

Entering a catastrophe with the knowledge of how your insurance provider will respond is the first step to successful response and recovery. FMIT members will know how damages will be assessed, stabilized, repaired and, most importantly, funded. FMIT ride-out teams are there before the event to answer questions and establish expectations as to how the event will unfold and the FMIT's roles/responsibilities in providing support after the event.

Post-Storm Rapid Damage Assessments

FMIT CIRT Teams are there to support your damage assessment needs. CIRT personnel will mobilize with your teams to review damages and capture assessments. While most insurance companies are still waiting by the phone for members to perform their own assessments, compile a list of damages and contact them to report damages, FMIT CIRT personnel are in the field working alongside you. These assessments identify and quantify damages and are immediately sent to the FMIT and your teams for review.

Immediate Mobilization of Resources

The true value of our CIRT teams is realized when you experience damage to your buildings. Damage assessments completed by our CIRT teams are immediately reviewed by FMIT/FLC response teams who analyze the damages and immediately deploy resources to help stabilize covered buildings. This results in the elimination of secondary damages, which is a major cause of increased claim costs, saving the member and FMIT significant time and money.

Onsite Recovery Project Management

Following stabilization of your covered buildings, CIRT Team members can take on the role of project manager for covered assets requiring build-back operations. They assist with the identification of project scopes and work with your team to competitively procure the products and services necessary to rebuild your community according to your procedures. Project managers oversee the work and monitor progress, completing daily reports that are sent to your team so you are always up to speed on project milestones.

FMIT's Response & Recovery Program

supports members by reducing risk associated with property losses.

Key Program Elements

>> Asset ID

>> FMIT Alerts

>> simpliCity

>> Turnkey Recovery Program

>> FEMA Public Assistance Support

The FMIT was the only insurance trust in Florida to assist its members with their FEMA audits.



ASSET ID - Asset Survey and Inspection Services

The first rule of risk management is "knowing what you own." The FMIT's asset survey program provides its members with a no-cost comprehensive review of scheduled and newly identified assets. Surveys capture asset dimensions, construction data, photos and GPS coordinates. This program saves members from a few thousand dollars to up to tens of thousands of dollars every three to five years in appraisal costs. Members are also protected from potential claim penalties due to underinsuring their assets.



FMIT Alerts

The FMIT Alert Notification System helps you prepare for impending weather events by providing alert information directly to your inbox, social media and cell phone. The alerts are timely, brief and include pre-event information, such as projected storm path and intensity data, to help you make advanced preparation decisions. Alerts also include post-event communications to help you maximize FMIT support after a storm.



simpliCITY

simpliCITY is exclusive to FMIT and its members. It supports your insurance and FEMA Public Assistance (PA) needs. Through in-depth asset and recovery data, sample drafts of resolutions, training tracks and real-time damage assessment tools, you are equipped to maximize all available funding opportunities while complying with documentation requirements to avoid future threats of FEMA de-obligation.



Turnkey Recovery

Property claims can be a huge financial burden on net cash flow. To help minimize this burden, our Turnkey Recovery Program takes the liability, exposure and hassle out of response and recovery. The program eliminates upfront out-of-pocket expense associated with an insured property loss and expedites the overall claim and recovery process while allowing members the flexibility to have it done their way, and it provides real-time project management and reporting at no additional cost.



FEMA Public Assistance and Audit Support

The information gathered by FMIT during the damage assessments and estimates through the actual recovery of each asset is stored and available to the member and FMIT. This data can be used to complete FEMA damage inventory spreadsheets, project worksheets and FEMA cost-estimating documents.



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City of St. Augustine Beach

RFP - Loss Control and Prevention Services

Evan MacClellan – Florida League of Cities Risk and Safety Consultant

The primary focus of the Florida League of Cities Risk and Safety Management Department is to assist its member cities with Loss Control and Prevention services, with the expectation being to help minimize losses through all lines of insurance coverage.

Loss control and prevention services have been provided to the City of St. Augustine Beach, over the last several fund years, in the form of safety trainings for the Police Department, Streets and City Hall. In addition, the City of St. Augustine Beach actively participates in our Safety Grant program and has received over \$25,000 in grant funds.

Based on the available 5-year Workers' Compensation claims data, St. Augustine Beach's losses are concentrated in two departments – Policy and Streets/Roads. Many of the injuries in the Police Department are musculoskeletal in nature. Ergonomics training and fitness for duty evaluations may help to reduce these types of claims. The Streets Department claims tend to be scattered, with a few musculoskeletal injuries, but there are no specific trends identifiable. The frequency and severity of St. Augustine Beach's Workers' Compensation claims is not of concern at this time. There is not a large number of claims. As a result, the City's Work Comp experience mod has dropped significantly, from 1.93 in the 2013 fund year to 1.08 in 2015 and has remained steady at 1.08 into this current 2018-fund year.

Automobile collision and auto physical damage claims are the largest contributors of claims frequency on the Property and Liability side. Defensive Driving is an area of training that may lead to a reduction in auto collision claims. Even though the frequency of auto claims is higher than normal in past fund years, there has only been one claim in the 2018 fund year. It is nice to see things trending downward. The severity of these claims is not of great concern because they are below average.

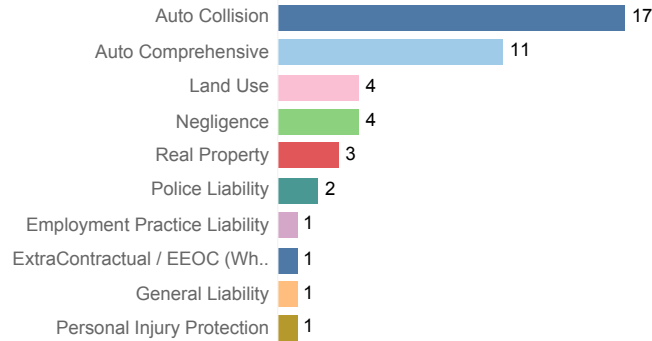
By focusing on Work Comp loss trends, when identifiable, and identifying potential liability hazards, the City of St. Augustine Beach should see a leveling off and potential reduction of both liability and workers' compensation claims and, in turn, costs. The Florida League of Cities Risk and Safety Management Department can and will help in any way necessary to see that the City of St. Augustine Beach succeeds in claims reductions.



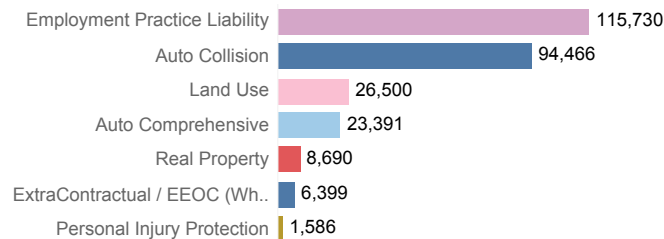
Florida Municipal Insurance Trust
Member Performance Dashboard - Property & Liability
0517 - CITY OF ST. AUGUSTINE BEACH

Reporting Date	Member	All	Event Description	Recent Years
7/31/2019	0517 - CITY OF ST. AUGUSTINE BEACH			5

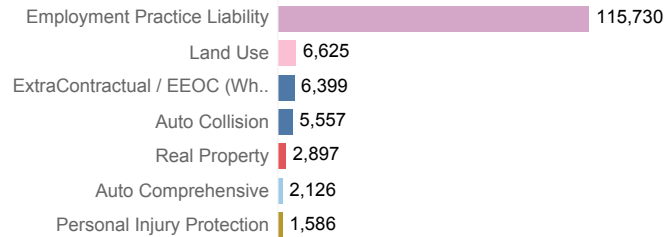
Claims by Claim Type



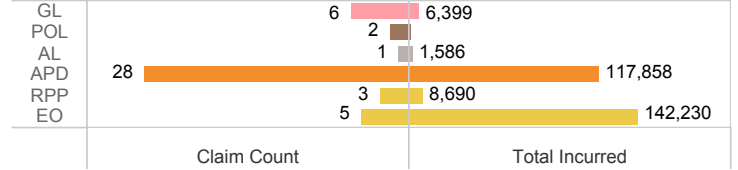
Losses by Claim Type



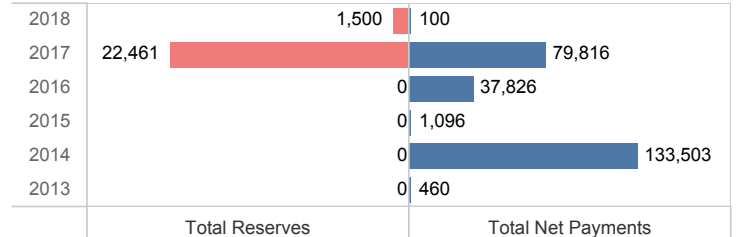
Severity - Avg. Loss per Claim



Summary by LOB



Current Claim Financials by Fund Year



Losses by Location Type

Location Type Desc.	Claim Count	Total Net Payments	Total Reserves	Total Incurred
GL - Other Location	3	115,730	1,500	117,230
Streets/Roadway (Not an In..	6	75,858	0	75,858
Other	22	42,344	0	42,344
Home	1	2,539	22,461	25,000
Parking Lot	3	7,863	0	7,863
Intersection	1	7,725	0	7,725
Municipal Building Non-Lea..	1	743	0	743
Beach	1	0	0	0
Building	1	0	0	0
Highway/Parkway/Interstate..	1	0	0	0
Park	2	0	0	0
Playground/Playground Eq..				
Street/Roadway/Parking Lots	2	0	0	0

Top 10 Claims

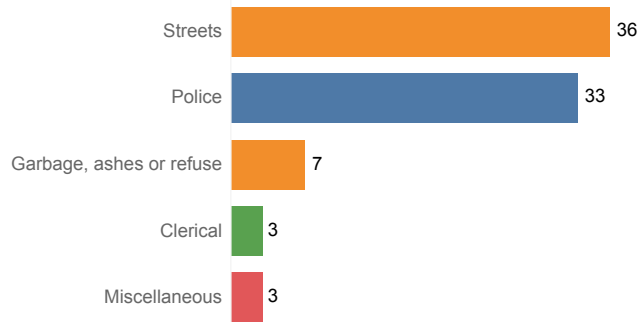
Claim Number	GL_Paid	POL_Paid	EO_Paid	AL_Paid	APD_Paid	RPP_Paid	Total Reserves	Total Incurred
GC2016084069	0	0	115,730	0	0	0	0	115,730
VA2017089858	0	0	0	64,252	7,477	0	0	71,729
GC2018091689	0	0	2,539	0	0	0	22,461	25,000
VA2016085870	0	0	0	0	22,316	0	0	14,541
GC2016085843	0	0	0	0	0	7,877	0	7,877
VA2015081587	0	0	0	870	36,635	0	0	7,725
GC2018091685	6,399	0	0	0	0	0	0	6,399
VA2017088855	0	0	0	0	4,722	0	0	4,722
VA2014079552	0	0	0	0	4,354	0	0	4,354
VA2015080800	0	0	0	2,008	85	0	0	2,093
Grand Total	6,399	0	118,269	72,718	85,225	8,690	23,961	276,762



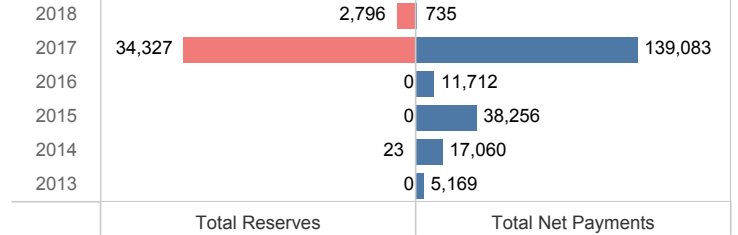
Florida Municipal Insurance Trust
Member Performance Dashboard - Workers' Compensation
0517 - CITY OF ST. AUGUSTINE BEACH

Reporting Date	Member	Event Description	Recent Years
7/31/2019	0517 - CITY OF ST. AUGUSTINE BEACH	All	5

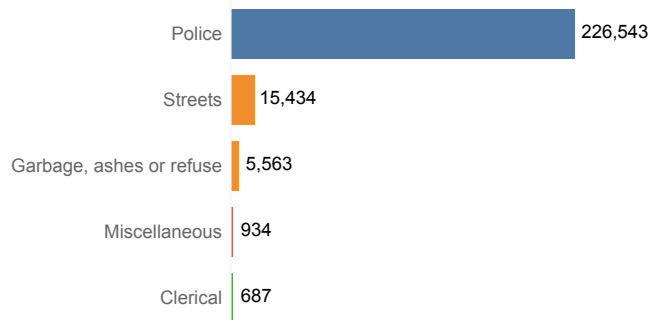
Claims by Department



Current Financials by Fund Year



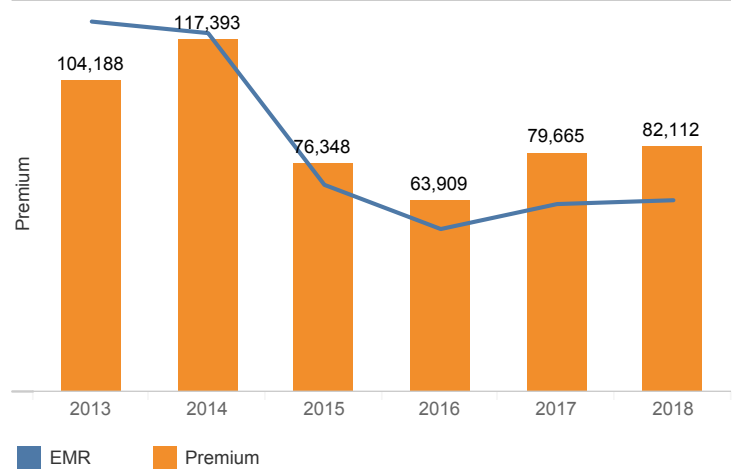
Losses by Department



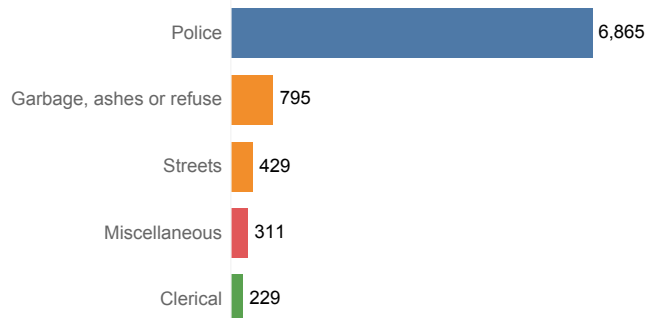
Losses by Claim Type

Claim Type Description	Claim Count	Paid	Reserves	Incurred
LOST TIME	4	146,226	34,351	180,576
Became Lost Time	2	40,622	0	40,622
MEDICAL ONLY	40	19,892	2,796	22,688
Impairment Benefits - Lost Ti..				
Medical Only-Controverted	1	10	0	10
Controverted - Denied Claim	1	3	0	3
FIRST AID	33	0	0	0

EMR Development



Severity - Avg. Loss per Claim



Top 10 Claims

Claim Number	Expense	Indemnity	Medical	Total Paid	Reserves	Incurred	Total Recovery
WC2018142531	747	18,602	113,686	133,035	34,327	166,827	535
WC2016137478	1,261	4,589	30,331	36,181	0	36,135	46
WC2015133391	616	634	14,258	15,509	23	12,360	3,172
WC2017139671	14	1,546	3,701	5,261	0	5,261	0
WC2017140339	14	2,219	2,462	4,695	0	4,487	208
WC2013127931	0	0	2,395	2,395	0	2,395	0
WC2017138751	0	0	2,203	2,203	0	2,176	27
WC2016137975	0	0	2,150	2,150	0	2,142	8
WC2015133235	724	0	1,156	1,880	0	1,880	0
WC2013127461	0	0	1,605	1,605	0	1,605	0
Grand Total	4,364	27,590	185,869	217,823	37,146	249,160	5,809

Consulting Services, Education, Grants

As an extension of your staff, our team works with you to identify and address potential hazards and risks. Together, we create a safer environment to protect your assets (especially your employees!) and save you money.

Consulting Services – A partnership for safer communities

Our safety professionals are local. They are only a phone call, text or email away.

THREE SIMPLE 'OPT-IN' STEPS

1. ANALYSIS: As a first step, a member of our team will travel to your entity to meet with you and discuss your assets. They use statistical trends or patterns to find the locations, materials, machines, equipment, tools and operations that cause the highest frequency or largest severity of loss. Our methods include:

- >> Field Surveys
- >> Technical Assistance
- >> Safety Analysis
- >> Loss Analysis

2. EVALUATION: Next, we evaluate all available information, including analysis findings, site visits, historical loss data, etc. This gives your entity a target or targets to concentrate on, ultimately reducing or eliminating future loss from the same root cause.

3. ACTION PLAN: Finally, we work with you to develop and implement an action plan. At this time, we evaluate your current programs and provide constructive assistance through traditional risk management.



I've never seen an insurance company provide hands-on support the way the FMIT does. Their safety professionals come to my city and work directly with staff to identify potential risks and suggest ways to address them. This partnership gives us immediate access to affordable solutions.

~ DOTTIE SMALLWOOD JOINER, City Clerk,
Everglades City



Education – Send your employees to high-quality training

The FMIT is your go-to resource for risk, safety and health training. We offer everything from MOT (maintenance of traffic) to ergonomics to CPR and beyond.

Our classes are convenient, customized and cost effective.

CONVENIENT: Offered at member locations, regional locations and online. In addition to timely webinars, we also offer a streaming video library. Many of our videos are available in Spanish.

CUSTOMIZED: We offer core subject areas and emerging topics.

Our most popular topics include:

- » Life of a Workers' Compensation Claim
- » Risk and Safety Tools and Solutions
- » Americans with Disabilities Act Website Compliance

COST EFFECTIVE: Most training is offered at no cost.

These trainings cover exactly what I do. Because I work for a smaller city, I touch on a lot of different employee benefits: pensions, retirement, workers' comp, health care. These trainings give me the opportunity to ask very specific questions on issues that I am dealing with at the office. Plus, they provide information on topics that I know will come up in the near future. I ended up learning more than I thought I would.

~ MARGARITA MARTIN, HR Manager, City of Lake Alfred

Employee safety is always a top priority. We have come to rely on the high quality safety training on hundreds of topics FMIT provides our employees. The convenience of 24-hour access to safety training is a service we truly appreciate and use extensively.

~ JIM ISOM, Administrative Services
Director, City of Sanibel

FUNDING

GRANTS

**SINCE INCEPTION, WE'VE
GIVEN OUT MORE THAN
1,000 GRANTS.**

Grants – Helping you fund equipment and initiatives

We provide generous matching safety grants to help you purchase safety and health resources. In fact, we offer more safety grants than any other risk pool in Florida.

SAFETY GRANT EXAMPLES

- >> Purchase items that address current loss trends
- >> Repairing sidewalks
- >> Purchasing new equipment
- >> Funding specialized training

Panama City Improves Training with Safety Grant



The **City of Panama City** uses a safety grant from the **Florida Municipal Insurance Trust** to cover the cost of some staff training, including attendance at the annual conference of the **Workers' Compensation Institute**. "We are definitely concerned with staying up to date in new laws, trends and ideas," said **Diane Hagler, risk manager** for **Panama City**. "Keeping up with current laws for workers' compensation is a must."

NFWFMD Uses Safety Grant to Purchase Work-Safety Boots



The **Northwest Florida Water Management District** uses a safety grant from the **Florida Municipal Insurance Trust** to purchase work safety boots that help prevent on-the-job injuries. The boots help prevent lower leg and foot lacerations, sprains, falls and burns for employees who have potentially hazardous duties such as prescribed burning and inspecting wetlands and stormwater structures. The NFWFMD has established a policy for the boots which explains that they can be replaced every year or two, depending on use. The policy also says that snake chaps can be purchased.



Access to Employment Law Attorneys at No Cost

Our exclusive **Employment Law Advisor** program offers access to a Florida-based attorney with significant public-sector employment law experience. And, the best part is there is no cost to you or your organization.

We can help with a wide range of employment-related matters, including:

- » Hiring
- » Discipline
- » Promotion/Demotion
- » Transfer
- » Reassignment
- » Layoff
- » Termination
- » Complaints of Discrimination, Harassment, Unfair Treatment and Retaliation



Help is only a phone call away. Members can speak with an attorney Monday through Friday, 9:00 a.m. to 5:00 p.m., by calling (888) 368-FMIT (3648).

CYBER SOLUTIONS

Resources and Training for data security & security risk management

\$110.6 million: Floridians' losses to cyber-criminals. As the third most populous state, Florida is roughly the third most fertile field for cyber-crime in the nation.¹

Protecting your organization's sensitive data is always a priority. Cyber criminals are becoming increasingly more sophisticated and many organizations are not able to proactively prevent or detect data breaches due to limited human and financial resources. Cyber Solutions offers a robust selection of resources and training materials to help Florida Municipal Insurance Trust general liability policyholders successfully prepare for, investigate and respond to privacy or security breaches.

Your trusted partner for data and privacy security

Breach Prevention

It only takes one click to bring down an entire network. Cyber Solutions offers turnkey training programs for your employees, including incident response planning, risk and vulnerability assessments, on-demand webinars, tabletop exercises and timely information on the latest trends and developments in cybersecurity.

Investigative Resources

When a potential incident arises, finding out what may have been breached is the first step to recovery. With powerful forensic tools like the Information Security Incident Response Guide, Cyber Solutions provides a wealth of resources to assist an organization in investigating suspected and confirmed data incidents.

Dedicated Response Team

Our team of cybersecurity experts are at the ready to triage and assess the severity of a data breach incident, while coordinating the range of resources and services you may need to meet legal requirements and maintain consumer confidence.

Privacy Builder

Successfully managing your data security risks requires more than just effective incident response. Our Privacy Builder toolkit is designed to help you build your internal data privacy and security program. This scalable, module-based program will meet you where you are in your privacy program development and help you grow from that starting point.

To learn more, contact Melissa Solis at (407) 367-1831 or email msolis@flicities.com.

¹Florida Cyber Crime Statistics, Florida Trend, January 25, 2019



fraud
1 the
dish

It is estimated that insurance fraud costs the United States \$80 billion or more a year.

Protecting Your Dollars

Fraud is not tolerated.

We aggressively investigate, litigate and recover finances on our members' behalf.

To reduce fraudulent claims against the FMIT, we created the **Special Investigation Unit (SIU)** in 1999.

Using the latest technology and practices to investigate suspicious claims, the SIU's efforts have resulted in criminal prosecutions, reduced settlement amounts, and modified physician and judge's orders.

To date, the SIU's success includes:



\$7.5 million in cost savings for members.



More than **\$2.1 million** restitution ordered.



69 arrests and counting...





FLORIDA MUNICIPAL INSURANCE TRUST

E and F



FLORIDA MUNICIPAL INSURANCE TRUST

Page 4 of the RFP – E. Description of the firm’s approach to providing the types of services sought by the City.

Our approach includes having staff dedicated to providing all services required by the City. Tom Conley is your Account Executive, and has and will continue to manage communication, problem solving, and servicing the needs of the City and staff. Evan MacClellan is your Risk and Safety Consultant. Bobby Livingston is your underwriter. You will have dedicated Medical Only and Lost Time adjusters in the Workers’ Compensation claims department. You have access to anyone and everyone at FLC. We pride ourselves on that.

Page 4 of the RFP – F. Description of software and analytic capabilities of the firm.

The Florida League of Cities Property & Liability and Workers’ Compensation claim departments utilize the Risk Master and Appian programs for administrating claims. The City has access to its own Member Dashboard through the Florida Municipal Insurance Trust website in which the City will have online access to the policies, claims status, and loss run reports for all lines of coverage. Additionally, you will be able to update property, inland marine and vehicle schedules.

The Workers’ Compensation Dashboard allows access to the adjuster notes to allow City staff to more closely monitor and assist with Workers’ Compensation claims.

At no cost to our members, the League performs Asset Valuation Surveys on a cycle of every three to five years. This Survey assists the City in identifying all assets and properly valuing those assets. City staff will be able to view all this data through proprietary software called simpliCity. The simpliCity software is fully integrated with our property claims department. This allows property claims to be handled more quickly and payments expedited to our members.



FLORIDA MUNICIPAL INSURANCE TRUST

Through our partnership with disaster recovery and response specialist SynergyNDS, we include tracking software that continually updates online and identifies critical assets at no cost to our members. This seamless integration allows for your staff to review your property asset schedule in real time and to also allow for more efficient claims processing and communication since the same software platform serves as the claims handling platform as well. Your staff has online access to all aspects of this software. In addition, each property location has its own claim number and information to be fully compliant with Federal Emergency Management Agency (FEMA) requirements for a post claim audit.



FLORIDA MUNICIPAL INSURANCE TRUST

H and I



FLORIDA MUNICIPAL INSURANCE TRUST

Page 4 of the RFP – H. Identification of the legal team(s) under contract to provide services in various disciplines.

Page 4 of the RFP – I. City and Company must agree upon the legal firm for any employment disputes covered by any proposal award.

The Florida League of Cities and the FMIT have contractual relationships with a panel of Property & Liability and Workers' Compensation defense firms. These firms perform services on an hourly basis and their costs are covered as part of the loss for covered general liability, automobile and workers' compensation claims. The majority of these firms have more than 20 years of experience in municipal cases and the FMIT coverage document. The litigation is managed by Crosby Coleman, Manager of the Property & Liability claims unit. The Workers' Compensation claims department is managed by Vernell Goodridge. In addition, the defense is also overseen by Kraig Conn, General Counsel of the Florida League of Cities. FLC also has a Senior Supervisor of Litigated Claims in the Orlando office and a staff of 4 litigated claims adjusters. The Property & Liability claims department has a staff of over 20 personnel and the Workers' Compensation claims department has a staff of over 35 personnel.

Many members discuss with the Florida League of Cities litigation adjuster or supervisor the attorney assignment and have input in choosing representation. The Florida League of Cities requests that members communicate with our adjusters and we encourage attendance / participation in mediations. This assists with reaching negotiated or mediated settlements with plaintiffs.

It is also important to note that the defense costs for all of our coverages are outside the limits of liability coverage chosen. Many other programs still have defense costs inside the limit of coverage for Errors & Omissions claims and this type of coverage can severely reduce the limit of coverage available in the event damages are awarded against the City. Also, attorney fees under the FMIT policy do not apply to any deductible.



FLORIDA MUNICIPAL INSURANCE TRUST

The following are the City's current legal teams under contract that provide services in various disciplines.

Property & Liability:

Marks Gray, P. A.

1200 Riverplace Boulevard Suite 800, Jacksonville FL 32207

Phone: (904) 398-0900

Website: www.marksgray.com

Workers' Compensation:

McConnaughay, Coonrod, Pope, Weaver & Stern, P.A.

2790 NW 43rd Street Suite 300, Gainesville FL 32606

Phone: (352) 378-4422

Website: www.mcconnaughay.com



FLORIDA MUNICIPAL INSURANCE TRUST

K, L and M



FLORIDA MUNICIPAL INSURANCE TRUST

Page 4 of the RFP – K. Identification of any material litigation, administrative proceedings or investigations regarding your firm or team member that is ongoing or has been settled or otherwise concluded during the past two years. Identification of any conflict of interest related to this proposal.

The Florida League of Cities has not been involved in any material litigation, administrative proceedings or investigations regarding our firm or team member that is ongoing or has been settled or otherwise concluded during the past two years.

The Florida League of Cities does not have any conflict of interest related to this proposal.

Page 4 of the RFP – L. All responses must include, if respondent is incorporated, identification of the firm's state of incorporation and a statement that it is in good standing in that state, and, if the state of incorporation is not Florida, a statement that the respondent has complied with all filing requirements of that state.

The Florida League of Cities has been in business since 1922 and was incorporated in 1935 in the State of Florida. The following pages contain a copy of the League's business tax license and Account Executive's agent license.

The Florida League of Cities is in good standing in the State of Florida.

Page 4 of the RFP – M. All responses must include any termination of contracts by any municipality with cause or due to failure to provide proper service to any municipality.

The Florida League of Cities has not had any termination of contracts by any municipality with cause or due to failure to provide property service to any municipality.

2018 - 2019



Local Business Tax Receipt

(Formerly known as "Business License "
changed per state law HB1269-2006)

Business Name

FLORIDA LEAGUE OF CITIES INC
P.O. BOX 530065
ORLANDO, FL 32853

Business Owner

FLORIDA LEAGUE OF CITIES INC

Business Location

125 E COLONIAL DR
ORLANDO, FL

NOTICE: THIS TAX RECEIPT ONLY EVIDENCES
PAYMENT OF THE LOCAL BUSINESS TAX PURSUANT
TO CH.205, FLORIDA STATUTES. IT DOES NOT PERMIT
THE HOLDER TO OPERATE IN VIOLATION OF ANY CITY,
STATE, OR FEDERAL LAW. CITY PERMITTING MUST BE
NOTIFIED OF ANY MATERIAL CHANGE TO THE
INFORMATION FOUND HEREIN BELOW. THIS RECEIPT
DOES NOT CONSTITUTE AN ENDORSEMENT OR
APPROVAL OF THE HOLDER'S SKILL OR
COMPETENCY.

Case Number: BUS0021708-001

Issued Date: 09/24/2018

Expiration Date: 09/30/2019

Business type(s):

Description	Year
BUSOFF 9990 BUSINESS OFFICE	2019

PAID: \$50.00 0098-00841715 7/25/2018

Tax Collector Scott Randolph

Local Business Tax Receipt

Orange County, Florida

This local Business Tax Receipt is in addition to and not in lieu of any other tax required by law or municipal ordinance. Businesses are subject to regulation of zoning, health and other lawful authorities. This receipt is valid from October 1 through September 30 of receipt year. **Delinquent penalty is added October 1.**

2018

EXPIRES 9/30/2019

5000-0974117

5000 BUSINESS OFFICE

\$50.00 125 EMPLOYEES ;

TOTAL TAX \$50.00
PREVIOUSLY PAID \$50.00
TOTAL DUE \$0.00

125 E COLONIAL DR
U - ORLANDO, 32801

PAID: \$50.00 0098-00841715 7/25/2018



SITTIG MIKE EX DIRECTOR

FLORIDA LEAGUE OF CITIES INC
SITTIG MIKE EX DIRECTOR
125 E COLONIAL DR
ORLANDO FL 32801-1201

This receipt is official when validated by the Tax Collector.



Licensee Search

Licensee Detail

License #:

A052903

Full Name:

CONLEY, THOMAS BLEDSOE

Business Address:

1130 E PEARL ST
MONTICELLO, FL 32344

Mailing Address:

1130 E PEARL ST
MONTICELLO, FL 32344

Email:

TCONLEY@FLCITIES.COM

Phone:

(850) 342-1737

County:

Jefferson

NPN #:

500044

Continuing Education Statistics
CE Due Date: 2/28/2019

Continuing Education Status: Compliant

Number of Hours Required: 20

Number of Hours Completed: 20

Valid Licenses
Type
Issue Date
Qualifying Appointment

LIFE INCL VAR ANNUITY & HEALTH (0215)	2/10/1990	YES
LIFE & HEALTH (0218)	4/21/1990	YES
GENERAL LINES (PROP & CAS) (0220)	6/17/2004	YES

Active Appointments**LIFE & HEALTH (0218)**

Company Name	Issue Date	Exp Date
HARTFORD LIFE AND ACCIDENT INSURANCE COMPANY	7/31/2012	2/28/2021

GENERAL LINES (PROP & CAS) (0220)

Company Name	Issue Date	Exp Date
HARTFORD STEAM BOILER INSPECTION & INS. COMPANY	6/1/2010	2/28/2021
NATIONAL UNION FIRE INSURANCE CO. OF PITTSBURGH, PA	7/27/2015	2/29/2020

HEALTH (0240)

Company Name	Issue Date	Exp Date
NATIONAL UNION FIRE INSURANCE CO. OF PITTSBURGH, PA	5/8/2012	2/28/2021



FLORIDA MUNICIPAL INSURANCE TRUST

Insurer Qualifications



FLORIDA MUNICIPAL INSURANCE TRUST

INSURER QUALIFICATIONS: Proposals are expected from insurers with acceptable financial strength. Insurers eligible for Best's rating should list their most current rating. Insurers not eligible for Best's rating should submit their most recent audited financial statement. Where such rating is unavailable, further information regarding the stability and solvency of the company should be provided. In such cases, the City is particularly interested in reinsurance relationships, and requests a listing of reinsurers, including type and amount of coverage provided by each reinsurer, and percent of participation of each reinsurer. Evidence of such reinsurance coverage is also required.

Please see following the Florida Municipal Insurance Trust 2018 audited financial statements and reinsurance structure.



FLORIDA MUNICIPAL INSURANCE TRUST

FLORIDA MUNICIPAL INSURANCE TRUST FINANCIAL STATEMENTS 9/30/2018

FLORIDA MUNICIPAL INSURANCE TRUST
FINANCIAL STATEMENTS
SEPTEMBER 30, 2018

**Florida Municipal Insurance Trust
Financial Statements
September 30, 2018**

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SHORSTEIN & SHORSTEIN, P.A.

CERTIFIED PUBLIC ACCOUNTANTS

8265 BAYBERRY ROAD

JACKSONVILLE, FLORIDA 32256

JACK F. SHORSTEIN, C.P.A., J.D. (1929-2014)
SAMUEL R. SHORSTEIN
MARK J. SHORSTEIN, C.P.A.
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JEFFREY C. PHILLIPS, C.P.A.
PHILLIP H. CAMPBELL, C.P.A.
JEWEL A. MCCANCE, C.P.A.
BEVERLY W. PARKER, C.P.A.

March 7, 2019

Independent Auditor's Report

To the Board of Trustees of the
Florida Municipal Insurance Trust:

We have audited the accompanying financial statements of the Florida Municipal Insurance Trust as of and for the year ended September 30, 2018, and the related notes to the financial statements, as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Florida Municipal Insurance Trust as of September 30, 2018, and the changes in financial position and cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 3-8 and Schedules 1 and 2 on pages 21-23 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context.

We have applied certain limited procedures to the management's discussion and analysis in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. Schedules 1 and 2 are presented to supplement the basic financial statements and were derived from and relate directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. We have also previously audited, in accordance with auditing standards generally accepted in the United States of America, the basic financial statements for each of the nine years in the period ended September 30, 2017 (none of which are presented herein); and we expressed unmodified opinions on those basic financial statements. In our opinion, the information set forth in the required supplementary information for each of the ten years in the period ended September 30, 2018 appearing in Schedule 1 and the two years in the period ending September 30, 2018 in Schedule 2 are fairly stated in all material respects in relation to the financial statements as a whole.

Shorsten + Shorsten, P.A.

Florida Municipal Insurance Trust
MANAGEMENT'S DISCUSSION & ANALYSIS
For the Year Ended September 30, 2018

The following discussion and analysis will provide an overview of the financial activities of the Florida Municipal Insurance Trust (the Trust) for the fiscal year ended September 30, 2018. Please read this in addition to the financial statements, notes to the financial statements, and other supplementary information provided herein.

Financial Highlights

- Assets exceeded Trust liabilities at September 30, 2018 by \$194.3 million. Of this amount, \$1 million is being held as collateral for a surety bond that has been issued to the Florida Municipal Loan Council and is considered restricted.
- Net Position decreased \$8.1 million in 2017-2018 mainly due to increases in claims and claims expense for the 2017-2018 policy year as well as unfavorable claims development in prior years.
- As of September 30, 2018, the Trust had approximately \$446.1 million in investments, primarily in the various portfolios of the Florida Municipal Investment Trust (FMIvT), an external investment pool, as allowed under the Trust's investment policy. Income derived from these investments is used to fund incentive credits and offset certain administrative expenses.

Basic Financial Statements

The Trust is an independent reporting entity accounted for as an enterprise fund in accordance with U.S. generally accepted accounting principles for governments as established by the Governmental Accounting Standards Board (GASB). These governmental accounting rules require the Trust to prepare a series of financial statements. The Statement of Net Position provides information about the assets and liabilities at a specific point in time, in this case, September 30, 2018. The Statement of Revenues, Expenses, and Changes in Net Position provides information about revenues (additions to net position) and expenses (deductions from net position) recorded during the entire fiscal period from October 2017 through September 2018. The Trust uses the flow of economic resources measurement focus and the accrual basis of accounting. Under this method, revenues are recorded when earned and expenses are recorded at the time the liabilities are incurred. The Statement of Cash Flows provides information about the various cash activities of the Trust for the year and is presented using the direct method with a reconciliation of operating cash flows to operating income.

Notes to the financial statements. The footnotes provide additional information essential to the understanding of the financial statements.

Supplemental information. In addition to the basic financial statements and accompanying notes, this report also presents certain supplementary information regarding the Trust's ten-year claims development history. Setting member premium rates today to cover the assumed risk of possible future loss occurrences is largely guided by claims development. Analysis of trends in claims development indicates whether losses are increasing, decreasing or static.

Florida Municipal Insurance Trust
MANAGEMENT'S DISCUSSION & ANALYSIS
For the Year Ended September 30, 2018

Income and expenses. The majority of the Trust's operating income and expenses are contained within a relatively small number of accounts. Following is a brief description of those accounts.

Premium income. The Trust provides insurance to members in much the same way as insurance companies provide insurance protection for customers. Coverages are rated for each individual member based on established rates, adjusted by experience modifiers and discounts to reflect the actual loss experience of the member. The experience modifier is based on prior experience adjusted by certain factors. Member premium rating is accomplished by the Trust's Administrator Underwriting Department, which has assigned each member to one of its staff underwriters.

Investment income. The Trust has a highly diversified investment portfolio. The target allocations established under the Trust's investment policy are 10% real estate, 20% equity, and 70% fixed income (including cash). The Trust's investments are managed primarily through the equity and bond portfolios of the FMIvT. The Trust complies with the provisions of GASB Statement 31 by including in investment income the change in fair value of its investments.

Claim payments and reserves. The Trust pays for covered losses experienced by its members as well as related claims expenses. The Florida League of Cities, Inc. (League) has a contractual agreement with the Trust to function as its administrator. The League processes and manages all liability, property and workers' compensation claims in-house. United Healthcare Insurance Company processes health claims. The League contracts with external claims adjusters, attorneys, medical experts, and other professionals on an as-needed basis. Between the time a claim is reported and the time it is resolved, reserves are established for the estimated amount that will have to be paid at some future date to settle the loss. Reserves are also established for claims that have occurred but are not yet known to the Trust. This recognizes losses in the current year for claims anticipated to be paid in future periods. This process allows a correlation between current year premiums and estimated total incurred losses resulting from the current fiscal year coverages.

Administrative expenses and contract service fees. In providing coverage and other member services, the Trust incurs administrative expenses and contract service fees with both the administrator and outside vendors. All of these expenses are budgeted and monitored on a monthly basis for compliance with budgetary limits. The administrator assesses their fees based on member premiums and number of claims handled.

Florida Municipal Insurance Trust
MANAGEMENT'S DISCUSSION & ANALYSIS
For the Year Ended September 30, 2018

Comparative Financial Information

Table 1
Net Position
(In Thousands)

<u>Current Assets</u>	2017-2018	2016-2017	Difference	% Change
Cash and Investments	\$ 473,700	\$ 479,200	\$ (5,500)	-1.1%
Receivables	9,800	5,700	4,100	71.9%
Prepaid Expenses	9,100	9,600	(500)	-5.2%
Total Current Assets	492,600	494,500	(1,900)	-0.4%
<u>Noncurrent Assets</u>				
Receivables	200	200	-	0.0%
Investments Restricted	1,000	1,000	-	0.0%
Deposits	300	400	(100)	-25.0%
Total Noncurrent Assets	1,500	1,600	(100)	-6.3%
Total Assets	494,100	496,100	(2,000)	-0.4%
<u>Liabilities</u>				
Liability for Claims and Claim Expenses	63,000	73,100	(10,100)	-13.8%
Dividend Payable	4,100	4,700	(600)	-12.8%
Premiums Collected in Advance	12,100	13,100	(1,000)	-7.6%
Accounts Payable and Accrued Expenses	2,200	1,800	400	22.2%
Total Current Liabilities	81,400	92,700	(11,300)	-12.2%
<u>Noncurrent Liabilities</u>				
Liability for Claims and Claim Expenses	218,400	201,000	17,400	8.7%
Total Liabilities	299,800	293,700	6,100	2.1%
<u>Net Position</u>				
Restricted	1,000	1,000	-	0.0%
Unrestricted	193,300	201,400	(8,100)	-4.0%
Total Net Position	\$ 194,300	\$ 202,400	\$ (8,100)	-4.0%

Florida Municipal Insurance Trust
MANAGEMENT'S DISCUSSION & ANALYSIS
For the Year Ended September 30, 2018

Table 2
Statements of Revenues, Expenses and
Changes in Net Position
(In Thousands)

<u>Operating Revenues</u>	<u>2017-2018</u>	<u>2016-2017</u>	<u>Difference</u>	<u>% Change</u>
Premium Income	\$ 135,100	\$ 131,900	\$ 3,200	2.4%
Other Income	600	800	(200)	-25.0%
Total Operating Revenues	135,700	132,700	3,000	2.3%
<u>Operating Expenses</u>				
Claims and Claim Expenses	121,200	113,700	7,500	6.6%
Administrative and Other Expenses	32,900	31,500	1,400	4.4%
Dividend Expense	4,000	4,500	(500)	-11.1%
Total Operating Expenses	158,100	149,700	8,400	5.6%
<u>Operating Loss</u>	<u>(22,400)</u>	<u>(17,000)</u>	<u>(5,400)</u>	<u>31.8%</u>
<u>Nonoperating Revenues</u>				
Investment Income	14,300	24,800	(10,500)	-42.3%
<u>Change in Net Position</u>	<u>(8,100)</u>	<u>7,800</u>	<u>(15,900)</u>	<u>-203.8%</u>
<u>Net Position, Beginning of Year</u>	<u>202,400</u>	<u>194,600</u>	<u>7,800</u>	<u>4.0%</u>
<u>Net Position, End of Year</u>	<u>\$ 194,300</u>	<u>\$ 202,400</u>	<u>\$ (8,100)</u>	<u>-4.0%</u>

Florida Municipal Insurance Trust
MANAGEMENT'S DISCUSSION & ANALYSIS
For the Year Ended September 30, 2018

Some of the more important fund transactions during 2017-2018 were:

- The Trust earned \$14.3 million in investment income during the fiscal year, resulting in a return on invested assets (excluding cash) of 3.17%. The allocation to fixed-income portfolios provided investment income of (\$1.0) million during the year, while allocation to equities produced returns of \$14.1 million, and core real estate yielded \$0.9 million. Other investments accounted for the remaining \$0.3 million.
- The overall claims and claims expense is \$121.2 million for 2017-2018, which is a 6.6% increase from 2016-2017 claims and claims expense of \$113.7 million. The overall increase in claims expense was largely the result of additional retained property losses from Hurricane Irma, deterioration in prior years' claim development, and natural growth for property and casualty coverages.
- For the fiscal year ended September 30, 2018, the Trust had reported earned premium of \$135.1 million compared to \$131.9 million in the previous year, or a 2.4% increase. The primary reason for the year-over-year increase resulted from net business growth in multiple coverages, along with exposure and rate increases in multiple coverage lines.

Capital Asset and Long-Term Debt Activity

The Trust has no capital assets or long-term debt.

Economic Factors

United States Economy

The U.S. economy is a picture of health and has grown for nine straight years. Economic output, real gross domestic product (GDP), increased at an average rate of 3.2% per quarter through the third quarter in 2018. The increase was due to the increases in consumer spending, inventory investment, government spending, and business investment. Wages and salaries increased at an average rate of 0.3% per month through November in 2018. According to the U.S. Bureau of Labor Statistics, unemployment improved at an average rate of 3.9% per month in 2018 from the 4.4% in 2017.

State of Florida Economy

According to the latest analysis from the Florida Legislature Office of Economic and Demographic Research, the Florida economy continued to grow at 4.5% during the second quarter of 2018 compared to 4.2% for the U.S. economy. Florida's population growth was strong at the rate of 1.74% in mid-2018, partially due to the migration of Puerto Ricans and U.S. Virgin Islanders as a result of the devastation caused by Hurricane Maria in 2017.

Local Government Economy

Florida local governments continued to benefit from property value increases across the state. Many municipalities are also experiencing population growth, which places more demand on government services and infrastructure. Local governments are faced with the expansion of government services to meet the demand, while continuing to allocate resources for the construction or maintenance of infrastructure assets and addressing public safety.

Florida Municipal Insurance Trust
MANAGEMENT'S DISCUSSION & ANALYSIS
For the Year Ended September 30, 2018

Economic Factors (Continued)

Insurance Markets

The overall U.S. property and casualty insurance market remains well capitalized despite combined ratios near or exceeding 100 percent in many coverage lines. In 2018, overall industry surplus grew, premiums increased and catastrophic losses decreased. While the 2018 hurricane season resulted in catastrophic losses, the overall industry losses in 2018 were far less severe than the 2017 hurricane season. A strong U.S. economy and investment market, coupled with continued favorable impacts from federal tax reform, continue to help U.S. insurers maintain profitability in many industry sectors and coverage lines.

The property insurance market appears to be a transitional market after many years of a soft market cycle. Property insurers are poised to increase insurance rates, while the adequate supply of capacity continues to put pressure on pricing and coverage terms and conditions. From a profitability perspective, many property insurers fared better in 2018 than in 2017. While 2018 resulted in catastrophic losses, the losses were far less severe for the industry than in 2017.

Many policyholders with public entity liability exposure likely experienced premium increases in this coverage line in 2018. This is a result of modest rate increases, primarily driven by professional liability indemnity losses and loss adjustment expenses, as well as exposure increases as wages continued to increase.

The automobile insurance industry experienced an increasing trend in claims severity and frequency, resulting in an uptick in automobile liability rates and automobile physical damage rates. Severity trend is primarily due to the increase in the average value of an accident, with medical cost inflation and the increased costs associated with technology enhancements in vehicles. Distracted driving continued to drive the frequency trend in 2018.

The workers' compensation insurance marketplace is very state-specific. In Florida, after the 14.5% rate increase aimed to address the projected impact of the 2016 Florida Supreme Court case law changes, the National Council on Compensation Insurance (NCCI) filed a 9.6% rate decrease effective January 2018 to reflect a continued improvement in claim frequency and a decrease in expense provisions. Overall, the rate level changes have the largest impact to manufacturing, contracting, office and clerical and goods and services sectors in Florida.

Health insurance rates for most policyholders continued to rise in 2018. The annual inflationary trend for medical and pharmaceutical costs continued to increase in the mid-to-high single digits. The aging population and uncertainty of the future of the U.S. health insurance market are also factors driving increased rates.

Requests for Information

This financial report is designed to provide a general overview of the Trust's finances. Questions concerning the information provided in this report or requests for additional financial information should be addressed to the Florida League of Cities, Director of Insurance Services, P.O. Box 538135, Orlando, FL 32853.

Florida Municipal Insurance Trust
***STATEMENT OF NET POSITION**
September 30, 2018

ASSETS

Current Assets

Cash and Cash Equivalents	\$ 27,571,635	
Investments	446,144,092	
Premiums Receivable, Net	477,760	
Reinsurance Recoveries Receivable, Net	7,511,816	
Receivable from Florida Special Disability Trust Fund	477,272	
Receivable for Members' Deductibles	1,306,415	
Prepaid Reinsurance	7,951,532	
Prepaid Expenses - Other and Miscellaneous Receivable	<u>1,118,818</u>	
Total Current Assets		\$492,559,340

Noncurrent Assets

Reinsurance Recoveries Receivable, Net	150,000	
Investments - Restricted	1,045,000	
Deposits	<u>340,043</u>	
Total Noncurrent Assets		<u>1,535,043</u>
Total Assets		<u>494,094,383</u>

LIABILITIES

Current Liabilities

Liability for Claims and Claim Expenses	62,971,179	
Dividend Payable	4,133,301	
Premiums Collected in Advance	12,096,931	
Accounts Payable	1,398,057	
Accrued Expenses:		
Administrative, Service, and Sponsorship Fees	<u>847,081</u>	
Total Current Liabilities		81,446,549

Noncurrent Liabilities

Liability for Claims and Claim Expenses		<u>218,379,000</u>
Total Liabilities		<u>299,825,549</u>

NET POSITION

Net Position

Restricted for Surety Bond Collateral	1,045,000	
Unrestricted	<u>193,223,834</u>	
Total Net Position		<u>\$194,268,834</u>

* The accompanying notes are an integral part of these financial statements.

Florida Municipal Insurance Trust
***STATEMENT OF REVENUES, EXPENSES AND**
CHANGES IN NET POSITION
For the Year Ended September 30, 2018

Operating Revenues

Premium Income	\$ 135,114,919
Other Income	<u>558,534</u>
Total Operating Revenues	<u>135,673,453</u>

Operating Expenses

Claims and Claim Expenses	121,199,628
Administrative and Service Fees	21,046,404
Dividend Expense	4,000,000
Assessments - Florida Department of Labor and Employment Security	783,163
Sponsorship Fee	3,925,670
Fraud Unit Expense	2,023,915
Other Expenses	<u>5,161,202</u>
Total Operating Expenses	<u>158,139,982</u>

Operating Loss

(22,466,529)

Nonoperating Revenues

Investment Income	<u>14,343,865</u>
Change in Net Position	(8,122,664)

Net Position, Beginning of Year

202,391,498

Net Position, End of Year

\$ 194,268,834

* The accompanying notes are an integral part of these financial statements.

Florida Municipal Insurance Trust
***STATEMENT OF CASH FLOWS**
For the Year Ended September 30, 2018

Cash Flows from Operating Activities

Cash Received from Members for Premiums	\$ 158,379,033
Reinsurance Recoveries	9,785,545
Florida Special Disability Trust Fund Collections	692,047
Cash Received for Commissions	403,635
Cash Payments for Claims	(130,142,176)
Cash Payments for Dividends	(4,443,213)
Cash Payments to Suppliers for Goods and Services	(53,674,068)
Cash Payments to Florida Special Disability Trust Fund	<u>(752,471)</u>
Net Cash Used by Operating Activities	<u>(19,751,668)</u>

Cash Flows from Investing Activities

Interest on Cash and Investments	291,470
Proceeds from Sale of Investments	151,043,876
Purchase of Investments	<u>(129,043,876)</u>
Net Cash Provided by Investing Activities	<u>22,291,470</u>

Net Increase in Cash and Cash Equivalents

2,539,802

Cash and Cash Equivalents, Beginning of Year

25,031,833

Cash and Cash Equivalents, End of Year

\$ 27,571,635

* The accompanying notes are an integral part of these financial statements.

Florida Municipal Insurance Trust
***STATEMENT OF CASH FLOWS**
For the Year Ended September 30, 2018

Reconciliation of Operating Loss to Net Cash

Used by Operating Activities

Operating Loss	\$ (22,466,529)
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Change in Assets and Liabilities

Decrease in Premiums Receivable	1,722,312
Increase in Reinsurance Recoveries Receivable	(6,066,600)
Decrease in Receivable from Florida Special Disability Trust Fund	525,484
Increase in Receivable for Members' Deductibles	(222,823)
Decrease in Prepaid Expenses - Other	1,645,451
Increase in Prepaid Reinsurance	(1,054,823)
Increase in Liability for Claims and Claim Expenses	7,298,983
Decrease in Premiums Collected in Advance	(950,691)
Increase in Accounts Payable	393,577
Decrease in Dividend Payable	(604,499)
Increase in Accrued Expenses	28,490

Net Cash Used by Operating Activities

\$ (19,751,668)

Supplemental Schedule of Noncash Transactions

The increase in the fair value of investments was \$14,036,714.

* The accompanying notes are an integral part of these financial statements.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 1 - Organization and Significant Accounting Policies

- A. Organization and Purpose - The Florida Municipal Insurance Trust (the Trust) is a self-insurance program established to provide certain liability, property, casualty, health, and other coverages to participating units of local government in Florida, pursuant to various provisions of Florida Statutes.

Trust underwriting and rate-setting policies have been established after consulting with an independent actuary. The Trust is non-assessable. Trust members at year-end included 245 cities, 25 county subdivisions and 279 special districts, all located within Florida.

- B. Reporting Entity and Basis of Accounting - The Trust is an independent reporting entity accounted for as an enterprise fund in accordance with accounting principles generally accepted in the United States of America for governments as established by the Governmental Accounting Standards Board (GASB). The Trust uses the flow of economic resources measurement focus and the accrual basis of accounting. Under this method, revenues are recorded when earned and expenses are recorded at the time the liabilities are incurred.
- C. The Trust is exempt from income taxes under the provisions of Section 115 of the Internal Revenue Code.
- D. The Trust considers all unrestricted highly liquid investments purchased with an initial maturity of three months or less to be cash equivalents.
- E. Investments are reported at fair value in accordance with GASB Statement 31.
- F. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.
- G. The Trust uses the allowance method to account for uncollectible receivables. The allowance is based on management's estimate of possible bad debts. The allowance for doubtful accounts is \$350,000 at September 30, 2018. There were \$25,000 of bad debt write-offs during the year.
- H. The Trust considers all revenues from premium and commission income that comprise the Trust's core business activities to be operating revenues. All expenses are considered to be operating expenses. Investment income is considered to be nonoperating revenue.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 2 - Cash and Cash Equivalents

Cash and cash equivalents include interest-bearing demand deposits in the amount of \$27,036,011 and short-term investments in the amount of \$535,624.

Short-term investments of \$533,990 were invested in the Local Government Surplus Funds Trust Fund (Florida Prime) with an average maturity of 33 days. The fund is rated AAA by Standard & Poor's.

Florida Statutes require that all qualified public depositories holding public funds collateralize deposits in excess of Federal Deposit Insurance Corporation insurance with the State Treasurer. Since the Trust uses only qualified public depositories, all demand deposits are fully insured or collateralized.

Note 3 - Investments and Investment Income

The Board of Trustees has an investment policy authorizing investments in a variety of fixed-income and equity instruments and real estate. Among the types of instruments the Trust is authorized to invest in are: certain mortgage loans, common stocks, convertible preferred stocks or bonds, repurchase agreements, commingled governmental trusts, no-load investment funds, no-load mutual funds, obligations of the United States of America, its agencies and instrumentalities, securities of state, municipal and county governments or their public agencies, corporate debt obligations, asset-backed securities and money market instruments and/or funds.

The investment policy specifies limitations as to credit quality, maturity, and issuer concentration on fixed-income instruments, and places limits on the percentage of assets that may be allocated among the various asset classes.

The Florida Municipal Investment Trust (FMIvT) is a governmental external investment pool open to eligible units of local governments to invest in one or more investment portfolios under the direction and daily supervision of an investment advisor. FMIvT is not subject to SEC or other regulatory oversight. The fair value of the positions in the FMIvT funds and portfolios are the same as the value of the fund and portfolio shares.

FMIvT is governed by a Board of Trustees consisting of the President (or his appointee) and Second Vice President of the Florida League of Cities, Inc. (League), two representatives of the Trust, and up to three additional appointed members who are elected officials of the governmental entities who actively participate in FMIvT. The League serves as Administrator, Investment Manager and Secretary-Treasurer for FMIvT.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 3 - Investments and Investment Income (Continued)

The Trust's investments consisted of the following at September 30, 2018:

<u>Investment Type</u>	<u>Fair Value</u>	<u>Duration (In Years)</u>
BlackRock Liquidity Funds FedFund	\$ 1,045,000	0.08
 Bond Funds		
FMLvT 1-3 Year High Quality Bond Fund	70,057,678	1.44
FMLvT Intermediate High Quality Bond Fund	114,776,429	3.75
FMLvT Broad Market High Quality Bond Fund	34,101,076	5.00
FMLvT Expanded High Yield Bond Fund	49,376,825	3.59
FMLvT Core Plus Fixed Income Fund	34,672,238	2.13
 Equity Funds		
FMLvT Diversified Small to Mid Cap Equity Portfolio	29,398,563	
FMLvT Diversified Large Cap Equity Portfolio	50,563,057	
FMLvT International Equity Portfolio	22,445,234	
FMLvT Core Real Estate Portfolio	40,752,992	
 Total Investments	<u>\$ 447,189,092</u>	

Interest Rate Risk: As a means of limiting its exposure to fair value losses from rising interest rates, the Trust's investment policy employs portfolio diversification, controlled duration strategies, and maturity durations as the primary methods of controlling risk. In addition, the policy establishes a minimum investment of \$1,000,000 in liquid investments having a maturity of 90 days or less. Investments may include mortgage and mortgage-backed securities having an average weighted useful life of less than ten years. The Trust's investment policy does not limit the duration of other bonds or governmental investment trusts.

Credit Risk: The Trust's investment policy is to apply the prudent-person rule. The investment portfolio shall be designed to attain a market rate of return throughout financial and economic cycles, taking into account the Trust's investment risk constraints as discussed in the investment policy. The Trust's credit quality policy does not limit its investments in U.S. government agency obligations or bond funds. The FMLvT Intermediate High Quality Bond Fund and 1-3 Year High Quality Bond Fund are rated AAA by Fitch Ratings. The FMLvT Broad Market High Quality Bond Fund is rated AA by Fitch Ratings. The FMLvT Expanded High Yield Bond Fund and the FMLvT Core Plus Fixed Income Fund are not rated by any nationally recognized statistical rating agency at this time.

The net increase in fair value includes both realized gains and losses and the change in unrealized gains and losses during each fiscal year.

As further described at Note 13, investments in the amount of \$1,045,000 are held by The Bank of New York Mellon SA/NV as collateral under a surety bond issued to the Florida Municipal Loan Council (FMLC) which is restricted.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 3 - Investments and Investment Income (Continued)

The Trust categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset. Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable and market-corroborated inputs; Level 3 inputs are significant unobservable inputs.

The Trust has the following recurring fair value measurements as of September 30, 2018:

<u>Investments by Fair</u>				
<u>Value Level</u>	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Money Market Funds	\$ 1,045,000	\$ 1,045,000	\$ -	\$ -
Bond Funds	302,984,246	-	218,935,183	84,049,063
Equity Portfolios	102,406,854	-	102,406,854	-
Real Estate	40,752,992	-	-	40,752,992
Total Investments	<u>\$ 447,189,092</u>	<u>\$ 1,045,000</u>	<u>\$321,342,037</u>	<u>\$124,802,055</u>

Money Market funds classified in Level 1 are valued at cost which approximates fair value.

The investments are valued at the net asset values provided by FMIvT, which are based upon the values of the underlying assets of the various funds and portfolios. The values of the bond funds and equity portfolios classified as Level 2 are derived from market-corroborated data. The values of the bond funds and the Core Real Estate Portfolio classified as Level 3 are based on unobservable inputs. Those bond funds classified as Level 2 invest in U.S. Treasury and agency securities, asset-backed securities and corporate bonds and notes. The investment objective of these funds is to meet or exceed the return of its benchmark. The Expanded High Yield Bond Fund and the Core Plus Fixed Income Fund are classified as Level 3 and include securities for which exchange quotations are not readily available, and therefore the values are based on various valuation methodologies and are ultimately determined in good faith by the fund's management. The Core Real Estate Portfolio is also classified as Level 3 and holds securities which own real property, mortgages and notes receivable and interests in partnerships and operating companies. The values are determined based on various valuation techniques, including real property appraisals, and are ultimately determined in good faith by the fund's management.

The Expanded High Yield Bond Fund is designed to provide an investment alternative to members seeking a higher-yielding, longer-term bond fund. The fund's objective is to obtain a high total return as compared to both the relevant high-yield bond index and the investment-grade market by providing exposure to the domestic, Canadian and European high-yield markets.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 3 - Investments and Investment Income (Continued)

The Core Plus Fixed Income Fund is designed to provide an investment alternative to members seeking a broadly diversified portfolio of fixed-income securities to maximize total investment return through a combination of interest income, capital appreciation and currency gains. The Fund seeks to achieve this investment objective by generally investing in a portfolio of fixed- and floating-rate debt securities across the fixed-income opportunity set.

The Core Real Estate Portfolio invests in a single underlying fund, the shares of which are not publicly quoted. The Portfolio is an open-ended commingled real estate investment fund diversified by property type and location that is designed to provide a stable, income driven rate of return over the long term with potential for growth of income and appreciation of value.

The equity portfolios invest in domestic and foreign stocks. The investment objective of these funds is to meet or exceed the return of its benchmark.

Depending on the fund or portfolio, withdrawals can be made on a semimonthly, monthly or quarterly basis. All funds and portfolios require five to fifteen days' notice, with the exception of the Core Real Estate Portfolio, which can be made on the last business day of each quarter with a minimum notice of ninety days.

Note 4 - Premium Income

Premium income for the current policy year is based on management's estimates and will be adjusted upon completion of all premium audits. Premiums receivable represents primarily the estimated post year-end premium adjustments, net of a \$25,000 allowance for bad debts. Premium income is reported net of ceded excess reinsurance premiums and incentive credits.

Premium Income	\$ 174,192,256
Ceded Excess Reinsurance Premiums	(22,462,699)
Incentive Credits	<u>(16,614,638)</u>
Net Premium Income	<u><u>\$ 135,114,919</u></u>

The Trustees established an incentive plan to provide for premium reductions to members based on each member's past experience in the Trust and other criteria.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 5 - State of Florida Special Disability Trust Fund

The state of Florida operates the Special Disability Trust Fund (SDTF) which reimburses Florida employers and carriers for certain workers' compensation benefits paid for claims incurred prior to January 1, 1998. The SDTF is funded with assessments paid to the Florida Department of Financial Services by insurers and self-insurers providing workers' compensation coverage in Florida. The Trust does not report as liabilities claims that have been accepted for reimbursement by the SDTF. In the event the SDTF does not meet its obligations, the Trust would be liable for such amounts.

Note 6 - Excess Reinsurance

The Trust uses reinsurance agreements to reduce its exposure to large losses on all types of insured events. Reinsurance permits recovery of a portion of losses from reinsurers, although it does not discharge the primary liability of the Trust as direct insurer of the risks reinsured. The Trust does not report reinsured risks as liabilities unless it is probable that those risks will not be covered by reinsurers. The amount deducted from claims liabilities as of September 30, 2018 for reinsurance was approximately \$87,000,000. In the event that any of the reinsuring companies do not meet their obligations under existing reinsurance agreements, the Trust would be liable for such amounts.

Reinsurance recoveries receivable represents recoverable amounts for claims paid on or before September 30, 2018, net of a \$325,000 allowance for bad debts.

Prepaid reinsurance consists of the unexpired premiums for property risk excess and catastrophe policies expiring March 31, 2019.

Note 7 - Deposits

The Trust is a pool member of the NLC Mutual Company, a mutual property/casualty insurance company providing one or more layers of reinsurance coverage to state municipal league sponsored risk-sharing pools. A capital contribution of \$340,043 is recorded as a deposit. The capital contribution is non-transferable, and the right to withdraw capital is suspended by the By-Laws to four or more years after the election to withdraw is first made.

Note 8 - Claims and Claim Expenses

The provision for claims and claim expenses includes paid and unpaid claims and expenses associated with settling claims, including legal fees. The liability for claims and claim expenses is based on claims adjusters' evaluations of individual claims, management's evaluation, and an actuarial review of experience with respect to the probable number and nature of claims arising from losses that have been incurred but have not yet been reported. The liability represents the estimated ultimate cost of settling the claims, including the effects of inflation and other societal and economic factors. Any adjustments resulting from the settlement of losses will be reflected in earnings at the time the adjustments are determined.

Members may choose to retain a level of risk by adding deductible provisions to their policies. The receivable for members' deductibles represents the members' retained portion of the claims paid on or before September 30, 2018.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 8 - Claims and Claim Expenses (Continued)

The following represents changes in the liability during the past two years:

	<u>Year Ended September 30,</u>	
	<u>2018</u>	<u>2017</u>
<u>Liability for Claims and Claim Expenses -</u>		
<u>Beginning of Year</u>	<u>\$ 274,051,196</u>	<u>\$ 264,915,151</u>
<u>Claims and Claim Expenses</u>		
Provision for Insured Events of the Current Year	120,127,635	118,737,637
Increase (Decrease) in Provision for Insured Events of Prior Years	1,071,993	(5,035,148)
Total Claims and Claim Expenses	<u>121,199,628</u>	<u>113,702,489</u>
<u>Payments</u>		
Claims and Claim Expenses Attributable to Insured Events of the Current Year	51,594,108	51,356,097
Claims and Claim Expenses Attributable to Insured Events of Prior Years	62,306,537	53,210,347
Total Payments	<u>113,900,645</u>	<u>104,566,444</u>
<u>Liability for Claims and Claim Expenses -</u>		
<u>End of Year</u>	<u><u>\$ 281,350,179</u></u>	<u><u>\$ 274,051,196</u></u>

Note 9 - Premiums Collected in Advance

Premiums collected in advance represents premiums collected prior to October 1, 2018 but allocable to the year ending September 30, 2019.

Note 10 - Administrative and Service Fees

Administrative and service fees in the amount of \$19,437,272 were incurred with the League for claims administration and other administrative services pursuant to one-year agreements. In addition, the League was paid \$500,000 for reinsurance management services, which are included in other expenses. A number of members of the Trust's Board of Trustees are also members of the League's Board of Directors.

Administrative fees in the amount of \$1,609,132 were paid to United Healthcare for HMO health claims administration.

Florida Municipal Insurance Trust
NOTES TO FINANCIAL STATEMENTS
September 30, 2018

Note 11 - Sponsorship Fee

The Trust incurred \$3,925,670 in sponsorship fees for sponsoring and promoting the Trust, of which \$3,789,401 was incurred with the League.

Note 12 - Fraud Unit Expense

The Trust has contracted with the League to operate a special investigative unit to pursue and minimize fraudulent insurance acts committed against the Trust.

Note 13 - Surety Bond

The Trust has issued a surety bond to FMLC, guaranteeing payment of principal and interest on the Revenue Bonds, Series 2000A, in the amount of \$1,045,000, maturing between 2018 and 2024. The surety bond is collateralized by investments held in trust by The Bank of New York Mellon SA/NV in the amount of the guarantee.

The League serves as Administrator for FMLC.

Note 14 - Policyholder Dividend

Dividend payable represents distributions declared by the Trustees on or before September 30, 2018 which are payable after year-end.

Florida Municipal Insurance Trust
REQUIRED SUPPLEMENTARY INFORMATION
TEN-YEAR CLAIMS DEVELOPMENT INFORMATION
September 30, 2018

Schedule 1

The Governmental Accounting Standards Board requires public entity risk pools to present claims development information for the last ten years. The information on the next page illustrates how the Trust's premium (net of reinsurance), investment and other income compare to related costs of loss (net of loss assumed by reinsurers) and other expenses of the Trust as of the end of each of the last ten years.

The rows of the schedule are defined as follows:

1. This line shows the total of each fiscal year's gross premium, investment and other income, premium ceded to reinsurers, and net earned premium, investment and other income. Pursuant to GASB Statement 34, earned income is reported net of incentive credits.
2. This line shows each fiscal year's other operating costs not allocable to individual claims.
3. This line shows the Trust's gross incurred claims and allocated claim adjustment expense, claims assumed by reinsurers and net incurred claims and allocated claim adjustment expense (both paid and accrued) as originally reported at the end of the first year in which the event that triggered coverage under the contract occurred (called policy year).
4. This section of 10 rows shows the cumulative net amounts paid as of the end of successive years for each policy year.
5. This line shows the latest reestimated amount of claims assumed by reinsurers as of the end of the current year for each policy year.
6. This section of 10 rows shows how each policy year's net incurred claims increased or decreased as of the end of successive years. This annual reestimation results from new information received on known claims, reevaluation of existing information on known claims, as well as emergence of new claims not previously known.
7. This line compares the latest reestimated net incurred claims amount to the amount originally established (line 3) and shows whether this latest estimate of claims cost is greater or less than originally thought.

As data for individual policy years mature, the correlation between original estimates and reestimated amounts commonly is used to evaluate the accuracy of net incurred claims currently recognized in less mature policy years. The columns of the table show data for successive policy years.

Florida Municipal Insurance Trust
REQUIRED SUPPLEMENTARY INFORMATION
TEN-YEAR CLAIMS DEVELOPMENT INFORMATION
September 30, 2018

Schedule 1

		Fiscal and Policy Year Ended September 30,									
		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
1.	Premium, Investment, and Other Income										
	Earned	\$ 149,137,015	148,803,659	127,594,104	145,760,678	146,252,570	161,410,824	154,328,878	170,049,585	178,740,403	172,480,017
	Ceded	22,342,082	24,268,423	25,782,855	27,001,949	26,844,208	28,328,318	26,095,063	24,122,791	21,219,547	22,462,699
	Net Earned	\$ 126,794,933	124,535,236	101,811,249	118,758,729	119,408,362	133,082,506	128,233,815	145,926,794	157,520,856	150,017,318
2.	Unallocated Expenses	\$ 30,354,937	33,990,242	30,854,415	30,850,883	32,624,056	37,146,507	37,429,768	35,631,784	35,991,297	36,940,354
3.	Estimated Incurred Claims and Expense, End of Policy Year										
	Incurred	\$ 88,102,988	87,423,483	83,003,559	85,213,519	87,755,306	110,926,268	111,302,584	118,539,350	123,465,273	125,231,882
	Ceded	4,930,628	5,456,661	4,613,672	9,099,935	4,329,251	7,779,468	8,645,535	6,030,367	4,727,636	5,104,247
	Net Incurred	\$ 83,172,360	81,966,822	78,389,887	76,113,584	83,426,055	103,146,800	102,657,049	112,508,983	118,737,637	120,127,635
4.	Claims Paid (Cumulative), Net of Reinsurance, as of:										
	End of policy year	\$ 33,280,225	32,325,712	30,549,804	25,493,067	29,363,399	43,970,020	40,682,370	46,826,583	51,356,097	51,594,108
	One year later	45,934,258	46,986,126	45,409,619	38,325,105	42,034,053	62,475,325	60,906,950	64,980,408	74,297,523	
	Two years later	54,944,420	55,472,566	51,884,852	46,243,759	48,997,154	73,144,629	71,502,185	75,966,244		
	Three years later	60,508,054	62,930,378	56,851,126	55,274,119	55,396,362	81,827,411	79,558,330			
	Four years later	65,329,164	67,838,629	61,466,556	61,373,178	59,694,331	89,148,131				
	Five years later	68,934,026	71,324,703	65,015,975	65,109,898	63,554,324					
	Six years later	71,506,225	74,511,028	66,661,159	68,611,955						
	Seven years later	73,148,150	75,366,065	67,546,830							
	Eight years later	73,961,480	76,376,803								
	Nine years later	75,082,330									
5.	Reestimated Ceded Claims and Expense	\$ 3,266,628	4,330,788	4,720,371	15,559,935	3,519,933	11,985,468	6,286,535	5,807,367	15,604,483	5,104,247
6.	Reestimated Incurred Claims and Expense:										
	End of policy year	\$ 83,172,360	81,966,822	78,389,887	76,113,584	83,426,055	103,146,800	102,657,049	112,508,983	118,737,637	120,127,635
	One year later	82,675,996	83,792,387	79,834,431	75,348,084	80,283,931	106,395,317	104,970,735	112,598,643	121,141,703	
	Two years later	84,226,146	85,900,075	78,693,706	78,047,595	78,724,223	107,706,128	105,403,534	114,230,671		
	Three years later	83,516,772	88,509,543	78,388,010	79,295,154	75,815,019	108,470,398	106,331,510			
	Four years later	85,534,794	87,578,226	79,700,482	78,577,966	74,988,081	110,786,702				
	Five years later	85,210,072	87,315,230	78,172,924	78,968,330	73,157,145					
	Six years later	83,992,365	86,317,579	75,409,202	78,237,524						
	Seven years later	82,160,822	84,824,453	74,654,027							
	Eight years later	81,321,251	83,326,160								
	Nine years later	81,186,052									
7.	Increase (Decrease) in Estimated Incurred Claims and Expense from End of Policy Year	\$ (1,986,308)	1,359,338	(3,735,860)	2,123,940	(10,268,910)	7,639,902	3,674,461	1,721,688	2,404,066	-0-

Florida Municipal Insurance Trust
REQUIRED SUPPLEMENTARY INFORMATION
CLAIMS LIABILITY BY TYPE OF CONTRACT
September 30, 2018

Schedule 2

The schedule below presents the changes in the claims liabilities
for the past two years for the Trust's four types of contracts.

	<u>Tort Liability</u>		<u>Property</u>		<u>Workers' Compensation</u>		<u>Health</u>	
	Year Ended September 30, 2018	2017	Year Ended September 30, 2018	2017	Year Ended September 30, 2018	2017	Year Ended September 30, 2018	2017
Liability for Claims and Claim Expenses, Beginning of Year	<u>\$ 113,590,034</u>	<u>111,020,635</u>	<u>2,061,208</u>	<u>2,123,504</u>	<u>154,250,954</u>	<u>148,244,012</u>	<u>4,149,000</u>	<u>3,527,000</u>
Claims and Claim Expenses:								
Provision for Insured Events of the Current Year	\$ 35,912,332	32,928,489	4,925,000	11,260,000	34,873,577	33,109,421	44,416,726	41,439,727
Increase (Decrease) in Provision for Insured Events of Prior Years	<u>(5,388,506)</u>	<u>(4,763,628)</u>	<u>9,137,000</u>	<u>(1,579,000)</u>	<u>(1,222,222)</u>	<u>1,367,674</u>	<u>(1,454,279)</u>	<u>(60,194)</u>
Total Claims and Claim Expenses	<u>\$ 30,523,826</u>	<u>28,164,861</u>	<u>14,062,000</u>	<u>9,681,000</u>	<u>33,651,355</u>	<u>34,477,095</u>	<u>42,962,447</u>	<u>41,379,533</u>
Payments:								
Claims and Claim Expenses Attributable to Insured Events of the Current Year	\$ 1,679,871	1,182,431	3,214,966	5,534,020	6,333,230	7,348,919	40,366,041	37,290,727
Claims and Claim Expenses Attributable to Insured Events of Prior Years	<u>28,881,284</u>	<u>24,413,031</u>	<u>11,078,729</u>	<u>4,209,276</u>	<u>19,674,118</u>	<u>21,121,234</u>	<u>2,672,406</u>	<u>3,466,806</u>
Total Payments	<u>\$ 30,561,155</u>	<u>25,595,462</u>	<u>14,293,695</u>	<u>9,743,296</u>	<u>26,007,348</u>	<u>28,470,153</u>	<u>43,038,447</u>	<u>40,757,533</u>
Liability for Claims and Claim Expenses, End of Year	<u>\$ 113,552,705</u>	<u>113,590,034</u>	<u>1,829,513</u>	<u>2,061,208</u>	<u>161,894,961</u>	<u>154,250,954</u>	<u>4,073,000</u>	<u>4,149,000</u>

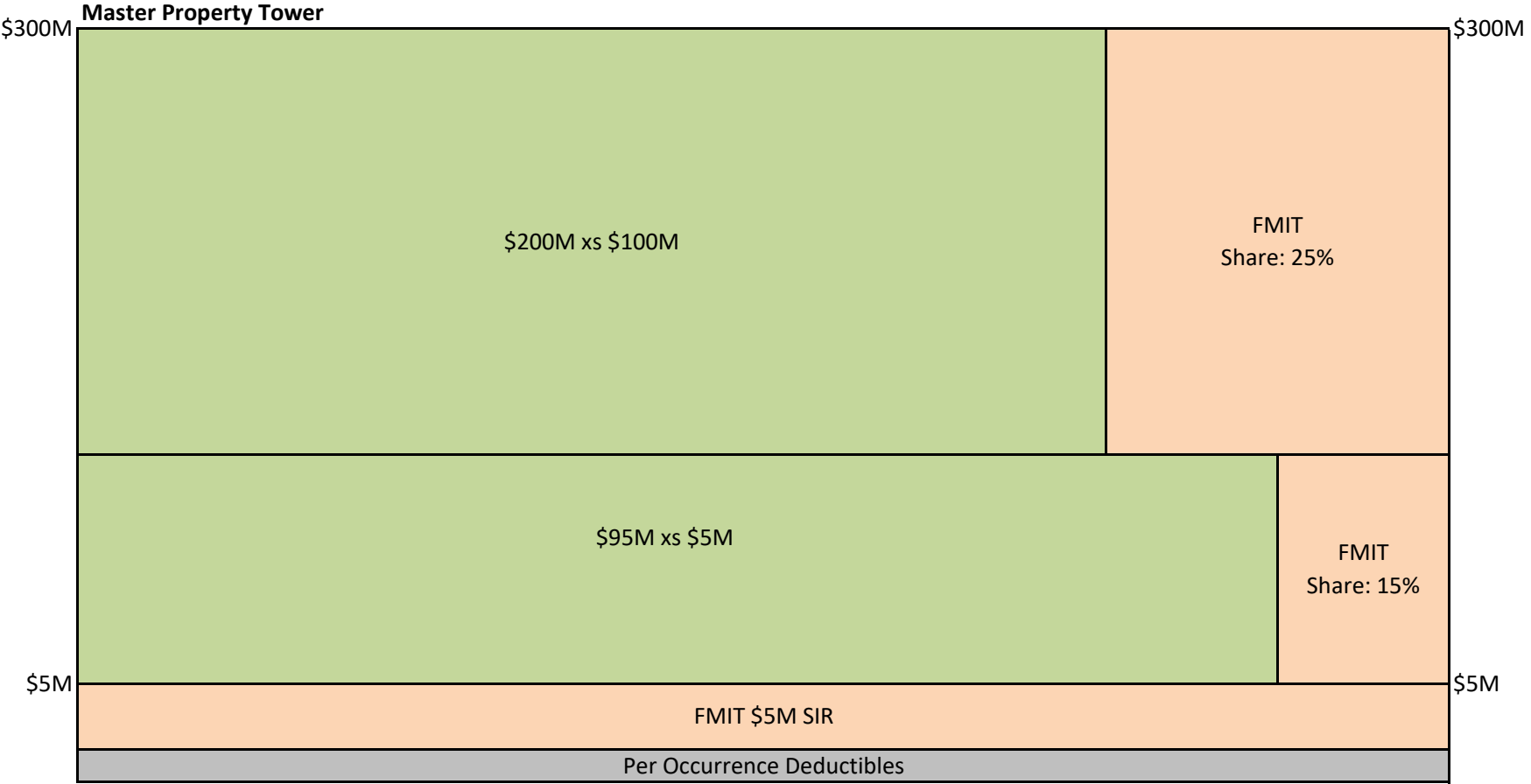


FLORIDA MUNICIPAL INSURANCE TRUST

Important Note:

“The information contained in our property and casualty reinsurance structure documents is confidential and provided in connection with its analysis of the FMIT insurance program. This confidential information may not be used at any time, in any fashion, form or manner, for any other purpose. Because of the nature of the material contained in the report, it is not intended to be subject to disclosure requirements under any Freedom of Information Act or similar laws. Further distribution or use of all or any part of this report to outside parties is expressly prohibited without FMIT’s prior written consent.”

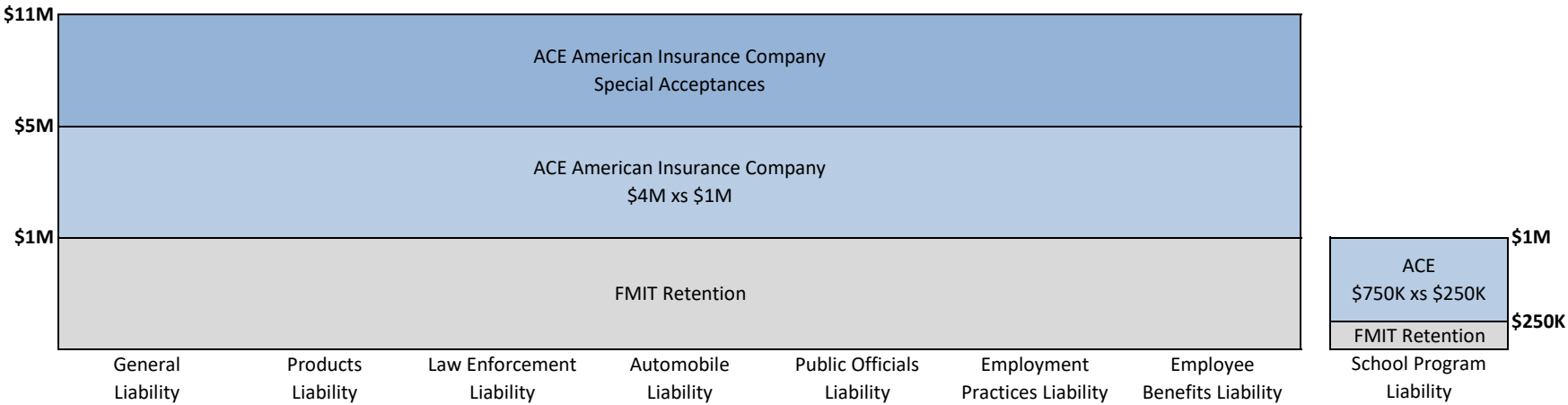
2019 - 2020 FMIT Property Reinsurance Structure - With FMIT Participations Noted



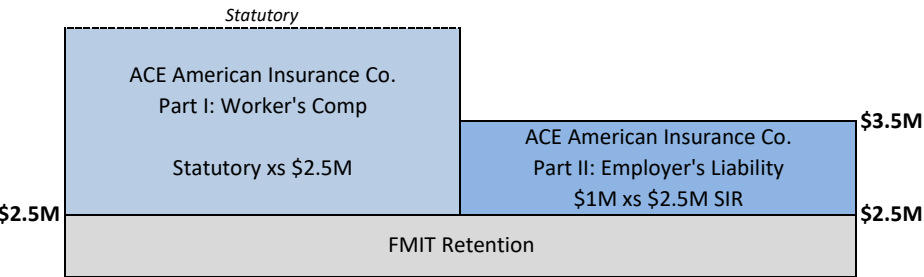
Terrorism reinsurance provided by stand-alone \$100M limit policy.

Market	A. M. Best Rating (as of April 25, 2019)
Allied World Assurance Co.	A+ XV
American Standard Ins. Co. of Wisconsin	A XV
Arch Reinsurance Ltd.	A+ XV
Berkshire Hathaway Specialty Ins. Co.	A++ XV
Canopus	A- X
Chubb Bermuda Insurance Ltd.	A++ XV
Evanston Insurance Company	A XV
Fidelis Underwriting Ltd.	A- XIII
General Ins. Corp. of India	A- XV
Hallmark Specialty	A- VIII
Hamilton Re Ltd.	A- XIV
HDI	A XV
Houston Casualty Co.	A++ XV
Ironshore Specialty	A XV
Lexington Insurance Co.	A XV
Lloyds of London	A XV
Markel Bermuda Limited	A XIV
RSUI Indemnity	A+ XIV
Sompo	A+ XV
Starr Surplus Lines Ins. Co.	A XV
Westchester Surplus Lines Insurance Company	A++ XV
Westport Insurance Corp (Swiss Re)	A+ XV

2018-2019 Liability Reinsurance Structure



2018-2019 Excess Workers' Compensation Structure





FLORIDA MUNICIPAL INSURANCE TRUST

Claims Services



FLORIDA MUNICIPAL INSURANCE TRUST

CLAIMS SERVICES: Proposers are expected to provide prompt and professional claims service and are requested to submit information regarding claims services and should indicate locations, staffing, and case load of adjusters serving the City. The City is also desirous of prompt and accurate premium/claims data reports on a quarterly basis. Proposers are requested to provide sample reports and indicate frequency of such. Proposers should indicate the accessibility of online claim management/information.

The following pages reflect claim reporting details and a sample of our Property & Liability and Workers' Compensation loss reports.

Our Property & Liability caseload information is as follows.

Our goal is to keep Claims Representative 1 adjusters at or below 125 claims, Claims Representative 2 adjusters at or below 150 claims, and Litigation Specialists at or below 150 claims.

Our Workers' Compensation caseload information is as follows.

The first commitment to quality is the caseload for our lost time adjusters. We place a maximum number of open files for a lost time adjuster at 115. This is significantly lower than the industry standard of 175 and allows for more time from the adjuster to communicate and do quality work.

Each supervisor has 4 lost time adjusters and a nurse in their units. We also have a separate medical only unit with 4 claims adjusters and 3 case manager assistants. This is lower than normal and allows the supervisors to engage in cases that are more complex with the adjusters. It also allows more file reviews to be conducted to ensure accuracy.

Prompt and accurate loss reports are sent automatically via e-mail on a quarterly basis.

The Florida League of Cities Property & Liability and Workers' Compensation claim departments utilize the Risk Master and Appian programs for administrating claims.

The City has access to its own Member Dashboard through the Florida Municipal Insurance Trust website (<https://insurance.flcities.com/>). With this website access, the City is able to file and view claims, access loss runs, access policies, and manage different aspects of its all lines policies and schedules.



FLORIDA MUNICIPAL INSURANCE TRUST

Reporting procedures are as follows – We offer a few different ways a member may file a claim to make it as convenient and simple as possible.

Property and Liability Claims:

PO Box 538135
Orlando FL 32853-8135

- Report a Loss by Phone: (855) FMIT-LOSS (855-364-8567)
- Email the information to newloss@flcities.com
- Online : <https://insurance.flcities.com/>
 - Click on “Click Here to log into FMIT Dashboard / Report a Loss”
 - Once logged in, click on the according “Claim Form” hyperlink in the “Claims” box to submit your claim.

Workers’ Compensation Claims:

PO Box 538135
Orlando FL 32853-8135

- Call our intake line at (800) 756-3042 (24 hours a day) or (855) FMIT-LOSS (855-364-8567)
- Email the information to intake@flcities.com
- Fax the form to (800) 707-7656
- Online : <https://insurance.flcities.com/>
 - Click on “Click Here to log into FMIT Dashboard / Report a Loss”
 - Once logged in, click on the “Workers’ Compensation Claim Form” hyperlink in the “Claims” box to submit your claim.

Reporting a claim should be easy.

Paying a claim should be painless.

Closing a claim should be quick.

Below is an example of how we'll typically work with you on a Property or Liability claim:

FIRST STEP: Contact us. We're ready to assist 24-7. For your convenience, we offer the following ways to report a claim: using the web form is preferred, but you can also email, call or fax the claim to us.

STEP 2: Our intake staff will capture the claim, set initial reserves and provide a claim number.

STEP 3: Claims will be assigned to specialized adjusters based on the type of claim.

STEP 4: The adjuster performs a thorough investigation to determine coverage and/or liability.

STEP 5: As the claim develops, the adjuster will review and adjust reserves for all known exposures including expense and legal. Throughout the process, the adjuster will maintain correspondence with you on the status of any on-going claim.

STEP 6: The adjuster will negotiate a settlement on applicable claims. If a claim is in suit, we will provide a designated defense attorney. We have longstanding relationships with some of the best attorneys in the industry.

FINAL STEP: The adjuster will work with you throughout the life of the claim until it comes to a close.



CROSBY COLEMAN
Property and Liability
Claims Manager

"We know that filing an insurance claim can be challenging. The Property and Liability Claims Department staff is here to provide you with excellent customer service throughout the claims process. Our FMIT members can rely on us with confidence every step of the way."

Reporting a claim should be easy.

Paying a claim should be painless.

Closing a claim should be quick.

**Here's an example of how we'll work with you on a
Workers' Compensation claim:**

FIRST STEP: Contact us. We're ready to assist 24-7. For your convenience, we offer the following ways to report a claim: using the web form is preferred, but you can also email, call or fax the claim to us.

STEP 2: We'll verify your coverage and provide a personal claim number.

STEP 3: Our experienced claims supervisor will review your claim and assign it to your dedicated adjuster and nurse. This is when our in-house personal service makes a difference.

STEP 4: The nurse will contact the medical facility and injured worker to learn specific details and share them with the supervisor and adjuster.

STEP 5: The adjuster will contact you and the injured worker to explain covered benefits and payment. Sometimes claims aren't covered, and injured workers may file suit. If this occurs, we provide a designated defense attorney to review the case and seek resolution. We have longstanding relationships with some of the best attorneys in the industry.

STEP 6: Once benefits are administered, our team will file the appropriate paperwork and electronic data interchange (EDI) transaction with the Florida Division of Workers' Compensation.

STEP 7: The adjuster will continue to monitor the injured worker's case file to ensure they receive proper care and assist with reentry to the workplace.

FINAL STEP: Once the injured worker returns to work, the adjuster will close the claim.



**Our average case count
for loss time adjusters
is 115. This is dramati-
cally lower than other
insurance companies
and ensures that we
provide the personal
service you and your
employees deserve.**



VERNELL K. GOODRIDGE
Workers' Compensation
Claims Manager

"I'm a problem solver and a people person. The claims process impacts real lives, and I take that responsibility to heart. Our members know they can call me anytime. Working for the League and serving FMIT members is incredibly rewarding."



FLORIDA MUNICIPAL INSURANCE TRUST

SAMPLES: PROPERTY & LIABILITY LOSS REPORT AND WORKERS' COMPENSATION LOSS REPORT

**FLORIDA MUNICIPAL INSURANCE TRUST
MEMBERS LOSS REPORT - LIABILITY/PROPERTY**

Member: POLICY YEAR 2018
 Activity Period: 03/01/2019 - 05/31/2019 AS OF MAY 31, 2019

ACTIVITY FOR OPEN APD CLAIMS

Claim Number	Loss Date	Claimant:	Adjuster	Status	Description	Activity For This Period				Total As of Date			
						Payments	Reserves	Recoveries	Incurred	Payments	Reserves	Recoveries	Incurred
12/04/2018	12/05/2018	APD	IV hit a child on a bicycle.	OPEN		\$0.00	\$0.00	\$0.00	\$0.00	\$1,899.99	\$100,800.01	\$0.00	\$102,700.00
					Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$85.00	\$415.00	\$0.00	\$500.00
					Expense	\$0.00	\$0.00	\$0.00	\$0.00				
					Subtotals	\$0.00	\$0.00	\$0.00	\$0.00	\$1,984.99	\$101,215.01	\$0.00	\$103,200.00

Claim Number	Loss Date	Claimant:	Adjuster	Status	Description	Activity For This Period				Total As of Date			
						Payments	Reserves	Recoveries	Incurred	Payments	Reserves	Recoveries	Incurred
12/27/2018	01/03/2019	APD	IV was rear ended by OV	OPEN		\$2,795.21	-\$500.00	\$0.00	\$2,295.21	\$2,795.21	\$500.00	\$0.00	\$3,295.21
					Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
					Expense	\$0.00	\$0.00	\$0.00	\$0.00				
					Subtotals	\$2,795.21	-\$500.00	\$0.00	\$2,295.21	\$2,795.21	\$500.00	\$0.00	\$3,295.21

Claim Number	Loss Date	Claimant:	Adjuster	Status	Description	Activity For This Period				Total As of Date			
						Payments	Reserves	Recoveries	Incurred	Payments	Reserves	Recoveries	Incurred
04/01/2019	04/02/2019	APD	OV1 struck IV in driver side then struck OV2	OPEN		\$12,485.58	\$2,500.00	\$0.00	\$14,985.58	\$12,485.58	\$2,500.00	\$0.00	\$14,985.58
					Indemnity	\$150.00	\$0.00	\$0.00	\$150.00	\$150.00	\$0.00	\$0.00	\$150.00
					Expense	\$150.00	\$0.00	\$0.00	\$150.00				
					Subtotals	\$12,635.58	\$2,500.00	\$0.00	\$15,135.58	\$12,635.58	\$2,500.00	\$0.00	\$15,135.58

SUMMARY TOTALS BY POLICY YEAR 2018 FOR APD

	Claim Count	Activity For This Period				Total As of Date			
		Payments	Reserves	Recoveries	Incurred	Payments	Reserves	Recoveries	Incurred
OPEN CLAIMS SUMMARY:	3	\$15,430.79	\$2,000.00	\$0.00	\$17,430.79	\$17,415.78	\$104,215.01	\$0.00	\$121,630.79
CLOSED CLAIMS SUMMARY:	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
OPEN & CLOSED CLAIMS SUMMARY:	3	\$15,430.79	\$2,000.00	\$0.00	\$17,430.79	\$17,415.78	\$104,215.01	\$0.00	\$121,630.79

ACTIVITY FOR OPEN EO CLAIMS

Claim Number	Loss Date	Claimant:	Adjuster	Status	Description	Activity For This Period				Total As of Date			
						Payments	Reserves	Recoveries	Incurred	Payments	Reserves	Recoveries	Incurred
11/29/2018	03/25/2019	EO	Charge of Age Discrimination EEOC complaint	OPEN		\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00
					Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
					Expense	\$0.00	\$0.00	\$0.00	\$0.00				
					Subtotals	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00

SUMMARY TOTALS BY POLICY YEAR 2018 FOR EO

	Claim Count	Activity For This Period				Total As of Date			
		Payments	Reserves	Recoveries	Incurred	Payments	Reserves	Recoveries	Incurred
OPEN CLAIMS SUMMARY:	1	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00
CLOSED CLAIMS SUMMARY:	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
OPEN & CLOSED CLAIMS SUMMARY:	1	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00

**FLORIDA MUNICIPAL INSURANCE TRUST
MEMBERS LOSS REPORT - LIABILITY/PROPERTY**

Member: POLICY YEAR 2018
 Activity Period: 03/01/2019 - 05/31/2019 AS OF MAY 31, 2019

ACTIVITY FOR OPEN GL CLAIMS

		Claimant:		Activity For This Period					Total As of Date			
Claim Number		Adjuster		Payments	Reserves	Recoveries	Incurred		Payments	Reserves	Recoveries	Incurred
Loss Date	01/20/2019	Status	OPEN									
Reported	01/25/2019	Description		Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00
Coverage	GL			Expense	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
			PATRON STEPPED IN AN UNMARKED HOLE IN THE GRASS AN	Subtotals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00

		Claimant:		Activity For This Period					Total As of Date			
Claim Number		Adjuster		Payments	Reserves	Recoveries	Incurred		Payments	Reserves	Recoveries	Incurred
Loss Date	02/07/2019	Status	OPEN									
Reported	02/14/2019	Description		Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00	\$0.00	\$7,500.00
Coverage	GL		Claimant tripped and fell on broken meter lid	Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				Subtotals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00	\$0.00	\$7,500.00

		Claimant:		Activity For This Period					Total As of Date			
Claim Number		Adjuster		Payments	Reserves	Recoveries	Incurred		Payments	Reserves	Recoveries	Incurred
Loss Date	01/13/2019	Status	OPEN									
Reported	01/18/2019	Description		Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00
Coverage	GL		PATRON TRIPPED AND FELL ON RAISED PORTION OF THE S	Expense	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				Subtotals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00

		Claimant:		Activity For This Period					Total As of Date			
Claim Number		Adjuster		Payments	Reserves	Recoveries	Incurred		Payments	Reserves	Recoveries	Incurred
Loss Date	10/06/2018	Status	OPEN									
Reported	10/16/2018	Description		Indemnity	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00
Coverage	GL		Patron fell on the paver walkway.	Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$0.00	\$500.00
				Subtotals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$0.00	\$3,000.00

SUMMARY TOTALS BY POLICY YEAR 2018 FOR GL

		Activity For This Period					Total As of Date			
	Claim Count	Payments	Reserves	Recoveries	Incurred		Payments	Reserves	Recoveries	Incurred
OPEN CLAIMS SUMMARY:	4	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$15,500.00	\$0.00	\$15,500.00
CLOSED CLAIMS SUMMARY:	4	\$0.00	-\$2,500.00	\$0.00	-\$2,500.00		\$0.00	\$0.00	\$0.00	\$0.00
OPEN & CLOSED CLAIMS SUMMARY:	8	\$0.00	-\$2,500.00	\$0.00	-\$2,500.00		\$0.00	\$15,500.00	\$0.00	\$15,500.00

SUMMARY TOTALS FOR POLICY YEAR 2018

		Activity For This Period					Total As of Date			
	Claim Count	Payments	Reserves	Recoveries	Incurred		Payments	Reserves	Recoveries	Incurred
OPEN CLAIMS SUMMARY:	8	\$15,430.79	\$4,500.00	\$0.00	\$19,930.79		\$17,415.78	\$122,215.01	\$0.00	\$139,630.79
CLOSED CLAIMS SUMMARY:	4	\$0.00	-\$2,500.00	\$0.00	-\$2,500.00		\$0.00	\$0.00	\$0.00	\$0.00
OPEN & CLOSED CLAIMS SUMMARY:	12	\$15,430.79	\$2,000.00	\$0.00	\$17,430.79		\$17,415.78	\$122,215.01	\$0.00	\$139,630.79

FLORIDA MUNICIPAL INSURANCE TRUST - WORKERS COMPENSATION
MEMBERS LOSS REPORT
10/01/2017 - 09/30/2018 AS OF MAY 31, 2019

Member															
FILE NUMBER	CLAIMANT NAME	DEPT	DATE OF INJURY	OPEN/ CLOSED	DATE CLOSED	INJURY CODE			DATE RECEIVED	PAYMENTS TO DATE			RECOVERIES	OUTSTANDING RESERVES	TOTAL INCURRED
						NAT	PART	CAUSE		COMP	MEDICAL	OTHER			
		Parks and Recreation	08/15/2018	C	04/23/2019	28	35	99	08/16/2018	\$2,377.32	\$1,245.60	\$16.50	\$0.00	\$0.00	\$3,639.42
		Waterworks Operation	09/05/2018	C	11/14/2018	40	11	60	09/06/2018	\$0.00	\$486.74	\$0.00	\$0.00	\$0.00	\$486.74
		Sewage Disposal Plant	06/25/2018	C	12/27/2018	28	57	75	06/26/2018	\$2,448.60	\$1,505.85	\$16.50	\$0.00	\$0.00	\$3,970.95
		Streets	12/28/2017	C	12/19/2018	52	53	60	01/03/2018	\$1,313.14	\$757.84	\$486.00	\$0.00	\$0.00	\$2,556.98
		Streets	07/09/2018	C	07/10/2018	59	90	60	07/10/2018	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
		Clerical	01/29/2018	C	04/11/2018	59	35	60	01/30/2018	\$0.00	\$301.22	\$0.00	\$0.00	\$0.00	\$301.22
		Miscellaneous	03/22/2018	C	10/10/2018	40	90	99	03/26/2018	\$0.00	\$1,067.28	\$0.00	\$10.34	\$0.00	\$1,056.94
		Streets	11/02/2017	C	04/10/2018	59	54	19	11/08/2017	\$0.00	\$849.71	\$0.00	\$0.00	\$0.00	\$849.71
		Parks and Recreation	05/08/2018	C	09/05/2018	59	14	98	05/11/2018	\$0.00	\$179.85	\$0.00	\$0.00	\$0.00	\$179.85
		Waterworks Operation	01/24/2018	C	03/08/2018	52	32	59	01/26/2018	\$0.00	\$335.46	\$0.00	\$0.00	\$0.00	\$335.46
		Streets	10/27/2017	C	04/04/2018	37	42	82	11/03/2017	\$0.00	\$340.31	\$0.00	\$0.00	\$0.00	\$340.31
		Miscellaneous	10/24/2017	C	02/03/2018	40	36	19	10/25/2017	\$0.00	\$698.77	\$0.00	\$0.00	\$0.00	\$698.77
FMIT # TOTALS			OPEN	0	CLOSED	12			TOTALS	\$6,139.06	\$7,768.63	\$519.00	\$10.34	\$0.00	\$14,416.35

FLORIDA MUNICIPAL INSURANCE TRUST - WORKERS COMPENSATION
MEMBERS LOSS REPORT
10/01/2018 - 09/30/2019 AS OF MAY 31, 2019

Member															
FILE NUMBER	CLAIMANT NAME	DEPT	DATE OF INJURY	OPEN/ CLOSED	DATE CLOSED	INJURY CODE			DATE RECEIVED	PAYMENTS TO DATE			RECOVERIES	OUTSTANDING RESERVES	TOTAL INCURRED
						NAT	PART	CAUSE		COMP	MEDICAL	OTHER			
		Electrical Wiring	01/04/2019	O		04	90	07	01/07/2019	\$1,230.32	\$3,173.60	\$11.00	\$0.00	\$10,596.08	\$15,011.00
		Electrical Wiring	01/04/2019	O		90	90	07	01/07/2019	\$3,038.50	\$3,521.92	\$11.00	\$0.00	\$4,428.58	\$11,000.00
		Streets	05/06/2019	O		52	31	60	05/07/2019	\$510.03	\$0.00	\$0.00	\$0.00	\$37,288.97	\$37,799.00
		Streets	03/05/2019	O		59	35	60	03/06/2019	\$144.30	\$412.97	\$8.25	\$0.00	\$3,142.73	\$3,708.25
		Streets	04/16/2019	O		52	56	81	04/18/2019	\$505.17	\$1,189.76	\$0.00	\$0.00	\$48,305.07	\$50,000.00
		Clerical	01/15/2019	C	05/11/2019	90	53	31	02/01/2019	\$0.00	\$1,334.62	\$0.00	\$0.00	\$0.00	\$1,334.62
FMIT # TOTALS			OPEN	5	CLOSED	1			TOTALS	\$5,428.32	\$9,632.87	\$30.25	\$0.00	\$103,761.43	\$118,852.87



FLORIDA MUNICIPAL INSURANCE TRUST

Existing Claims “Run-Out” Management



FLORIDA MUNICIPAL INSURANCE TRUST

EXISTING CLAIMS “RUN-OUT” MANAGEMENT: Proposer should provide a program and procedure for dealing with “run-out” or existing claims at the termination or non-renewal of any contract period. This should include but is not limited to: continued existing claims management and defense, transfer or sell of existing claims to a new carrier or third party, assuming existing claims from an old carrier, and final disposition of existing claims. All associated costs are to be clearly identified. For the purpose and intent of this RFP, existing claims means any style or type of claim with a date of loss prior to October 1, 2019, whether currently reported or not. This procedure or method should be explained in detail by proposer and all potential costs for claims, administration and defense, clearly disclosed and identified. The City prefers continued claims management and defense.

The City of St. Augustine Beach is currently in a fully insured program through the FMIT. Existing claims and any claims that occur during the policy period are the contractual obligation of your carrier FMIT for both service and payment of claim under the policy conditions.



FLORIDA MUNICIPAL INSURANCE TRUST

TAB 2



FLORIDA MUNICIPAL INSURANCE TRUST

TAB 2 PERSONNEL

Per RFP page 5 Preparation and Organization of Proposal Documents, we are to prepare the responses based on RFP page 10 Evaluation Criteria into four tabs (Tab 1 Background and Qualifications, Tab 2 Personnel, Tab 3 Technical Merit and Tab 4 Cost Effectiveness).

Because Tab 3 Technical Merit encompasses the requirements of the entire RFP response, Tabs 1, 2 and 4 meet the Tab 3 Technical Merit requirements of a) Completeness of proposal, b) Clarity of proposal and c) Adequately addresses the needs of the City.

Tab 2 contains the pertinent Personnel requirements from:

RFP Page 4: G and J



FLORIDA MUNICIPAL INSURANCE TRUST

G



FLORIDA MUNICIPAL INSURANCE TRUST

Page 4 of the RFP – G. Identification of the proposed insurance and risk management team, including the principal-in-charge who will have overall responsibility for the direction and supervision of the team, and a description of the responsibilities of each team member. Provide short biographies of team members describing at a minimum education, and professional experience and credentials.

The following is the list of the proposed insurance and risk management team, which is the City's current FMIT Team.

Tom Conley, Account Executive, Trust Services – Responsible for all Member (City) needs.

Evan MacClellan, Risk & Safety Consultant, Trust Services Risk & Safety Management – Responsible for all Member (City) risk and safety management needs.

Bobby Livingston, Underwriter, Underwriting – Responsible for the underwriting and rating of the City's exposures.

Clay Austin, Director of Trust Services – Principal-In-Charge who will have overall responsibility for the direction and supervision of the team.

The following pages are the biographies of the aforementioned including our executive and claims management teams.

**TOM CONLEY****Account Executive – North Florida Territory**

With FMIT since 1997.

Markets insurance offered by the FMIT and assists members with FMIT insurance coverages and programs.

More than 28 years of experience in the insurance industry.

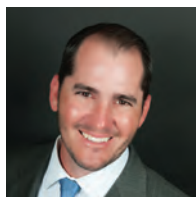
Holds the Life Underwriter Training Council Fellow designation; State of Florida insurance licenses for general lines, and life and health; Risk Management for Public Entities certification.

**BOBBY LIVINGSTON****Underwriter – North Territory**

With the FMIT since 2015.

Assists with quotes, renewals, new business, policies, endorsements, certificates of insurance and audits.

More than 15 years of experience in the insurance industry.

**EVAN MACCLELLAN****Risk and Safety Consultant –
East Central Florida**

With the FMIT since 2013.

More than 20 years of risk management experience.

Holds personal protective equipment technician, confined space entry technician and safety auditor certifications; certified driver instructor and American Red Cross CPR, first aid and AED instructor.

Alachua
Baker
Bradford
Clay
Columbia
Duval
Gilchrist
Nassau
St. Johns
Union



Senior Management

**JEANNIE GARNER****Executive Director-Designate**

With the Florida League of Cities since 1994.

Provides strategic oversight of the departments of Insurance and Financial Services. Serves as pool administrator for the Florida Municipal Insurance Trust and is responsible for its overall management.

**CHRIS KREPCHO****Director, Insurance Services**

With the FMIT since 2013.

Provides daily oversight for the operations of the Department of Insurance, which includes all activities that support effective business operations and the financial security of the FMIT.

More than 15 years in the insurance industry.

Holds the 2-20 General Lines (property and casualty) license.

**CLAY AUSTIN****Director, Trust Services**

With the FMIT since 2007.

Oversees external operations of the Florida Municipal Insurance Trust, which includes outreach, marketing, and risk and safety.

More than 20 years of experience in the insurance and broker/agent fields.

**CROSBY COLEMAN****Property and Liability Claims Manager**

With the FMIT since 1995.

Oversees the Property and Liability Department.

More than 40 years of claims experience.

Holds Associate in Claims designation, and Workers' Compensation, Workers' Compensation Litigation and Risk Management for Public Entities certifications.

**VERNELL GOODRIDGE****Workers' Compensation Claims Manager**

With the FMIT since 2009.

Oversees the FMIT's Adjusting, Medical Case Management and Claims divisions.

More than 30 years of claims experience.

Holds Associate in Claims designation, and Workers' Compensation and Workers' Compensation Litigation certifications.





FLORIDA MUNICIPAL INSURANCE TRUST

J



FLORIDA MUNICIPAL INSURANCE TRUST

Page 4 of the RFP – J. Three (3) references of clients or other public entities that are familiar with the work of your firm in providing services of the type requested by the City with current contact information for each reference, and three (3) references of persons familiar with the work and professional skill of the proposed principal-in-charge. The references for the firm and the principal-in-charge may, but need not, be the same.

The six (6) references are listed in the Proposal Summary Forms – Agent/Insurer Qualifications behind Tab 4.



FLORIDA MUNICIPAL INSURANCE TRUST

TAB 3



FLORIDA MUNICIPAL INSURANCE TRUST

TAB 3 TECHNICAL MERIT

Per RFP page 5 Preparation and Organization of Proposal Documents, we are to prepare the responses based on RFP page 10 Evaluation Criteria into four tabs (Tab 1 Background and Qualifications, Tab 2 Personnel, Tab 3 Technical Merit and Tab 4 Cost Effectiveness).

Because Tab 3 Technical Merit encompasses the requirements of the entire RFP response, Tabs 1, 2 and 4 meet the Tab 3 Technical Merit requirements of a) Completeness of proposal, b) Clarity of proposal and c) Adequately addresses the needs of the City.

Please refer to Tabs 1, 2 and 4 that contain and not only meet the requirements of each of those tabs separately, but also meet the requirements of Tab 3.



FLORIDA MUNICIPAL INSURANCE TRUST

TAB 4



FLORIDA MUNICIPAL INSURANCE TRUST

TAB 4 COST EFFECTIVENESS

Per RFP page 5 Preparation and Organization of Proposal Documents, we are to prepare the responses based on RFP page 10 Evaluation Criteria into four tabs (Tab 1 Background and Qualifications, Tab 2 Personnel, Tab 3 Technical Merit and Tab 4 Cost Effectiveness).

Because Tab 3 Technical Merit encompasses the requirements of the entire RFP response, Tabs 1, 2 and 4 meet the Tab 3 Technical Merit requirements of a) Completeness of proposal, b) Clarity of proposal and c) Adequately addresses the needs of the City.

Tab 4 contains the pertinent Cost Effectiveness requirements from:

RFP Page 4: A (Forms)

Florida Municipal Insurance Trust Cost Proposal

**RFP Page 15: Sample Policies, Endorsements and Rate Worksheets
Payment of Policy Premium
Cost Allocation Assistance**



FLORIDA MUNICIPAL INSURANCE TRUST

A (Forms)

August 9, 2019

City of St. Augustine Beach, Florida

2200 A1A South
St. Augustine Beach, Florida 32080

City Manager (904) 471-2122
Fax (904) 471- 4108

ADDENDUM NO. 1

To: Prospective Respondents
From: City of St. Augustine Beach
Subject: RFP No. 19-05
Insurance and Risk Management

This Addendum #1 is issued for further bidder's information and is hereby incorporated into the bid documents. Each bidder will ascertain before submitting a proposal that he/she has received all Addenda. **Please return an original copy of this signed Addenda with proposal.**

CLARIFICATION:

1. Please provide all six exhibits?
Exhibits 1 - 6 have been attached. Accidental Death & Dismemberment Worksheet, Exhibit 3, should not have been included as an exhibit because it is not part of the current insurance and is being eliminated.
2. 2018 Policies for Auto Liability. **Exhibit 6**
3. The current (2018/2019) as well as the past (2017 / 2018) Property & Casualty / General Liability Insurance policies. **Exhibit 8**
4. The current 2018 / 2019) as well as the past (2017/2018) Workers' Compensation Insurance policies. **Exhibit 9**
5. The City's Workers' Compensation policies? **See attached City's Personnel Manual on page 37, Exhibit 10**
6. Please provide the 2019-2020 workers' compensation experience model for quoting. **Exhibit 11**

7. City request a current audited financial statement. **Please provide this statement in your proposal.**

8. Updated Information that needs to be changed in the RFP:

- a. Total Building & Contents is \$4.4 million in property value, not \$74 million
- b. Liability Coverage currently is \$1.5 million
- c. Disregard crime coverage - not currently insured
- d. Auto Liability currently is \$500,000 not \$1 million
- e. Auto Physical Damage currently is \$50 / \$100, not \$500.
- f. Property Deductible is \$500 currently, not \$25,000
- g. Current payroll is \$2,752,948 with a new modification at 1.08, not \$2,701,116 at 1.00.
- h. Current insurance has no deductible.

Addendum No. 1 RFP 19-05

THE BID DUE DATE REMAINS Friday, August 23, 2019 AT 4:00 P.M.

Acknowledgment

Sincerely,



Signature and Date

Melissa Solis, Trust Services Supervisor
Printed Name/Title

Florida League of Cities, Inc.
Company Name (Print)

End of Addendum No. 1

UNUSUAL FEATURES

Proposers shall attach to their proposal's descriptions of any unusual or specific features which will be provided in their program.

EXCEPTIONS OR ALTERNATIVES TO SPECIFICATIONS

Any and all deviations from the specifications must be individually identified as an alternative proposal or specific deviations from the specifications. If no exceptions are stated, it will be understood that all general and specific conditions will be complied with, without exception.

COORDINATION WITH UMBRELLA OR EXCESS LIABILITY POLICY

If an umbrella or another excess liability policy is also proposed, there should be no gaps or overlaps of coverage, especially with regard to the actual coverage, defense, notice of accidents/occurrence/circumstances, notice of claims and extended reporting period (if applicable). If there are any, please explain.

SYSTEM FOR AID TO CITY PRE-AND- POST EMERGENCY EVENT

Describe what procedures and policies the company has to prepare for emergency events (i.e. hurricanes, fires, tornadoes, etc.) and what the company response time and procedures are after the emergency events.

DRUG-FREE WORKPLACE PROGRAM

Does the company have a workers' compensation credit if the City has a drug-free workplace program and if so, how much would be the credit per year?

_____X_____ YES _____NO _____5%_____ Credit Amount

YEARLY RETURN ON PREMIUM POLICY

Does the company give a refund if the member saves the company money throughout the year and what percentage would be given back to the City if premium payouts are lower than expected?

_____*See below_____ YES _____NO _____PERCENTAGE

ANNUAL AGGREGATES

Is the policy offer an annual aggregate, meaning if the coverage is for \$1 million, will the company provide up to \$1 million for each claim or \$1 million total in a given year?

X - There are _____ \$1 million each claim _____ \$1 million total
no aggregate limits in our FMIT
program except for Cyber Liability.

*Yearly Return on Premium Policy - We have a Return of Property Premium program in non-catastrophic cycles. Over the last several years, we have returned a total of \$78 million in property premium to our members.

FORMS

PROPOSAL SUMMARY FORMS

RESPONDENT:

The undersigned, as Respondent, hereby declares and certifies that the only person(s) or entities interested in this Proposal as principal(s), or as persons or entities who are not principal(s) of the Respondent but are substantially involved in performance of the Work, is or are named herein, and that no person other than herein mentioned has any interest in this Proposal or in the Agreement to be entered into; that this Proposal is made without connection with any other person, company, or parties submitting a Proposal; and that this Proposal is in all respects fair and in good faith without collusion or fraud.

Respondent represents to the City that, except as may be disclosed in an addendum hereto, no officer, employee or agent of the City has any interest, either directly or indirectly, in the business of Respondent to be conducted under the Agreement, and that no such person shall have any such interest at any time during the term of the Agreement, should it be awarded to Respondent.

Respondent further declares that it has informed itself fully in regard to all conditions pertaining to this solicitation; it has examined the specifications for the Work and any other Agreement documents relative thereto; it has read all of the addenda furnished prior to the Proposal opening, as acknowledged below; and has otherwise satisfied itself that it is fully informed relative to the Work to be performed.

Respondent agrees that if its Proposal is accepted, Respondent shall contract with the City and shall furnish everything necessary to complete the Work in accordance with the time for completion specified in the Agreement and shall furnish the required evidence of the specified insurance.

Acknowledgment is hereby made of the following addenda (identified by number) received:

Addendum No.	Date	Addendum No.	Date
1	8/9/2019		

Firm name: Florida League of Cities, Inc.

signature: 

Date: 8/21/2019

AGENT/INSURER QUALIFICATIONS

NOTE: The Proposer is not to leave any items/values blank. If any items/values are left blank they will be deemed included. If an item is not applicable, please state "N/A."

AGENT

Name: Florida League of Cities, Inc.

Location of Office: 125 East Colonial Drive
Orlando FL 32801

Number of Offices in Florida: 2

Number of Employees in Florida: 206

Number of Public Entities Handled: More than 550, of which more the 250 are municipalities.

List six (6) client or other Public Entity references, including names, addresses and telephone numbers per "Submission Requirements" (J.), Page 5:

Reference No. 1:

Company Name: City of St. Augustine

Current contact person at company: Donna Hayes, Human Resources Manager

Telephone: (904) 209-4303 Fax: (904) 825-1008 E-mail: dhayes@citystaug.com

Company Address: 75 King Street, St. Augustine FL 32084

Reference No. 2:

Company Name: City of Green Cove Springs

Current contact person at company: Mary Jane Lundy, Human Resources Director

Telephone: (904) 297-7500 Fax: (904) 529-2208 E-mail: mjlundy@greencovesprings.com

Company Address: 321 Walnut Street, Green Cove Springs FL 32043

Reference No. 3:

Company Name: City of Palatka

Current contact person at company: Betsy Driggers, Interim City Manager/City Clerk

Telephone: (386) 329-0100 x211 Fax: (386) 546-2993 E-mail: bdriggers@palatka-fl.gov

Company Address: 201 North 2nd Street, Palatka FL 32177

Reference No. 4:

Company Name: City of Alachua

Current contact person at company: Cap Wilson, Compliance and Risk Manager

Telephone: (386) 418-6116 Fax: (352) 418-6176 E-mail: gwilson@cityofalachua.org
Company Address: 15100 NW 142nd Terrace, Alachua FL 32616

Reference No. 5:

Company Name: City of Lake City
Current contact person at company: Steve Roberts, Director of Safety/Risk Management
Telephone: (386) 719-5820 Fax: (904) 278-3039 E-mail: robertss@lcfla.com
Company Address: 205 North Marion Avenue, Lake City FL 32055

Reference No. 6:

Company Name: City of Callaway
Current contact person at company: Patricia Johnson, Human Resources
Telephone: (850) 215-6654 Fax: (850) 871-2444 E-mail: pjohnson@cityofcallaway.com
Company Address: 6601 East Highway 22, Callaway FL 32404

INSURER (Provide information for each insurer)

Best rating or attach financial information: Audited financial statements included behind Tab 1
Number of Public Entities Insured: More than 550, of which more the 250 are municipalities.
Location of nearest claim office handling our account: 125 East Colonial Drive, Orlando FL 32801

Attach description of loss control/ prevention program.

SERVICE COMPANY (If applicable)

Name: Florida League of Cities, Inc.

1. Number of Public Entities serviced:

Property: 426

Third Party Liability: 475

Workers' Compensation: 485

Location of nearest claim office handling our account: 125 East Colonial Drive, Orlando FL 32801

Attach description of loss control program. Included behind Tab 1.

SERVICE	YES/NO
Employee Practices Hot Line	Yes

Employment Law Seminar	Yes
Sexual Harassment Seminars	Yes
Sample Personnel Policy and Procedures	Yes
Contract Evaluations	Yes
Risk Management Seminars and onsite Training & Seminars	Yes
If yes, how often?	Yes
Police Liability/Critical Incident Hot Line	Yes
On Site Risk Analysis, Including Third Party Liability	Yes
Safety Program Development, Including Third Party Liability	Yes
Regulatory Assistance	Yes
Indoor Air Quality Analysis	Yes
Industrial Hygiene Analysis	Yes
Monthly Loss runs by Type of Loss and Department	Yes
Appraisals	Yes

PLEASE INDICATE IF THE FOLLOWING SERVICES ARE PROVIDED

Coverage Summary Comparison

Proposer	Florida League of Cities, Inc.
Total Premium	\$162,398

Property Coverage

Description	Amount/Comments
Blanket Property	\$4,465,842
Excess Coverage Amount	Insuring to full value of the property schedule \$4,465,842 No need for excess coverage
Deductible	\$500
Named Storm	3%
Storm surge covered under named storm or flood?	Named Storm
Excess flood	\$5,000,000 excess of National Flood Insurance Program or other primary flood policy
Equipment Breakdown	\$4,465,842
Extra Expense	\$1,000,000
Expediting Expense	\$1,000,000 under equipment breakdown
Boiler & Machinery	\$4,465,842 same as equipment breakdown
Accounts Receivable	\$500,000
Property Coverage Continue	

Description	Amount/Comments
Antiques & Objects of Art (per item/ annual maximum)	\$15,000 per item / \$250,000 annual maximum
Buildings Under Construction	Up to \$3,000,000 (per underwriting review and quote)
Debris Removal	25% of Loss
Demolition, Ordinance, and ICC	25% of Loss
Electronic Data Processing Equipment (software)	\$250,000
Errors and Omissions	\$100,000 aggregate
Fungus Cleanup	\$25,000
Leasehold Interest	\$100,000 aggregate
Loss of Income	\$1,000,000
New Location Personal Property	\$500,000
New Locations	\$2,000,000
Off Premises Power Failure	\$100,000
Personal Property - Mechanics	\$50,000
Personal Property Off Premises	\$250,000
Pollution Cleanup	\$100,000
Preservation of Property	\$100,000 aggregate
Service Interruption	\$100,000
Transit	\$250,000
TRIA (including Inland Marine)	\$5,000,000
Valuable Papers & Records	\$500,000

General Liability

Per Occurrence	Multiple limit options offered in the FMIT Cost Proposal behind Tab 4
Annual Aggregate	No aggregate limits
Employee Benefits Liability	Included in Errors & Omissions
Herbicide & Pesticide	Limit is the General Liability or \$1,000,000 per fund year, whichever is the lesser amount

Law Enforcement - per occurrence	Multiple limit options offered in the FMIT Cost Proposal behind Tab 4
Law Enforcement - Annual Limit	No aggregate limits
Public Officials Liability - per occurrence	Multiple limit options offered in the FMIT Cost Proposal behind Tab 4
Public Officials Liability - Annual Limit	No aggregate limits
Employment Practices Liability - per occurrence	Multiple limit options offered in the FMIT Cost Proposal behind Tab 4
Employment Practices Liability - Annual Limit	No aggregate limits
Cyber Liability - per claim	\$1,000,000
Cyber Liability - annual limit	\$1,000,000
Sewer Backup & Water Damage Limit	\$100,000 aggregate
Extra Contractual Legal Expense	\$100,000 aggregate
Fire Legal Liability	Maximum \$500,000 in any one Trust Year
Skate Facility Liability	Included under General Liability
Host Liquor Liability	Included under General Liability
Bert Harris Act	\$300,000 per occurrence / aggregate

Auto Coverage

Comprehensive	Actual Cash Value
PIP	\$10,000
Physical Damage Comprehensive Deductible	\$50
Physical Damage Collision Deductible	\$100
Hired & Non-Owned Liability Coverage	\$500,000
Automatic Coverage	Vehicle valued at less than \$100,000 that a member requests to be added to its auto schedule, there
Automatic Coverage - additional premium?	will be no additional premium for the current policy period if the vehicle is acquired after the inception date of the current policy.

Crime & Bond Coverage

Employee Theft Per Loss	Per the City's issued Addendum 1 dated
Employee Theft Deductible	August 9, 2019, disregard Crime coverage - not currently insured.
Faithful Performance Per Loss	
Faithful Performance Deductible	
Money Loss Inside Limit	
Money Loss Inside Deductible	
Outside the Premises Limit	
Outside the Premises Deductible	
Premises Theft	
Premises Theft Deductible	
Forgery or Alteration Limit	
Forgery or Alteration Deductible	
Computer Fraud including funds transfer fraud	
Computer Fraud Deductible	

Premium Breakdown

Property	\$24,129	
General Liability	\$40,808	Includes General Liability, Public Officials Liability and Police Professional Liability
Auto	\$22,882	
Worker's Comp	\$74,580	

Excess Coverage

Additional Premium

Law Enforcement Liability	
\$2,000,000 per occurrence	\$42,058 includes General Liability, Public Officials Liability and Police Professional Liability and are not separable.
\$3,000,000 per occurrence	\$43,751 includes General Liability, Public Officials Liability and Police Professional Liability and are not separable.
\$4,000,000 per occurrence	Not quoted
\$5,000,000 per occurrence	\$45,769 includes General Liability, Public Officials Liability and Police Professional Liability and are not separable.
Aggregate amount	No aggregate limits

Public Officials Liability

\$2,000,000 per occurrence	\$42,058 includes General Liability, Public Officials Liability and Police Professional Liability and are not separable.
\$3,000,000 per occurrence	\$43,751 includes General Liability, Public Officials Liability and Police Professional Liability and are not separable.
\$4,000,000 per occurrence	Not quoted
\$5,000,000 per occurrence	\$45,769 includes General Liability, Public Officials Liability and Police Professional Liability and are not separable.
Aggregate amount	No aggregate limits

Marina Operators Legal Liability & Protection and Indemnity

Available including Vessel P&I	There is no indication in the City's RFP that this coverage is to be quoted or that the City has a marina operators exposure.
--------------------------------	---

Statutory AD&D

Police & Fire only with optional increased weekly accident indemnity	Per the City's release of Addendum 1 dated August 9, 2019, Accidental Death & Dismemberment Worksheet, Exhibit 3, should not have been included as an exhibit because it is not part of the current insurance and has been eliminated.
Police & Fire only without optional increased weekly accident indemnity	
All Employees only with optional increased weekly accident indemnity	
All Employees without optional increased weekly accident indemnity	

Payments & Other Terms

Payment Terms	Four quarterly installments interest free.
Multi-year discount	Not being offered.
Lines of Coverage separable?	Proposal is not offering separable coverage option.
If separable, does cost remain the same?	Not applicable
If cost change, please specify	Not applicable
Property	Not applicable
Auto	Not applicable
Inland	Not applicable

General Liability	Not applicable
Workers Compensation	Not applicable
Marina	Not applicable
AD&D	Not applicable
Cancellation by the City for 2nd term - amount of notification & penalties, if applicable	Not applicable

RFP EXCEPTIONS TO NOTE:

Cancellation/Non-Renewal - The FMIT offers 45 days notice.

Extension - It is not the practice of the FMIT to extend coverage beyond contract terms.

NON-COLLUSION AFFIDAVIT

State of Florida

County of Orange

Melissa Solis, being first duly sworn, deposes and says that:

- a. He/she is the Trust Services Supervisor, (Owner, Officer, Partner, Representative or Agent) of the Florida League of Cities, Inc., the Bidder that has submitted the attached Proposal;
- b. He/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
- c. Such Proposal is genuine and is not collusive or a sham proposal;
- d. Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Bidder, firm or person to submit a collusive or sham proposal in connection with the Work for which the attached Proposal has been submitted; or to refrain from proposing in connection with such work; or have in any manner, directly or indirectly, sought by person to fix the price or prices in the attached Proposal or of any other bidder, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other bidder, or to secure through any collusion, conspiracy, connivance or unlawful agreement any advantage against The City of St. Augustine Beach, or any person interested in the proposed Work;
- e. Price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Bidder or any other of its agents, representatives, owners, employees or parties in interest, including this affiant.

Signed, sealed and delivered in the presence of:

[Signature]

Witness

[Signature]

Witness

by:

[Signature]

Melissa Solis

(Printed Name)

Trust Services Supervisor

(Title)

Before me, the undersigned authority, personally appeared Melissa Solis who is personally known to me X or has produced _____ as identification and who executed the foregoing Affidavit and acknowledged to and before me that Melissa Solis executed said Affidavit for the purpose therein expressed.

Witness my hand and official this 21st day of August, 2019.

[Signature]

Notary Public

My Commission Expires: 2/28/2020

(Seal)



DRUG-FREE WORKPLACE FORM

The Respondent, (business name) Florida League of Cities, Inc., in accordance with Section 287.087, F.S., hereby certifies that Respondent does the following:

1. Publishes a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Notifies employees, via the statement specified in paragraph 1, above, that, as a condition of working on the contractual services that are under Proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or *nolo contendere* to, any violation of Chapter 893, F.S. or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five days after such conviction.
3. Gives each employee engaged in providing the contractual services that are under Proposal a copy of the statement specified in paragraph 1, above.
4. Informs employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations

Imposes a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.

Makes a good faith effort to continue to maintain a drug-free workplace through implementation of Section 287.087, F.S.

As the person authorized to sign this statement, I certify that this firm complies fully with the above requirements.

By: Melissa Solis 

Title Trust Services Supervisor

Date: 8/21/2019

PUBLIC ENTITY CRIMES AFFIDAVIT

DATE: 8/21/2019

SWORN STATEMENT UNDER SECTION 287.133(3) (A), FLORIDA STATUTES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted to The City of St. Augustine Beach by: _____
Melissa Solis, Trust Services Supervisor (print individual's name and title) for _____
the Florida League of Cities, Inc. (print name of entity submitting sworn statement) whose business address is 125 East Colonial Drive, Orlando FL 32801
and, (if applicable) its Federal Employer Identification Number (FEIN) is 59-6001124
(if the entity has no FEIN, include Social Security Number of the individual signing this sworn statement: _____).
2. I understand that a "public entity crime" as defined in Paragraph 287.133 of the Florida Statutes, means a violation of any state or Federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including but not limited to, any bid or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" is defined by the Statute to mean a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" is defined in Section 287.133(1)(a), Florida Statutes, means:
 - A. A predecessor or successor of a person convicted of a public entity crime; or
 - B. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that a "person" as defined in Section 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applied to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement (indicate by placing a check in front of the statement which applies):

X Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members or agents who are active in the management of the entity, nor any affiliate of the entity was charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity was charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity was charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there was a subsequent proceeding before a Hearing Officer of the State of Florida Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list (attach a copy of final order).

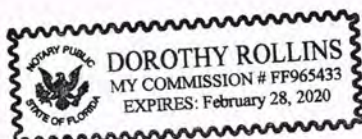
I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY, PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO, OF ANY CHANGE AFFECTING THE CORRECTNESS OF THE INFORMATION CONTAINED IN THIS SWORN STATEMENT.

[Signature]
(Signature)

8/21/2019
(Date)

STATE OF Florida
COUNTY OF Orange

PERSONALLY APPEARED BEFORE ME, the undersigned authority, Melissa Solis,
who is personally known to me or who has produced _____ as identification,
and who, after first being sworn by me, affixed his/her signature in the space provided above on this 21st
day of August, 20 19.



(SEAL)

[Signature]
Signature of Notary Public

Dorothy Rollins
Name of Notary Public

My commission expires: 2/28/2020



FLORIDA MUNICIPAL INSURANCE TRUST

FMIT Cost Proposal



FLORIDA MUNICIPAL INSURANCE TRUST

COVERAGE PROPOSAL FOR CITY OF ST. AUGUSTINE BEACH

PROPOSED EFFECTIVE DATE: OCTOBER 1, 2019

ADMINISTERED AND PREPARED BY:
DEPARTMENT OF INSURANCE SERVICES OF THE
FLORIDA LEAGUE OF CITIES, INC.
PO BOX 530065 • ORLANDO FL 32853-0065

"THE FLORIDA MUNICIPAL INSURANCE TRUST PROMISE"

**The FMIT will provide exceptional coverages and service for your insurance needs.
Your business is important to us.**

We will make every effort to match any competitor's pricing for similar exposures, coverages, terms and conditions contingent on the ability of the competitor to verify that its rates are established by an independent actuary and its reinsurance structure is currently in place.

The competitor's reinsurer(s) must have an AM Best rating of an A or better, as the FMIT prides itself on not only the financial solvency of the Trust itself but also of the reinsurance partners with whom we do business.

This proposal remains in effect until October 1, 2019.

A specimen agreement is attached. This proposal contains a brief, general description of coverages. It is not intended to describe or cover all the terms, limits, conditions and exclusions of the agreement.

The FMIT agreement language will supersede any differences between the agreement and this proposal summary.



FLORIDA MUNICIPAL INSURANCE TRUST
Proposal for 2019-2020

City of St. Augustine Beach

PROPERTY COVERAGE

Limit

Blanket Real & Personal Property

\$4,465,842

An Asset Valuation will be provided at no charge.

Insured assets adjusted due to valuation will be endorsed onto the policy. Additional premium or return premium will be included on the next installment billing.

Electronic Data Processing:

- | | |
|------------------------|----------------------|
| - Equipment: | Included in Contents |
| - Software: | Included in Contents |
| - Equipment Breakdown: | Included in Contents |

Agreed Amount

Valuation Basis:

Replacement Cost

Coverage Form:

Special

Deductibles: \$500 Per Occurrence - Real & Personal Property, Other Property

Named Storm Deductible is 3% of the scheduled Building, Personal Property, Other Property (including property in the open) and Business Income. The percentages are calculated using the Schedule of Values on file with FMIT. The Named Storm deductible is calculated separately and applied individually to each Building, Personal Property, Other Property and Business Income per occurrence.

Business Income waiting period is 72 hours.

Piers, wharves, docks, boardwalks and bridges are wind excluded with cause of loss – Basic Form applied. See options page for wind quote if applicable.

Antennas, towers and similar structures, including but not limited to transmitting and receiving, over \$100,000 are wind excluded.

PROPERTY COVERAGE EXTENSIONS:

Excess Flood Coverage	\$5,000,000
Flood Zones A & V deductible is excess of NFIP (\$500,000 per building)	
Other Flood Zones - AOP deductible or other flood limits purchased, whichever is greater, per occurrence	
Terrorism	\$5,000,000
Newly Acquired or Constructed Property	\$2,000,000
Extra Expense	\$1,000,000
Newly Acquired Business Personal Property	\$500,000
Business Income	\$500,000
Valuable Papers & Records	\$500,000
Accounts Receivable	\$500,000
Property Damage Mitigation Coverage (Named Storm)	\$500,000
Electronic Data Processing Equipment (Software)	\$250,000
Personal Property Off Premises	\$250,000
Property In Transit	\$250,000
Off Premises Power Failure	\$100,000
Pollutant Clean Up & Removal	\$100,000
Preservation of Property	\$100,000
Service Interruption Coverage	\$100,000
Leasehold interest	\$100,000
Unintentional Errors & Omissions	\$100,000
Personal Property of Others	\$50,000
Fungus Clean Up & Removal	\$25,000
Debris Removal	25% of Loss
Building Ordinance Coverage, Including Demolition	25% of Loss
Recertification of Equipment/Fire Extinguisher Recharge	\$250/Day
Police Dogs & Horses	
Death in line of duty	\$15,000
Annual Maximum	\$30,000
Antiques & Objects of Art	
Per Item	\$15,000
Annual Maximum	\$250,000
Arson Reward	\$5,000
Non-Scheduled Property in the Open	\$100,000

INLAND MARINE COVERAGE:

SCHEDULED INLAND MARINE EQUIPMENT - Items over \$15,000	Limit:	\$88,293
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Deductible: \$1,000 Items valued \$15,001 - \$50,000
Items \$50,000 - \$100,000 have minimum of \$1,000 deductible
Items greater than \$100,000 have minimum of \$2,000 deductible or 2% of the item's scheduled limit, whichever is greater.

BLANKET INLAND MARINE EQUIPMENT - Items \$15,000 or Less	Limit:	\$1,000,000
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Deductible: \$500

Blanket Inland Marine coverage is defined as: Coverage for all unscheduled Inland Marine equipment, Emergency Portable Equipment and Communications Equipment valued at \$15,000 or less is subject to \$500 deductible.

(Note: All Watercraft must be scheduled.)

Coverage Basis: Actual Cash Value

Deductible: Applies per occurrence

INLAND MARINE COVERAGE EXTENSIONS:

- | | |
|--|-----------|
| ➤ Rental Reimbursement for Contractor's Equipment for Covered Loss | \$5,000 |
| ➤ Limited Contractor's Equipment Replacement Cost | \$250,000 |
| ➤ Installation Floater - Member's Building Materials | \$100,000 |

EQUIPMENT BREAKDOWN COVERAGE

Subject to any applicable limits on the Property, Allied Lines and Crime Declarations, the Equipment Breakdown Limit is the most we will pay for loss or damage arising from any "one accident."

These coverages apply to all locations covered on the policy, unless otherwise specified.

I. Coverages	Limits
Equipment Breakdown	Subject to the Real and Personal Property Limit described in proposal or \$50,000,000, whichever is less.
Business Income	Subject to the Business Income Limit described in proposal.
Extra Expense	Subject to the Extra Expense Limit described in proposal.
Expediting Expense	\$1,000,000
Hazardous Substances	\$500,000
Spoilage	\$500,000
Data Restoration	\$500,000
"Fungus," Wet Rot, Dry Rot And Bacteria	\$25,000
Service Interruption*	Subject to Business Income, Extra Expense, and Spoilage Limits
Water Damage	Included in Property Coverage.
II. Deductibles	
Direct Coverages	Subject to the Real and Personal Property deductible described in proposal.
Indirect Coverages	Subject to the Time Element deductible described in proposal.

III. Other Conditions

*Unless the interruption exceeds 24 hours, we will not pay for any loss under Service Interruption.

"Covered equipment" does not include "electrical generating equipment"; however, this exclusion does not apply to emergency generators.

GENERAL LIABILITY COVERAGE

Comprehensive General Liability

Limits

Limit Per Occurrence:	\$1,500,000
Annual Aggregate:	Unlimited
Deductible:	\$0

Public Officials E & O / Employment

Limits

Practices Liability

Limit Per Occurrence:	\$1,500,000
Annual Aggregate:	Unlimited
Deductible:	\$0

Law Enforcement Liability

Limits

Limit Per Occurrence:	\$1,500,000
Annual Aggregate:	Unlimited
Deductible:	\$0

FMIT Advantage: For Members that choose a deductible - Members are **only** responsible for the deductible if a judgment or settlement occurs. Legal expenses are outside the deductible and paid solely by the Trust for General Liability.

ADDITIONAL BENEFITS:

Defense Costs paid in addition to policy limits

Premises Operations

Products/Completed Operations

Contractual Liability (Designated Contracts Only)

Owners & Contractors' Protective Liability

Personal Injury Liability

Host Liquor Liability

Incidental Medical Malpractice Liability

Watercraft Liability

Fire Legal Liability - Maximum \$500,000 in any one Trust Year

Broad Form Property Damage - Maximum \$500,000 in any one Trust Year

Advertising Injury Liability

Skate Facility Liability

Employment Practices Liability

Free Legal Advise For Employment Related Matters

Employee Benefits Program Administration Liability

Extra Contractual Legal Expense - \$100,000 Aggregate Limit

(EEOC, Florida Commission on Human Relations, Ethics)

Sewerline Backup and Initial Cleanup Expense - \$10,000 per affected property/\$200,000 Aggregate Limit

Crisis Intervention

HR Helpline - Full Legal Support and Online Services

Herbicide/Pesticide Spraying

Limit is the General Liability limit or \$1,000,000 aggregate per fund year, whichever is the lesser amount.

Bert Harris Act/Inverse Condemnation - \$300,000 Limit Per Occurrence/Aggregate. Limit includes Defense Costs.

Deductible is \$5,000 or the policy deductible, whichever is greater.

Cyber Coverages including Privacy, Network Security and Data Breach.

Fraudulent Instructions and Electronic Crime. \$1,000,000 Annual Aggregate. Claims Made.

Cyber Risk Management Tools Web Site.

AUTOMOBILE COVERAGE

Limits

Comprehensive Automobile Liability	\$500,000
Deductible:	\$0

Personal Injury Protection	\$10,000
Deductible:	\$0

Automobile Physical Damage

Comprehensive Coverage	\$50 Deductible
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Collision Coverage	\$100 Deductible
--------------------	------------------

Note: "Vehicles with \$0 value on schedule provided were not included in the quote for APD."

Coverage Includes:

- Hired & Non-Owned Liability
- Rental Reimbursement - scheduled vehicles
- Lease Differential - scheduled vehicles
- Limited Replacement Cost - owned private passenger vehicles, SUVs, Pickup Trucks
- Member's Personal Effects

FMIT Advantage: For Members that choose a deductible - Members are **only** responsible for the deductible if a judgment or settlement occurs. Legal expenses are outside the deductible and paid solely by the Trust for Automobile Liability.

WORKERS' COMPENSATION PAYROLLS

	Limit
Workers' Compensation	Statutory
Employers Liability	\$1,000,000 / \$1,000,000 / \$1,000,000

CODE	DESCRIPTION	PAYROLL
5509	STREET OR ROAD MAINTENANCE	376,293
7720	POLICE OFFICERS	1,044,424
8810	CLERICAL	771,003
9015	BUILDINGS - OPERATION BY OWNER	128,806
9403	GARBAGE, ASHES OR REFUSE	127,992
9410	MUNICIPAL, TOWNSHIP, COUNTY EMPLOYEES NOC	304,430
TOTAL PAYROLL		\$2,752,948

Deductible: \$0

Experience Modification Factor: 10/1/2019 1.08

Safety Credit: Yes

Drug Free Credit: Yes

Premium calculation includes 5% Drugfree Credit and 2% Safety Credit - Requires receipt of approved applications.

Payrolls and Premium are subject to Final Audit

PREMIUM SUMMARY

Coverage Line	Annual Premium
Blanket Real & Personal Property	\$24,129
FMIT Disaster Preparedness and Recovery Program	INCLUDED
Inland Marine	INCLUDED
Equipment Breakdown Coverage	INCLUDED
General Liability Coverage	\$8,325
Public Officials E&O / Employment Practices Liability	\$13,017
Law Enforcement Liability	\$19,466
Automobile Coverage	\$22,882
Workers' Compensation Coverage	\$74,580

Total FMIT Premium**\$162,398**

Note: Coverage summaries provided herein are intended as an outline of coverage only and are necessarily brief. In the event of loss, all terms, conditions, and exclusions of actual Agreement and/or Policies will apply.

Please Read the following Important Notes

The premiums quoted above are priced according to the coverage lines presented. Any change or deletion of coverages may result in re-pricing of remaining coverage lines.

INTEREST FREE INSTALLMENT PLAN

First InstallmentSecond InstallmentThird InstallmentFourth Installment

25% minimum due

25% minimum due

25% minimum due

25% minimum due

October 1, 2019

January 1, 2020

April 1, 2020

July 1, 2020

Payment will be forwarded to the Florida League of Cities in Tallahassee

DEDUCTIBLE / LIMIT OPTIONS

	<i>Deductible</i>	<i>Annual Premium</i>	<i>Check Option Accepted Rejected</i>
General Liability			
Option 1 - \$1,500,000		\$40,808	0 0
Option 2 - \$2,000,000		\$42,058	0 0
Option 3 - \$3,000,000		\$43,751	0 0
Option 4 - \$5,000,000		\$45,769	0 0
Automobile Liability			
Option 1 - \$500,000		\$10,073	0 0
Option 2 - \$2,000,000		\$14,141	0 0
Option 3 - \$3,000,000		\$15,610	0 0
Option 4 - \$5,000,000		\$17,720	0 0
Automobile Physical Damage			
Option 1 - Comp/Coll	\$50/\$100	\$12,809	0 0
Option 2 - Comp/Coll	\$500/\$500	\$11,925	0 0
Piers, Wharves, and Docks, Boardwalks and Bridges			
	*		
Wind Coverage			
Additional Premium		\$10,469	0 0

* 5% of total insured value per location or a minimum of \$10,000 whichever is greater each and every loss, each location, other than Zone 1 which is 3% of total insured value per location or a minimum of \$10,000 whichever is greater each and every loss, each location.

NOTICE OF CHANGE IN POLICY TERMS
Florida Municipal Insurance Trust
2019-2020 Coverage Year

GENERAL LIABILITY/PUBLIC OFFICIALS LIABILITY COVERAGE

Conditions of Coverage (FMIT COND)

- A. Amended to clarify process of subrogation claim handling.
- B. Amended to expressly authorize entry to insured property after covered catastrophic loss events.

Base Coverage Agreement (FMIT CA)

Definitions:

- K. **“Employee Benefit Program.”** Amended to clarify that the term includes sick leave plans.

Exclusions:

- D. **Watercraft and Marina.** Amended exclusion to clarify the types of watercraft-related liability excluded from coverage. Also, defined the term “Marina Operations” as used within the exclusion.
- F. **Aircraft.** Amended exclusion to clarify types of aircraft-related liability excluded from coverage.

GL COVERAGE ENDORSEMENTS

Public Officials Errors and Omissions and Employment Practices Liability Endorsement (FMIT EO)

Coverage:

Removed Employee Benefit Program Administration Errors and Omissions Liability Endorsement coverage provisions (EBL Coverage) from this endorsement for clarity. EBL Coverage is now provided in a distinct FMIT EBL endorsement form.

Exclusions:

- C.9. Amended Exclusion C.9. to clarify exclusion of claims and coverage related to fiduciary liability claims, plan funding and plan benefits regarding retirement plans or benefits.

Employee Benefit Program Administration Errors and Omissions Liability Endorsement (FMIT EBL)**Coverage:**

FMIT EBL coverage was moved to a new coverage endorsement form.

Exclusions:

- B.2. Amended exclusion to remove the term “intentional violation” as a condition for the exclusion to apply to EBL claims involving workers’ compensation, social security or disability laws.
- B.15. Added new exclusion to exclude claims and coverage related to fiduciary liability claims, plan funding and plan benefits regarding retirement plans or benefits.

Sewerline Backup Initial Cleanup Expense Endorsement (FMIT SBU)**Coverage:**

Increased overall coverage year aggregate limit to \$200,000. Established a limit of \$10,000 per Affected Property. Clarified that coverage applies, provided the backup arises outside of the Affected Property owner’s sewerline and property boundary. Clarified that no per-occurrence deductible applies.

Exclusions:

Added a new Exclusions section. Excluded Flood and Named Storm occurrences from coverage.

Breach Response Cyber Liability Endorsement (FMIT CYBER 1019)**Retention:**

Per-occurrence coverage Retention amended to equal the Member’s General Liability deductible or \$35,000, whichever is less. Criminal Reward coverage will be subject to \$0 Retention.

Coverage:

A new single endorsement form (**FMIT CYBER 1019**) replaces multiple coverage forms (FMIT PNL 1015, FMIT PNL 1012, and FMIT PNLX 1012). Changes effectively provide same cyber coverage areas and per-claim limits as before, but add the following:

- Electronic Crime (\$100,000 limit).
- Fraudulent Instruction (\$100,000 limit).
- Telephone Fraud (\$50,000 limit).
- Criminal Reward (\$5,000 limit).
- Certain Information Security and Privacy Liability coverages amended and regrouped under new “Breach Response Services” coverage agreement provision, and a separate \$1,000,000 coverage limit is provided for this coverage in addition to Member’s Endorsement Aggregate Limit.
- Coverage added for legal defense of claims alleging unlawful audio/video data recording.
- Business Interruption Coverage:
 - Replaces “Period of Restoration” (30 days) and “Extended Interruption Period” (30 days) with a simplified “Period of Restoration” that equals up to 180-days to be used when determining loss with this claim type.
 - Dependent Business Interruption sublimit eliminated and relevant coverage now incorporated within Business Interruption Loss.
 - Hourly sublimit for Business Interruption Income Loss eliminated and relevant coverage now incorporated within Business Interruption Loss.

Definitions:

Many existing definitions were simplified and, in some cases, broadened. Newly defined terms include:

- Breach Response Services, Criminal Reward Funds, Data, Data Breach, Data Recovery Costs, Digital Currency, Endorsement Period, Financial Institution, Individual Contractor, Fraudulent Instruction, Funds Transfer Fraud, Media Liability, Money, Securities, Telephone Fraud, Third Party Information, Transfer Account, Unauthorized Access or Use, Unauthorized Disclosure, Personally Identifiable Information, and Waiting Period.

Exclusions:

New exclusions include:

- Claims due to radioactive contamination.
- Claims for which payment would violate existing trade or economic sanctions imposed by the UN, E.U., U.K. or U.S.

PROPERTY COVERAGE ENDORSEMENTS

Coverage Extensions (FMIT PROP 03)

Asbestos Testing and Detection

Added a new coverage extension “y.” to provide limited coverage for asbestos detection testing in certain situations.

FMIT Turnkey Recovery Service Endorsement (FMIT RECOV 1019)

Added a new endorsement to memorialize FMIT’s Turnkey Recovery Service as a part of the property coverage.

AUTOMOBILE LIABILITY COVERAGE

Auto Liability Coverage Agreement (FMIT AL)

Exclusions:

- B. Amended Exclusion B. to clarify it does not exclude coverage for bodily injury or property damage arising from a covered automobile used in the Designated Member’s Law Enforcement Activities.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

10/2/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Edgewood Partners Insurance Center 3 Landmark Square, 4th Floor Stamford CT 06901-2515	CONTACT NAME: Rusty Briante PHONE (A/C, No, Ext): 203-658-0511 FAX (A/C, No): E-MAIL ADDRESS: rusty.briante@epicbrokers.com
INSURED Florida League of Cities, Inc. 125 East Colonial Drive Orlando, FL 32801	INSURER(S) AFFORDING COVERAGE INSURER A: Lloyds of London INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:
FLORLEAG	NAIC # 0

COVERAGES**CERTIFICATE NUMBER:** 18551378**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:						EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG \$ \$ \$ \$ \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) \$ \$ \$ \$
	UMBRELLA LIAB EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE AGGREGATE \$ \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y / N <input type="checkbox"/> N / A						PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT \$ \$ \$
A A	E&O (*) D&O, EPL, FIDUCIARY (**)			B0146ERUSA1800932 B0146ERUSA1800931	10/1/2018 10/1/2018	10/1/2019 10/1/2019	LIMIT: LIMIT: \$5,000,000 \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

* Tie-In Limits Endorsement - with Policy B0146ERUSA1800931.

** Tie-In Limits Endorsement - with Policy B0146ERUAS1800932.

CERTIFICATE HOLDER**CANCELLATION**

EVIDENCE OF INSURANCE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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FLORLEA-01

SVOLZ

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/28/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER License # L000563 Demont Insurance Agency, Inc. 2400 Mahan Dr Tallahassee, FL 32308	CONTACT NAME: Graham Demont
	PHONE (A/C, No, Ext): (850) 942-7760 FAX (A/C, No): (850) 942-7758
	E-MAIL ADDRESS: documents@demontinsurance.com
	INSURER(S) AFFORDING COVERAGE NAIC #
	INSURER A: Federal Ins. Co. 20281
	INSURER B: Great Northern Ins. Co. 20303
	INSURER C:
	INSURER D:
	INSURER E:
	INSURER F:

INSURED

Florida League of Cities, Inc
301 S Bronough Street
Tallahassee, FL 32301

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			36039994	1/27/2019	1/27/2020	EACH OCCURRENCE \$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000
							MED EXP (Any one person) \$ 10,000
							PERSONAL & ADV INJURY \$ 1,000,000
							GENERAL AGGREGATE \$ 2,000,000
							PRODUCTS - COMP/OP AGG \$ 2,000,000
							\$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			73607530	1/27/2019	1/27/2020	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
							BODILY INJURY (Per person) \$
							BODILY INJURY (Per accident) \$
							PROPERTY DAMAGE (Per accident) \$
							\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$			79891617	1/27/2019	1/27/2020	EACH OCCURRENCE \$ 15,000,000
							AGGREGATE \$ 15,000,000
							\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		Y / N N / A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/>
							E.L. EACH ACCIDENT \$
							E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

For Insurance Purposes Only

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



FLLEAGU-01

TBEAUDOIN

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

01/02/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER Hub International Florida 1117 Thomasville Road Tallahassee, FL 32303	CONTACT NAME:		
	PHONE (A/C, No, Ext): (850) 386-1111	FAX (A/C, No): (850) 385-9827	
	E-MAIL ADDRESS:		
	INSURER(S) AFFORDING COVERAGE		
INSURED Florida League of Cities, Inc. PO Box 1757 Tallahassee, FL 32302-1757	INSURER A : Technology Insurance Company		NAIC # 42376
	INSURER B :		
	INSURER C :		
	INSURER D :		
	INSURER E :		
	INSURER F :		

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

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INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N <input type="checkbox"/> N / A		TWC3760115	01/01/2019	01/01/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

For Informational Purposes Only

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



FLORIDA MUNICIPAL INSURANCE TRUST

Sample Policies, Endorsements and Rate Worksheets



FLORIDA MUNICIPAL INSURANCE TRUST

FLORIDA MUNICIPAL INSURANCE TRUST SPECIMEN AGREEMENT IS A SEPARATE ATTACHMENT

The Specimen Agreement for the Florida Municipal Insurance Trust is a very extensive document; therefore, we have included only one copy as a separate attachment to the RFP submission package.

If you would like more copies, please contact your Account Executive, **Tom Conley at (850) 251-8722.**



FLORIDA MUNICIPAL INSURANCE TRUST

Payment of Policy Premium (Sample Invoice)



FLORIDA MUNICIPAL INSURANCE TRUST

SAMPLE: INVOICE



Florida Municipal Insurance Trust (FMIT) First Installment Billing - 17/18 Fund Year

FMIT #

Invoice Date: 8/15/2017

Due Date: 10/1/2017

ATTN: Patty Tomaszewski

City of Tamarac

7525 NW 88th Avenue

Tamarac, FL 33321

Please make check payable to:

Florida Municipal Insurance Trust

P.O. Box 1757

Tallahassee, FL 32302-1757

Policy Summary

	General Liability	Auto Liability	Auto Physical Damage	Property	Workers Compensation	Total
Gross Premium	\$590,149.00	\$97,925.00	\$16,391.00	\$265,581.00	\$508,800.00	\$1,478,846.00
Incentive Credit	(\$318,680.00)	(\$14,689.00)	(\$2,459.00)	\$0.00	(\$236,592.00)	(\$572,420.00)
Total Net Premium	\$271,469.00	\$83,236.00	\$13,932.00	\$265,581.00	\$272,208.00	\$906,426.00

Current Installment

Coverage	Premium	Incentive Credit	Total Net Premium
General Liability Coverage	\$147,537.25	(\$79,670.00)	\$67,867.25
Auto Liability Coverage	\$24,481.25	(\$3,672.25)	\$20,809.00
Auto Physical Damage Coverage	\$4,097.75	(\$614.75)	\$3,483.00
Property Coverage	\$66,395.25	\$0.00	\$66,395.25
Workers Compensation Coverage	\$127,200.00	(\$59,148.00)	\$68,052.00
Total Installment Amount			\$226,606.50

Total Due by 10/1/2017

\$226,606.50

NOTE: THIS RENEWAL IS BASED ON ALL COVERAGES. IF ANY OF THE LINES OF COVERAGE ARE NOT RENEWED, THE OTHER LINE PRICING WILL CHANGE OR COVERAGE OFFERINGS ON THE REMAINING LINES COULD BE WITHDRAWN ALTOGETHER.

POLICIES WILL BE MADE AVAILABLE AFTER OCTOBER 1, 2017 AND CAN BE VIEWED AND PRINTED ONLINE ONCE PAYMENT IS RECEIVED. ELECTRONIC POLICIES ARE ALSO AVAILABLE AFTER OCTOBER 1, 2017 UPON REQUEST. HARD COPY POLICIES CAN ALSO BE PROVIDED UPON REQUEST IN LATE OCTOBER 2017.

Please see reverse side for a copy of our Premium Installment Plan and Penalty Policy.

PLEASE READ THIS PAGE CAREFULLY

NO COVERAGES, TERMS OR CONDITIONS ARE TO BE ASSUMED

All Trust Programs are Non-Assessable

Terms of this Agreement:

Premiums shown are subject to year-end audit adjustments

All coverages provided by the Florida Municipal Insurance Trust are on an occurrence format. The Florida Municipal Insurance Trust does not automatically include prior acts (tail) coverage.

2017 / 18 PREMIUM INSTALLMENT PLAN

First Installment

25% minimum due
October 1, 2017

Second Installment

25% minimum due
January 1, 2018

Third Installment

25% minimum due
April 1, 2018

Fourth Installment

25% minimum due
July 1, 2018

NOTE: If the total net premium is under \$6,000.00 the installment provision does not apply

Payment is to be forwarded to the League Office in Tallahassee.

For any other coverages, the premium is billed by the Florida League of Cities and due in full at inception, regardless of the size of the premium.

Forty-five (45) Days Notice of Cancellation and Non-Renewal

Ten (10) Days Notice of Cancellation for Non-Payment of Premium

Note: coverage summaries provided herein are intended as an outline of coverage only and are necessarily brief. In the event of loss, all terms, conditions, and exclusions of actual Agreement and / or policies will apply.



FLORIDA MUNICIPAL INSURANCE TRUST

Cost Allocation Assistance



FLORIDA MUNICIPAL INSURANCE TRUST

COST ALLOCATION ASSISTANCE:

In reading the Scope section of the Request for Proposal (RFP), we understand the City is requesting assistance in working with the City (and/or its cost allocation services vendor) to provide information to be used as statistics to allocate the indirect risk management costs to the benefiting City’s user departments. Members of the FLC management team are well-educated in cost allocation principles, including the federal Office of Management and Budget (OMB) Circular A-87 principles and standards used to calculate indirect cost rates for federal grant “chargeback” purposes.

The following chart provides the City with an example of the type of information we could assist in providing to the City to allocate risk management costs to the user departments. Please note we would only be able to provide the statistical information for coverages the City places with FMIT.

