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**TULSA COUNTY**  

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**PURCHASING  
DEPARTMENT**

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# MEMO

**Date:** June 13, 2018

**From:** Matney M. Ellis  
Purchasing Director 

**To:** Board of County Commissioners

**Subject:** Agreement– Arthur J. Gallagher Risk Management Services

Submitted for your approval and execution is the attached Agreement between the Board of County Commissioners on behalf of the Tulsa County Human Resources and Arthur J. Gallagher Risk Management Services for an insurance proposal of excess Worker's Compensation.

Respectfully submitted for your approval and execution.

MME/arh

**Original:** Michael Willis, County Clerk, for the June 18, 2018 agenda.

**Copies:** Michael Craddock, Acting Commissioner  
Commissioner Karen Keith  
Commissioner Ron Peters  
John Fothergill, Chief Deputy  
Vicki Adams, Chief Deputy  
Kathy Burrows, Director, Human Resources



**Revised  
Insurance Proposal  
Prepared For**

**Tulsa County**

633 West 3rd Street, Rm 109  
Tulsa, OK 74127

Presented: May 17, 2018



**Arthur J. Gallagher & Co.**

Denise Engle MBA, CPCU, AIC  
Producer

Arthur J. Gallagher Risk Management Services {Tulsa}  
1300 S Main St.  
Tulsa, OK 74119

Denise\_Engle@ajg.com  
www.ajg.com

# Tulsa County

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Tulsa County

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Our Team and Commitment

# Tulsa County

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## Service Team

Denise Engle has primary service responsibility for your company. We operate using a team approach. Your Service Team consists of:

NAME / TITLE	PHONE / ALT. PHONE	EMAIL	ROLE
<b>Denise Engle, MBA, CPCU, AIC</b> Risk Management Consultant	405-639 3816	Denise_Engle@ajg.com	Broker
<b>Melissa Pascarella, CISR, CLCS</b> Client Service Associate Senior	918-764-1680	Melissa_Pascarella@ajg.com	Client Service Manager

**Arthur J. Gallagher Risk Management Services {Tulsa}**  
Main Office Phone Number: (918) 584-1433

Tulsa County

Your Program

# Tulsa County

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## Named Insured

### Named Insured Schedule:

Add / Change / Delete	Named Insured	Excess Workers' Compensation
	Tulsa County	X

**Note:** Any entity not named in this proposal may not be an insured entity. This may include partnerships and joint ventures.



# Tulsa County

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## Marketplace Review

We approached the following carriers in an effort to provide the most comprehensive and cost effective insurance program.

INSURANCE COMPANY	LINE OF COVERAGE	RESPONSE	PREMIUM
Safety National Casualty Corporation	Excess Workers' Compensation	Quote	\$149,969.00* includes \$3,500 for loss control services
Safety National Casualty Corporation	Excess Workers' Compensation	Quote	\$146,469.00
New York Marine And General Insurance Company	Excess Workers' Compensation	Quoted	\$192,285.00
Midwest Employers Casualty Company	Excess Workers' Compensation	Quote	\$146,696.00
CompSource Oklahoma	Excess Workers' Compensation	Indication (Written)* / No SIR/Deductible	\$900,000.00
Zenith Insurance Company	Excess Workers' Compensation	Declined to Quote - No Market for this Type of Business	

\*The premium indicated is an estimate provided by the market. The actual premium and acceptance of the coverage requested will be determined by the market after a thorough review of the completed application.

# Tulsa County

## Premium Summary

The estimated program cost for the options are outlined in the following table:

LINE OF COVERAGE	EXPIRING PROGRAM CARRIER	EXPIRING PROGRAM EXPIRING COST	PROPOSED PROGRAM Option 1 - \$600,000 SIR		PROPOSED PROGRAM Option 3 SIR \$750,000	
			CARRIER	ESTIMATED COST	CARRIER	ESTIMATED COST
Excess Workers' Compensation	Premium	\$184,872.00	Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	\$184,872.00	New York Marine And-General Insurance Company (Midlands Management)	\$192,285.00
	Estimated Cost	\$184,872.00		\$184,872.00		\$192,285.00
	Annualized Cost	N/A		N/A		N/A
	TRIA Premium	Included		Included		Included
<b>Total Estimated Program Cost</b>		<b>\$184,872.00</b>		<b>\$184,872.00</b>		<b>\$192,285</b>

## Comparison with expiring program and competing company - \$600,000 SIR

LINE OF COVERAGE	EXPIRING PROGRAM CARRIER	EXPIRING PROGRAM EXPIRING COST	PROPOSED PROGRAM Option 1 \$3,500 Loss Control (Flat Rate)		PROPOSED PROGRAM Option 2		PROPOSED PROGRAM Option 4	
			CARRIER	ESTIMATED COST	CARRIER	ESTIMATED COST	CARRIER	ESTIMATED COST
Excess Workers' Compensation	Premium	\$149,969.00	Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	\$149,969.00	Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	\$146,469.00	Midwest Employers Casualty Company (W. R. Berkley Group)	\$146,696.00
	Estimated Cost	\$149,969.00		\$149,969.00		\$146,469.00		\$146,696.00
	Annualized Cost	N/A		N/A				N/A
	TRIA Premium	Included		Included				Included
<b>Total Estimated Program Cost</b>		<b>\$149,969.00</b>		<b>\$149,969.00</b>		<b>\$149,469.00</b>		<b>\$146,696.00</b>

Quote from Safety National Casualty Corporation (Tokio Marine Holdings, Inc.) is valid until 7/2/2018

Quote from New York Marine And General Insurance Company (Midland Management group) is valid until 6/30/2018

Quote from Midwest Employers Casualty Company (W. R. Berkley Group) is valid until 7/8/2018

Gallagher is responsible for the placement of the following lines of coverage:

### Excess Workers' Compensation

It is understood that any other type of exposure/coverage is either self-insured or placed by another brokerage firm other than Gallagher. If you need help in placing other lines of coverage or covering other types of exposures, please contact your Gallagher representative.

# Tulsa County

## Payment Plans

CARRIER	LINE OF COVERAGE	PAYMENT SCHEDULE	PAYMENT METHOD
Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	Excess Workers' Compensation	Annual Payment Deposit Premium \$149,969	Agency Bill
Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	Excess Workers' Compensation	Annual Payment Deposit Premium \$146,469	Agency Bill
New York Marine And General Insurance Company (Midland Management)	Excess Workers' Compensation	Due in Full at inception of policy period Payment options are available	Agency Bill
Midwest Employers Casualty Company (W. R. Berkley Group)	Excess Workers' Compensation	Deposit Premium: \$146,696	Agency Bill

# Tulsa County

## Program Details

**Coverage:** Excess Workers' Compensation

**Carrier:** Midwest Employers Casualty Company

**Policy Period:** 7/1/2018 to 7/1/2019

### Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT
Specific Limit		Statutory
Employers Liability Limit	Limit	\$1,000,000
Aggregate Limit	Limit	\$1,000,000

### Deductibles / Self Insured Retention

TYPE	COVERAGE	AMOUNT
Retention	Specific Retention	\$600,000

### Experience Modification Factor(s):

DESCRIPTION	FACTOR
OK	1

### States:

DESCRIPTION	STATE
States Covered:	OK
States Excluded:	OH, ND, WA, WY

### Endorsements include, but are not limited to:

DESCRIPTION
Quote Option(s) 215388, 215389, 215390 Include(s) the following Endorsements:
- Two Year Policy Short Rate Table - CMB-187
- More Than One Premium Adjustment - ISI-285
The Following Endorsements Apply to all Quote Options:
Amendment to Schedule Item 11 - CMB-11
Policyholder Disclosure Notice of Terrorism Insurance - CMB-197-OK
Oklahoma - ISI-OK

# Tulsa County

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## Program Details (Cont.)

Exclusions include, but are not limited to:

**DESCRIPTION**

Bodily Injury Intentionally Caused by Insured

### Binding Requirements:

**DESCRIPTION**

Subject to receipt, review, and approval of loss runs valued within 60 days of effective date prior to binding

### Other Significant Terms and Conditions/Restrictions:

**DESCRIPTION**

The Portion of the Employer's Annual Premium Attributable to Coverage for Losses Caused by a Certified Act of Terrorism is: 0.5%

### Option 1 for Safety National

Deposit Premium	\$149,969.00
<b>ESTIMATED PROGRAM COST</b>	<b>\$149,969.00*</b> includes \$3,500 for loss control services
Minimum Premium -	\$135,322.00
TRIA/TRIPRA PREMIUM (+ Additional Surcharges, Taxes and Fees as applicable)	<b>INCLUDED</b>

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### Option 2 for Safety National

Deposit Premium	\$146,469.00
<b>ESTIMATED PROGRAM COST</b>	<b>\$146,469.00</b>
Minimum Premium -	\$131,822.00
TRIA/TRIPRA PREMIUM (+ Additional Surcharges, Taxes and Fees as applicable)	<b>INCLUDED</b>

# Tulsa County

## Program Details (Cont.)

OPTION	COVERAGE	DEDUCTIBLE / SELF INSURED RETENTION	OTHER	PREMIUM
1	Workers' Compensation - 0215386 & 0215389	Specific Retention: \$650,000	Rate as a %: 8.16%, Deposit Premium: \$143,015, Terrorism: \$4,290 (Option - 0215386 - 1 Year Policy, Minimum Premium: \$128,714), (Option - 0215389 - 2 Year Policy, Minimum Premium: \$257,427)	\$143,015.00
2	Workers' Compensation - 0215387 & 0215390	Specific Retention: \$750,000	Rate as a %: 7.51%, Deposit Premium: \$131,623, Terrorism Premium Of \$3,949 , (Option - 0215387 - 1 Year Policy, Minimum Premium: \$118,461), (Option - 0215390 - 2 Year Policy, Minimum Premium: \$236,921)	\$131,623.00

**Subject to Audit: Annually**

### Auditable Exposures:

STATE	CLASS CODE	DESCRIPTION	EXPOSURE	RATE PER \$100
OK	-	Estimated Annual Payroll	\$62,902,932 - Payroll	8.37%
OK	2802	CARPENTRY SHOPS ONLY	\$304,224 - Payroll	8.58
OK	4299	PRINTING	\$266,688 - Payroll	3.12
OK	4611	PHARMACEUTICAL PREPARATION MFG	\$149,760 - Payroll	.90
OK	5611	STREET OR ROAD CONSTRUCTION	\$2,616,768 - Payroll	8.98
OK	7380	CHAUFFEURS & HELPERS NOC	\$87,372 - Payroll	6.79
OK	7720	POLICE OFFICERS & DRIVERS	\$26,280,816 - Payroll	4.56
OK	8391	AUTO REPAIR SHOP	\$389,796 - Payroll	3.38
OK	8810	CLERICAL OFFICE OR LIBRARIES	\$24,952,320 - Payroll	.24
OK	8864	SOCIAL SERVICES ORGANIZATION-A	\$165,312 - Payroll	3.23
OK	9015	BUILDINGS	\$1,055,736 - Payroll	3.72
OK	9060	CLUBS - COUNTRY GOLF/FISHING	\$1,524,384 - Payroll	1.59
OK	9102	PARK-ALL EMPLOYEES & DRIVERS	\$1,952,244 - Payroll	3.47
OK	9410	MUNICIPAL EMPLOYEE NOC	\$3,157,512 - Payroll	2.15

# Tulsa County

## Program Details

**Coverage:** Excess Workers' Compensation  
**Carrier:** Safety National Casualty Corporation  
**Policy Period:** 7/1/2018 to 7/1/2019

### Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT	BASIS
Specific Limit			Statutory
Employers Liability Limit	Limit	\$1,000,000	Per Occurrence
Aggregate Excess Limit	Limit	\$1,000,000	

### Deductibles / Self Insured Retention

TYPE	COVERAGE	AMOUNT
Self Insured Retention	Self-Insured Retention	\$600,000

### Experience Modification Factor(s):

DESCRIPTION	FACTOR
OK	1

### States:

DESCRIPTION	STATE
States Covered:	OK
States Excluded:	OH, ND, WA, WY

### Endorsements include, but are not limited to:

DESCRIPTION
Self-Insured Retention Per Occurrence - Police Officers & Drivers - 0557 00 1092 (XWC)
Option 1431535440: Policy
Policyholder Disclosure Notice of Terrorism Insurance Coverage - 1061 11 0115 (XWC)
Oklahoma Mandatory Endorsement(S), If Applicable
Voluntary Compensation Endorsement-Premium Delineation - 0291 00 0708 (XWC)
Oklahoma Cancellation, Nonrenewal and Change Endorsement 0034 00 1291 (XWC)

### Exclusions include, but are not limited to:

DESCRIPTION
Bodily Injury to an Employee While Employed in Violation of Law

# Tulsa County

## Program Details (Cont.)

Exclusions include, but are not limited to:

### DESCRIPTION

Bodily Injury Intentionally Caused by Insured

### Binding Requirements:

#### DESCRIPTION

Subject to receipt, review, and approval of loss runs valued within 60 days of effective date prior to binding

### Other Significant Terms and Conditions/Restrictions:

#### DESCRIPTION

The Portion of the Employer's Annual Premium Attributable to Coverage for Losses Caused by a Certified Act of Terrorism is: 0.5%

**Deposit Premium** **\$149,969.00**

**ESTIMATED PROGRAM COST** **\$149,969.00\*** includes \$3,500 for loss control services

Minimum Premium - **\$135,322.00**

TRIA/TRIPRA PREMIUM **INCLUDED**  
 (+ Additional Surcharges, Taxes and Fees as applicable)

### Subject to Audit: Voluntary

#### Auditable Exposures:

STATE	CLASS CODE	DESCRIPTION	EXPOSURE	RATE PER \$100
OK	2802	Carpentry--Shop Only & Drivers	\$304,224 - Payroll	7.24
OK	4299	Printing	\$266,688 - Payroll	2.63
OK	4611	Drug, Medicine or Pharmaceutical Preparation, Compounding or Blending--No manufacturing of Ingredients	\$149,760 - Payroll	0.76
OK	5611	Street or Road Construction or Maintenance & Drivers	\$2,616,768 - Payroll	7.58
OK	7380	Drivers, Chauffeurs and Their Helpers NOC Commercial	\$87,372 - Payroll	5.73
OK	7720	Police Officers & Drivers	\$26,280,816 - Payroll	3.84
OK	8391	Automobile Repair Shop & Parts Department Employees, Drivers	\$389,796 - Payroll	2.85
OK	8810	Clerical Office Employees NOC	\$24,952,320 - Payroll	0.20
OK	8864	Social Service Organization-All Employees & Salesperson, Drivers	\$165,312 - Payroll	2.73
OK	9015	Building -Operation by Owner or Lessee	\$1,055,736 - Payroll	3.14
OK	9060	Club-Country, Golf, Fishing or Yacht-& Clerical	\$1,524,384 - Payroll	1.34
OK	9102	Parks NOC-All Employees & Drivers	\$1,952,244 - Payroll	2.93



# Tulsa County

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## Program Details (Cont.)

### Auditable Exposures:

STATE	CLASS CODE	DESCRIPTION	EXPOSURE	RATE PER \$100
OK	9410	Municipal, Township, County or State Employee NOC	\$3,157,512 - Payroll	1.81

# Tulsa County

## Program Details

**Coverage:** Excess Workers' Compensation  
**Carrier:** New York Marine And General Insurance Company  
**Policy Period:** 7/1/2018 to 7/1/2019

### Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT	BASIS
Specific Limit			Statutory
Employers Liability Limit	Limit	\$1,000,000	Per Occurrence
Aggregate Limit	Limit	\$1,000,000	

### Deductibles / Self Insured Retention

TYPE	COVERAGE	AMOUNT
Deductible	Specific Retention	\$750,000

### Experience Modification Factor(s):

DESCRIPTION	FACTOR
OK	1

### States:

DESCRIPTION	STATE
States Covered:	OK
States Excluded:	OH, ND, WA, WY

### Endorsements include, but are not limited to:

DESCRIPTION
Voluntary Compensation - WC 00 03 11 A
Broad Form All States Except Monopolistic (ND, OH, WA, WY) - Miscellaneous Endorsement # X
Specific Excess & Aggregate Excess Workers Compensation and Employers Liability Indemnity Policy - XS WC 00 01 01 06
Premium Endorsement - XS WC 00 05 01 06
Claim Reporting Requirements - XS WC 00 06 01 06
Oklahoma Endorsement - XS WC 01 38 01 06
Fraud Statement - CL 04 01 01 06

# Tulsa County

## Program Details (Cont.)

Exclusions include, but are not limited to:

DESCRIPTION
Bodily Injury Intentionally Caused by Insured

## Binding Requirements:

DESCRIPTION
Subject To:
- Receipt of completed Risk Management Supplement
- Please sign and return the attached Terrorism Disclosure. Same must be received within thirty (30) days of binding.

## Other Significant Terms and Conditions/Restrictions:

DESCRIPTION
Final Premium will be at least and not less than the minimum premium stated above
Require full implementation of safety/loss control program and retention of TPA, approved by New York Marine and General Insurance Company, throughout the policy period.
The Terrorism Charge is calculated separately and not included in the total rate above. It is subject to adjustment at audit.
Applicable state endorsements plus other coverage additions/exclusions may apply. All other endorsements desired must be requested prior to binding and are subject to approval.
New York Marine and General Insurance Company has the right, but not the obligation, to audit the TPA listed above.
Receipt of 5 years loss run summaries and large losses valued within 90 days of the inception date of this policy and without adverse development. The loss information currently on file is outside of the 90 days.
Please provide contact information for Safety/Loss Control Director. To comply with our underwriting guidelines, the Insured's loss control representative will be contacted by Ed Pratt of Midlands Loss Control department. He should contact this person to set up a phone interview.
Estimated Premium Includes terrorism Premium Of \$2,255
Deposit Premium: \$192,285
Maximum Loss Accruing Aggregate: \$ 500,000

Premium	<b>\$192,285.00</b>
<b>ESTIMATED PROGRAM COST</b>	<b>\$192,285.00</b>
Minimum Premium - \$173,057	90.00 %
TRIA/TRIPRA PREMIUM (+ Additional Surcharges, Taxes and Fees as applicable)	<b>INCLUDED</b>

**Subject to Audit: Annually**

# Tulsa County

## Program Details (Cont.)

### Auditable Exposures:

STATE	CLASS CODE	DESCRIPTION	EXPOSURE	RATE PER \$100
OK	2802	Carpentry - Shop Only Drivers	\$304,224 - Payroll	7.81
OK	4299	Printing	\$266,688 - Payroll	2.83
OK	4611	Cosmetics Manufacturing/Drug Prep./Etc.	\$149,760 - Payroll	.82
OK	5611	Street or Road Construction or Maintenance & Drivers	\$2,616,768 - Payroll	8.17
OK	7380	Drivers, Chauffeurs & Their helpers NOC - Commercial	\$87,372 - Payroll	6.18
OK	7720	Police Officers & Drivers	\$26,280,816 - Payroll	4.14
OK	8391	Auto Repair Shop & Parts Department emp, drivers	\$389,796 - Payroll	3.08
OK	8810	Clerical NOC	\$24,952,320 - Payroll	.21
OK	8864	Social Service Organization-All Employees & Salespersons, Drivers	\$165,312 - Payroll	2.94
OK	9015	Building NOC-Ops By Owner	\$1,055,736 - Payroll	3.38
OK	9060	Club - Country, Golf, Fishing or Yacht & Clerical	\$1,524,384 - Payroll	1.44
OK	9102	Park NOC-All Employees & Drivers	\$1,952,244 - Payroll	3.16
OK	9410	Municipal NOC	\$3,157,512 - Payroll	1.95

# Tulsa County

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## Premium Financing

Arthur J. Gallagher is pleased to offer Premium Financing for our clients.

### What is Premium Financing?

Premium financing is a short term loan that provides premium payment flexibility. By financing, you have the option to spread out your premium payments instead of paying in full at the time of policy purchase or renewal.

### Why Premium Financing May be Good for Your Business?

- May improve **capital and cash flow management** by spreading out premium payments over the policy period.
- Allows for **consolidation of** multiple policies into one premium finance agreement with a single monthly or quarterly payment.
- Provides automated **ACH options and flexible payment terms**.

### Want to Learn More?

If you are interested in learning more or obtaining a quote, contact your Client Service Manager.

# Tulsa County

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## Changes / Developments

It is important that we be advised of any changes in your operations that may have a bearing on the validity and/or adequacy of your insurance. The types of changes that concern us include, but are not limited to, those listed below:

1. Changes in any operation such as expansion to other states or new products.
2. Mergers and/or acquisition of new companies.
3. Any newly assumed contractual liability, granting of indemnities, or hold harmless agreements.
4. Circumstances which may require increased liability insurance limits.
5. Any changes in fire or theft protection, such as the installation of or disconnection of sprinkler systems, burglar alarms, etc. This includes any alterations to same.
6. Immediate advice of any changes to scheduled equipment such as contractors' equipment, electronic data processing, etc.
7. Property of yours that is in transit, unless we have previously arranged for the insurance.
8. Any changes in existing premises including vacancy, whether temporary or permanent, alterations, demolition, etc. Also, any new premises either purchased, constructed, or occupied.

No Changes and/or Developments

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

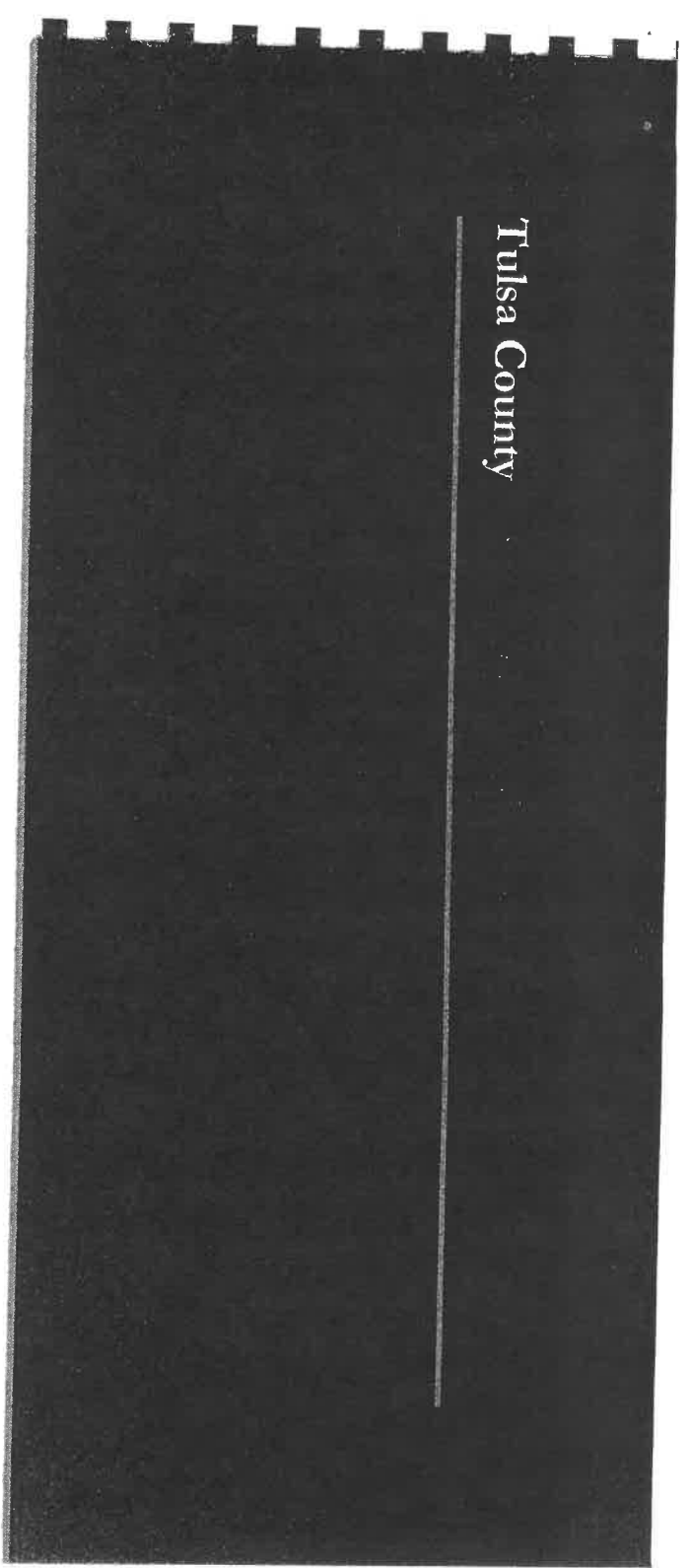
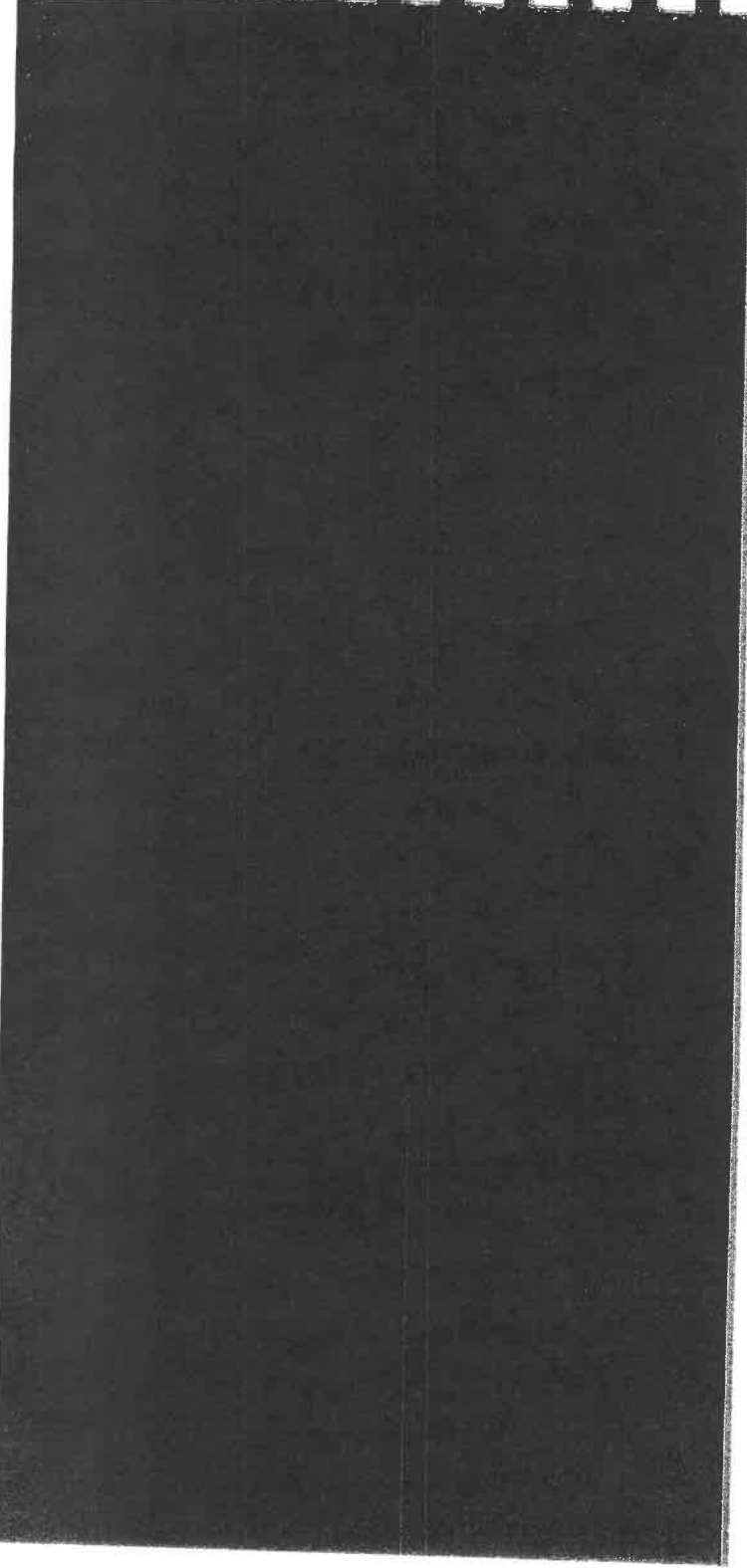
Nolan M. Fields 6-7-18  
**APPROVED AS TO FORM  
ASSISTANT DISTRICT ATTORNEY**

Tulsa County

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**Proposal Disclosures**

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# Tulsa County

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## Proposal Disclosures

The following disclosures are hereby made a part of this proposal. Please review these disclosures prior to signing the Client Authorization to Bind or e-mail confirmation.

### Proposal Disclaimer

**IMPORTANT:** The proposal, and any executive summaries included with or supplementing the proposal outlines certain terms and conditions of the insurance proposed by the insurers, based on the information provided by your company. It does not include all the terms, coverages, exclusions, limitations and/or conditions of the actual policy contract language. The insurance policies themselves must be read for those details. Policy forms for your reference will be made available upon request.

We will not be operating in a fiduciary capacity, but only as your broker, obtaining a variety of coverage terms and conditions to protect the risks of your enterprise. We will seek to bind those coverages based upon your authorization; however, we can make no warranties in respect to policy limits or coverage considerations of the carrier. Actual coverage is determined by policy language, so read all policies carefully. Contact us with questions on these or any other issues of concern.

### Compensation Disclosure

One of the core values highlighted in The Gallagher Way states, "We are an Open Society," and our open society extends to the compensation Gallagher receives. In general, Gallagher may be compensated as follows:

1. Gallagher Companies are primarily compensated from the usual and customary commissions or fees received from the brokerage and servicing of insurance policies, annuity contracts, guarantee contracts and surety bonds (collectively "insurance coverages") handled for a client's account, which may vary from company to company and insurance coverage to insurance coverage. As permitted by law, Gallagher companies occasionally receive both commissions and fees.
2. In placing, renewing, consulting on or servicing your insurance coverages, Gallagher Companies may participate in contingent and supplemental commission arrangements with intermediaries and insurance companies. Contingent commissions provide for additional compensation if stipulated underwriting, profitability, volume or retention goals are achieved. Such goals are typically based on the total amount of certain insurance coverages placed by Gallagher with the particular insurance company and/or through the particular intermediary, not on an individual policy basis. Some insurance markets, including Gallagher-owned intermediaries, have modified their commission schedule with Gallagher, resulting in an increase in certain commission rates. These additional commissions, commonly referred to as "supplemental commissions" are frequently known as of the effective date of the applicable insurance placement, but some insurance companies pay this commission later and apart from when commission is normally paid at policy issuance. As a result, Gallagher may be considered to have an incentive to place your insurance coverages with a particular insurance company. Note: Upon request, your Gallagher representative can provide more specific market information regarding contingent and supplemental commission related to your insurance coverage placed through Gallagher.
3. Gallagher Companies may also receive investment income on fiduciary funds temporarily held by them, such as premiums or return premiums.
4. Gallagher Companies may access other facilities, including wholesalers, reinsurance intermediaries, captive managers, underwriting managers and others that act as intermediaries for both Gallagher and other brokers in the insurance marketplace. Gallagher Companies may own some of these facilities; in whole or in part. If such a facility is utilized in the placement of a client's account, the facility may earn and retain customary brokerage commission or fees for its work.
5. Gallagher assists its clients in procuring premium finance quotes and unless prohibited by law may earn compensation for this optional value-added service.
6. From time to time, Gallagher may participate in insurance company promotional events or training and development that insurers provide for Gallagher employees.
7. Gallagher strives to find appropriate coverage at a competitive price for our clients. In order to achieve these goals, we gather and analyze data about our clients and their insurance coverage. This



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## Proposal Disclosures (Cont.)

data and the resulting analytical tools help us better understand the current marketplace, more accurately predict future trends and offer tailored solutions to our clients. This data may also be provided to insurers pursuant to consulting service agreements from which we earn fees.

If you have specific questions about the compensation received by Gallagher and its affiliates in relation to your insurance placements, please contact your Gallagher representative for more details.

In the event you wish to register a formal complaint regarding compensation Gallagher receives from insurers or third parties, please contact Gallagher via e-mail at [Compensation\\_Complaints@ajg.com](mailto:Compensation_Complaints@ajg.com) or by regular mail at:

AJG Chief Compliance Officer  
Arthur J. Gallagher & Co.  
2850 Golf Rd., 8th Floor  
Rolling Meadows, IL 60008

### TRIA/TRIPRA Disclaimer

If this proposal contains options to purchase TRIA/TRIPRA coverage, the proposed TRIA/TRIPRA program may not cover all terrorism losses. While the amendments to TRIA eliminated the distinction between foreign and domestic acts of terrorism, a number of lines of coverage excluded under the amendments passed in 2005 remain excluded including commercial automobile, burglary and theft insurance; surety insurance; farm owners multiple perils and professional liability (although directors and officers liability is specifically included). If such excluded coverages are required, we recommend that you consider purchasing a separate terrorism policy. Please note that a separate terrorism policy for these excluded coverages may be necessary to satisfy loan covenants or other contractual obligations. TRIPRA includes a \$100 billion cap on insurers' aggregate liability.

The TRIPRA program increases the amount needed in total losses by \$20 million each calendar year before the TRIPRA program responds from the 2015 trigger of \$100 million to \$200 million by the year 2020.

TRIPRA is set to expire on December 31, 2020. There is no certainty of extension, thus the coverage provided by your insurers may or may not extend beyond December 31, 2020. In the event you have loan covenants or other contractual obligations requiring that TRIA/TRIPRA be maintained throughout the duration of your policy period, we recommend that a separate "Stand Alone" terrorism policy be purchased to satisfy those obligations.

### Actuarial Disclaimer

The information contained in this proposal is based on the historical loss experience and exposures provided to Arthur J. Gallagher Risk Management Services (Tulsa). This proposal is not an actuarial study. Should you wish to have this proposal reviewed by an independent actuary, we will be pleased to provide you with a listing of actuaries for your use.

# Tulsa County

## Insurance Company Ratings and Admitted Status

PROPOSED INSURANCE COMPANIES	A.M. BEST'S RATING	ADMITTED / NON-ADMITTED
Midwest Employers Casualty Company	A+ XV	Admitted
New York Marine And General Insurance Company	A- IX	Admitted
Safety National Casualty Corporation	A+ XV	Admitted

If the above indicated coverage is placed with a Non-Admitted Carrier, the carrier is doing business in the state as a surplus lines or non-admitted carrier. As such, this carrier is not subject to the same regulations which apply to an admitted carrier nor do they participate in any insurance guarantee fund applicable in that state.

\*The above A.M. Best Rating was verified on the date the proposal document was created.

### Guide to Best Ratings Rating Levels and Categories

LEVEL	CATEGORY	Financial Size Categories (In \$000 of Reported Policyholders' Surplus Plus Conditional Reserve Funds)			
A++, A+	Superior				
A, A-	Excellent	FSC I	Up to 1,000	FSC IX	250,000 to 500,000
B++, B+	Good	FSC II	1,000 to 2,000	FSC X	500,000 to 750,000
B, B-	Fair	FSC III	2,000 to 5,000	FSC XI	750,000 to 1,000,000
C++, C+	Marginal	FSC IV	5,000 to 10,000	FSC XII	1,000,000 to 1,250,000
C, C-	Weak	FSC V	10,000 to 25,000	FSC XIII	1,250,000 to 1,500,000
D	Poor	FSC VI	25,000 to 50,000	FSC XIV	1,500,000 to 2,000,000
E	Under Regulatory Supervision	FSC VII	50,000 to 100,000	FSC XV	2,000,000 or more
F	In Liquidation	FSC VIII	100,000 to 250,000		
S	Suspended				

Best's Insurance Reports, published annually by A.M. Best Company, Inc., presents comprehensive reports on the financial position, history, and transactions of insurance companies operating in the United States and Canada. Companies licensed to do business in the United States are assigned a Best's Rating which attempts to measure the comparative position of the company or association against industry averages.

A Best's Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. It is not a warranty of a company's financial strength and ability to meet its obligations to policyholders. View the A.M. Best Important Notice: Best's Credit Ratings for a disclaimer notice and complete details at <http://www.ambest.com/ratings/notice>.

Best's Credit Ratings are under continuous review and subject to change and/or affirmation. For the latest Best's Credit Ratings and Best Credit Reports (which include Best Ratings), visit the A.M. Best website at <http://www.ambest.com>. See Guide to Best's Credit Ratings for explanation of use and charges. Copies of the Best's Insurance Reports for carriers listed above are also available upon request of your Gallagher representative.

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Gallagher companies use A.M. Best Company's rating services to evaluate the financial condition of insurers whose policies we propose to deliver. Gallagher companies make no representations and warranties concerning the solvency of any carrier, nor does it make any representation or warranty concerning the rating of the carrier which may change.

# Tulsa County

## Insurance Company Ratings and Admitted Status (Cont.)

<b>BEST'S FINANCIAL STRENGTH RATING GUIDE - (FSR)</b>			
<p>A Best's Financial Strength Rating (FSR) is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. An FSR is not assigned to specific insurance policies or contracts and does not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. An FSR is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. In addition, an FSR may be displayed with a rating identifier, modifier or affiliation code that denotes a unique aspect of the opinion.</p>			
<b>Best's Financial Strength Rating (FSR) Scale</b>			
Rating Categories	Rating Symbols	Rating Notches*	Category Definitions
Superior	A+	A++	Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations.
Excellent	A	A-	Assigned to insurance companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations.
Good	B+	B++	Assigned to insurance companies that have, in our opinion, a good ability to meet their ongoing insurance obligations.
Fair	B	B-	Assigned to insurance companies that have, in our opinion, a fair ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Marginal	C+	C++	Assigned to insurance companies that have, in our opinion, a marginal ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
Weak	C	C-	Assigned to insurance companies that have, in our opinion, a weak ability to meet their ongoing insurance obligations. Financial strength is very vulnerable to adverse changes in underwriting and economic conditions.
Poor	D	-	Assigned to insurance companies that have, in our opinion, a poor ability to meet their ongoing insurance obligations. Financial strength is extremely vulnerable to adverse changes in underwriting and economic conditions.
<p>* Each Best's Financial Strength Rating Category from "A+" to "C" includes a Rating Notch to reflect a gradation of financial strength within the category. A Rating Notch is expressed with either a second plus "+" or a minus "-".</p>			
<b>FSR Non-Rating Designations</b>			
Designation Symbols	Designation Definitions		
E	Status assigned to insurance companies that are publicly placed under a significant form of regulatory supervision, control or restraint - including cease and desist orders, conservatorship or rehabilitation, but not liquidation - that prevents conduct of normal ongoing insurance operations; an impaired insurer.		
F	Status assigned to insurance companies that are publicly placed in liquidation by a court of law or by a forced liquidation; an impaired insurer.		
S	Status assigned to rated insurance companies to suspend the outstanding FSR when sudden and significant events impact operations and rating implications cannot be evaluated due to a lack of timely or adequate information; or in cases where continued maintenance of the previously published rating opinion is in violation of evolving regulatory requirements.		
NR	Status assigned to insurance companies that are not rated; may include previously rated insurance companies or insurance companies that have never been rated by AMBRS.		
<b>Rating Disclosure - Use and Limitations</b>			
<p>A Best's Credit Rating (BCR) is a forward-looking independent and objective opinion regarding an insurer's, issuer's or financial obligation's relative creditworthiness. The opinion represents a comprehensive analysis consisting of a quantitative and qualitative evaluation of balance sheet strength, operating performance and business profile or, where appropriate, the specific nature and details of a security. Because a BCR is a forward-looking opinion as of the date it is released, it cannot be considered as a fact or guarantee of future credit quality and therefore cannot be described as accurate or inaccurate. A BCR is a relative measure of risk that implies credit quality and is assigned using a scale with a defined population of categories and notches. Entities or obligations assigned the same BCR symbol developed using the same scale, should not be viewed as completely identical in terms of credit quality. Alternatively, they are alike in category (or notches within a category), but given there is a prescribed progression of categories (and notches) used in assigning the ratings of a much larger population of entities or obligations, the categories (notches) cannot mirror the precise subtleties of risk that are inherent within similarly rated entities or obligations. While a BCR reflects the opinion of A.M. Best Rating Services, Inc. (AMBRS) of relative creditworthiness, it is not an indicator or predictor of defined impairment or default probability with respect to any specific insurer, issuer or financial obligation. A BCR is not investment advice, nor should it be construed as a consulting or advisory service, as such; it is not intended to be utilized as a recommendation to purchase, hold or terminate any insurance policy, contract, security or any other financial obligation, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. Users of a BCR should not rely on it in making any investment decision; however, if used, the BCR must be considered as only one factor. Users must make their own evaluation of each investment decision. A BCR opinion is provided on an "as is" basis without any expressed or implied warranty. In addition, a BCR may be changed, suspended or withdrawn at any time for any reason at the sole discretion of AMBRS.</p>			
<p>BCRs are distributed via the AMBRS website at <a href="http://www.ambest.com">www.ambest.com</a>. For additional information regarding the development of a BCR and other rating-related information and definitions, including outlooks, modifiers, identifiers and affiliation codes, please refer to the report titled "Understanding Best's Credit Ratings" available at no charge on the AMBRS website. BCRs are proprietary and may not be reproduced without permission. Copyright © 2016 by A.M. Best Company, Inc. and/or its affiliates. ALL RIGHTS RESERVED.</p>			
			Version 090116



Tulsa County

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Client Signature Requirements

# Tulsa County

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## Coverages For Consideration

### Overview

- A proposal for any of the coverages can be provided.
- The recommendations and considerations summarized in this section are not intended to identify all exposures.
- Since Gallagher does not handle your complete insurance program, these recommendations only reflect items within our scope of responsibility.

### Other Coverage Considerations

- Cyber Risk

# Tulsa County

## Client Authorization to Bind Coverage

After careful consideration of Gallagher's proposal dated 6/17/2018, we accept the following coverage(s). Please check the desired coverage(s) and note any coverage amendments below:

	LINE OF COVERAGE	CARRIER	MAJOR DIFFERENCES
<input type="checkbox"/> Accept <input checked="" type="checkbox"/> Reject  <input checked="" type="checkbox"/> Accept <input type="checkbox"/> Reject	Excess Workers' Compensation  Option 1 – with \$3,500 Loss Control (Flat Fee)  Option 2 – without \$3,500 Loss Control (Flat Fee)	Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	Manual Premium - \$1,476,174
TRIA Cannot be rejected	TRIA Coverage		
<input type="checkbox"/> Accept <input checked="" type="checkbox"/> Reject  TRIA Cannot be rejected	Excess Workers' Compensation  TRIA Coverage	New York Marine And General Insurance Company (Midland Management)	Manual Premium - \$1,589,914
<input type="checkbox"/> Accept <input checked="" type="checkbox"/> Reject  <input type="checkbox"/> Accept <input checked="" type="checkbox"/> Reject  TRIA Cannot be rejected	Excess Workers' Compensation  Opt# 1 - Workers' Compensation - 0215386 & 0215389  Opt# 2 - Workers' Compensation - 0215387 & 0215390  TRIA Coverage	Midwest Employers Casualty Company (W. R. Berkley Group)	Manual Premium - \$1,752,637

The above coverage may not necessarily represent the entirety of available insurance products. If you are interested in pursuing additional coverages other than those addressed in the coverage considerations included in this proposal, please list below:

\_\_\_\_\_

**Producer/ Insured Coverage Amendments and Notes:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

*Nolan M. Fildes* 6-7-18  
**APPROVED AS TO FORM  
 ASSISTANT DISTRICT ATTORNEY**

\_\_\_\_\_  
 Client Initials

# Tulsa County

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## Client Authorization to Bind Coverage

Provide Quotations or Additional Information on the Following Coverage Considerations:

Note: Selecting the "Reject All or Accept All" option will override any selections that you make below.

Reject All  Accept All - Coverages for Consideration

### Other Coverage Considerations

Yes  No Cyber Risk

It is understood this proposal provides only a summary of the details; the policies will contain the actual coverages.

We confirm the values, schedules, and other data contained in the proposal are from our records and acknowledge it is our responsibility to see that they are maintained accurately.

We agree that your liability to us arising from your negligent acts or omissions, whether related to the insurance or surety placed pursuant to these binding instructions or not, shall not exceed \$20 million, in the aggregate. Further, without limiting the foregoing, we agree that in the event you breach your obligations, you shall only be liable for actual damages we incur and that you shall not be liable for any indirect, consequential or punitive damages.

By:

\_\_\_\_\_  
Print Name (Specify Title)

\_\_\_\_\_  
Company

\_\_\_\_\_  
Signature

Date: \_\_\_\_\_

Robert M. Faldut 6-7-18  
APPROVED AS TO FORM  
ASSISTANT DISTRICT ATTORNEY

# Tulsa County

## Bindable Quotations & Compensation Disclosure Schedule

Client Name: Tulsa County

COVERAGE(S)	CARRIER NAME(S)	EST. ANNUAL PREMIUM <sup>1</sup>	COMM.% OR FEE <sup>2</sup>	WHOLESALER, MGA OR INTERMEDIARY		
				NAME <sup>3</sup>	COMM.% OR FEE <sup>4</sup>	AJG OWNED? YES/NO
Excess Workers' Compensation	Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	\$149,969.00	*	N/A	N/A	N/A
Excess Workers' Compensation	Safety National Casualty Corporation (Tokio Marine Holdings, Inc.)	\$146,469.00	*	N/A	N/A	N/A
Excess Workers' Compensation	New York Marine And General Insurance Company (Midlands Management)	\$192,285.00	*	Midlands Management Corporation	*	No
Excess Workers' Compensation	Midwest Employers Casualty Company (W. R. Berkley Group)	\$146,696.00	*	N/A	N/A	N/A
Excess Workers' Compensation	CompSource Oklahoma (CompSource Oklahoma)	\$900,000.00*	*	N/A	N/A	N/A

Some carriers pay Gallagher supplemental or contingent commissions in addition to the policy commission. Contingent commissions are typically contingent upon performance factors such as growth, profit, volume or retention, while supplemental commissions are not. These supplemental or contingent commissions may range from less than 1% up to 10% of the policy premium. Please refer to the Compensation Disclosure or contact your Gallagher representative for additional information.

1 If the premium is shown as an indication: The premium indicated is an estimate provided by the market. The actual premium and acceptance of the coverage requested will be determined by the market after a thorough review of the completed application.

\* A verbal quotation was received from this carrier. We are awaiting a quotation in writing.

2 \* Gallagher is receiving \$16,000 Fee on this policy..

3 We were able to obtain more advantageous terms and conditions for you through an intermediary/ wholesaler.

4 \* The non-Gallagher intermediary/wholesaler did not provide their compensation information for this proposal. The usual and customary compensation to a wholesaler/ intermediary ranges from 5% to 12%, but we cannot verify that range is applicable in connection with this proposal.



**Safety National Casualty Corporation**  
**1832 Schuetz Road**  
**St. Louis, MO 63146**

PHONE # (314) 995-5300

FAX # (314) 995-3843

TO:	GALLAGHER, ARTHUR J & COMPANY	ATTN:	Ms. MELISSA PASCARELLA
PHONE:	(918) 584-1433	FAX:	(918) 582-1329
FROM:	Lana Perry	DATE:	05/15/2018

**EXCESS WORKERS' COMPENSATION INSURANCE QUOTATION**

Name of Risk: <b>TULSA COUNTY</b>	
Account: 6013819	Previous Policy Number: AGC4056926
	Specific & Aggregate Excess

Contract Terms		Option 2563368563
Liability Period		07/01/2018 - 07/01/2019
Payroll Reporting Period		07/01/2018 - 07/01/2019
Payroll		\$ 62,902,932
Manual Premium		\$ 1,476,174
Experience Modification Factor		1.000
Standard Premium		\$ 1,476,174
Self-Insured Retention		\$ 600,000
Specific Limit		Statutory
Employers Liability Limit	Per Occ	\$ 1,000,000
Loss Fund Rate	Rate % Std Premium	215.00 %
Estimated Loss Fund		\$ 3,173,774
Minimum Loss Fund		\$ 3,173,774
Aggregate Excess Limit		\$ 1,000,000
Loss Limitation		\$ 600,000
Premium Rate	Rate \$100 Payroll	\$ 0.23285
Base Deposit Premium Before Flat Charge		\$ 146,469
Flat Charge		\$ 3,500
Deposit Premium		\$ 149,969
Minimum Premium		\$ 135,322
Commission	Net	0.00 %
Pay Plan		ANNUAL PAYMENT
Audit Type		Voluntary

\*Quote expires 1 day after Payroll Reporting Period effective date for each Quote Option.

**Safety National Casualty Corporation**  
**1832 Schuetz Road**  
**St. Louis, MO 63146**

PHONE # (314) 995-5300

FAX # (314) 995-3843

TO:	GALLAGHER, ARTHUR J & COMPANY	ATTN:	Ms. MELISSA PASCARELLA
PHONE:	(918) 584-1433	FAX:	(918) 582-1329
FROM:	Lana Perry	DATE:	05/15/2018

**EXCESS WORKERS' COMPENSATION INSURANCE QUOTATION**

**Endorsements:**

**General Endorsements applicable to all quote options:**

0034 00 1291 (XWC) OKLAHOMA CANCELLATION, NONRENEWAL AND CHANGE ENDORSEMENT  
0291 00 0708 (XWC) VOLUNTARY COMPENSATION ENDORSEMENT-PREMIUM DELINEATION  
2018 01 1008 (XWC) EXCLUSION OF OWNED, LEASED OR REGULARLY CHARTERED AIRCRAFT  
OKLAHOMA MANDATORY ENDORSEMENT(S), IF APPLICABLE  
1061 11 0115 (XWC) POLICYHOLDER DISCLOSURE NOTICE OF TERRORISM INSURANCE COVERAGE

**Contingencies:**

**The quote is subject to the following:**

1. Subject to receipt, review, and approval of loss runs valued within 60 days of effective date prior to binding.

**Comments:**

1. Endorsements mandated by the coverage state(s) will automatically be added to your policy regardless of whether they are shown in the above schedule. In addition, a change in an endorsement form number may occur as a result of state filing requirements/updates arising subsequent to this quote.
2. Included in our quote are the MAP Client Services. These resources consist of both risk control and claim services including: Safety Essentials On-line; Workers' Comp Kit; Safety Training Source; and Best Doctors Catcare and Ask Best Doctors programs - which provide in-depth case review by world renowned doctors.
3. This Agreement will include coverage for Workers' Compensation loss caused by acts of terrorism as defined in the Agreement. Coverage for such losses will still be subject to all terms, definitions, exclusions, and conditions in the Agreement, & any applicable federal and/or state laws, rules, or regulations. Be advised that, under the Terrorism Risk Insurance Act of 2002 as amended and extended by the Terrorism Risk Insurance Program Reauthorization of 2015 (collectively, the Act), terrorism losses would be partially reimbursed by the U.S. Government under a formula established by the Act. Under this formula, the U.S. Government would generally reimburse 80% to 85% of covered terrorism losses exceeding a deductible paid by us. The Act contains \$100 billion cap that limits the reimbursement from the U.S. Government as well as from all insurers. If aggregate insured losses for all insurers exceed \$100 billion, your coverage may be reduced. The portion of the EMPLOYER's annual premium attributable to coverage for losses caused by a certified act of terrorism is: 0.5%



A member of the Tokio Marine Group

## Your Service Team

Safety National is committed to providing industry leading services to our policyholders. The Service Team is the keystone to that promise. This highly experienced team is identified now and established early in the policy term so there is a seamless transition and efficient delivery of service for your client's needs. The Service Team consists of a one point contact in underwriting, claims, risk control, policy services, audit, legal, and finance.

We welcome the opportunity for you to experience our commitment to your success by contacting any member of our team with your questions or requests.

Lana Perry Director - Excess Underwriting	(314) 810-5535	Lana.Perry@safetynational.com
Katie Ochiltree Specialist - UW Operations	(314) 692-9232	Katie.Ochiltree@safetynational.com
Don Enke Risk Control	(314) 810-5427	don.enke@safetynational.com
Joanna Pallardy MAP Client Services	(314) 692-9507	joanna.pallardy@safetynational.com
Mike Harris VP Claims	(314) 692-9516	michael.harris@safetynational.com
Shelly Stuck Premium Audit	(314) 692-1370	shelly.stuck@safetynational.com



## Domestic Crisis Management and International Extraction

Safety National Crisis Protection is a crisis management and extraction benefit provided exclusively for Safety National's Excess and Large Deductible Workers' Compensation customers. If your business undergoes a qualifying "Domestic Crisis Event" that directly involves your business and involves the death of two or more of your employees, Safety National will either pay one of our approved vendors to assist with crisis management or reimburse you directly for the approved costs incurred with a vendor of your choice. If you experience a qualifying "International Extraction Crisis Event" that requires international employee extraction, we will reimburse you directly for the approved costs.

### How Does It Work?

If a qualifying "Domestic Crisis Event" or "International Extraction Crisis Event" occurs, Safety National Crisis Protection will help you minimize post-crisis risk to the organization, its stakeholders and employees directly involved in the event (including immediate family of the involved employee). The annual, aggregate limit for these complimentary benefits, or any combination of the two, is \$50,000. These benefits are accessible when you need them and are provided by Safety National free of charge.

### "Domestic Crisis Events" Include:

Multiple employee deaths (two or more) resulting from the following man-made events:

- ▶ Explosion
- ▶ Arson
- ▶ Bombing
- ▶ Workplace Violence
- ▶ Structural Fire
- ▶ Vehicular Accident

Multiple employee deaths (two or more) resulting from the following natural disasters:

- ▶ Tornado
- ▶ Explosion
- ▶ Wildfire
- ▶ Structural Fire
- ▶ Earthquake and any Resulting Tsunami
- ▶ Hurricane
- ▶ Flood

### "International Extraction Crisis Events" Include:

Employee extraction necessitated by the following:

#### Man-Made Events:

- ▶ Explosion
- ▶ Arson
- ▶ Bombing
- ▶ Riot
- ▶ Government Collapse & Political Unrest

#### Natural Disasters:

- ▶ Tornado
- ▶ Explosion
- ▶ Wildfire
- ▶ Earthquake and any Resulting Tsunami
- ▶ Cyclone/Typhoon/Hurricane
- ▶ Flood

### Benefits:

- ▶ Provided at no cost to policyholders, with a \$50,000 annual, aggregate benefit limit for a qualifying "Domestic Crisis Event," a qualifying "International Extraction Crisis Event" or any combination of the two.
- ▶ A 24-hour crisis hotline to preferred and approved "Domestic Crisis Event" vendors.
- ▶ Benefit extends to immediate family of an employee that is directly involved in the "Domestic Crisis Event."
- ▶ The benefit can be used for qualified "Domestic Crisis Events" to help you with:
  - Crisis Management
  - Crisis Response
  - Public Relations
  - Emergency Psychological Treatment
- ▶ Includes crisis communication and media management.
- ▶ Short-term counseling and referral for directly involved employees and their immediate family.



For more information about Safety National Crisis Protection, please visit [www.safetynational.com/crisis\\_protection](http://www.safetynational.com/crisis_protection). If you have additional questions about this free benefit, please contact us at [crisisprotection@safetynational.com](mailto:crisisprotection@safetynational.com).



# AT A GLANCE



## Company History and Background

- Specialists in workers' compensation since 1942
- Licensed and admitted in all 50 states, the District of Columbia, Guam, Puerto Rico, Canada, and the U.S. Virgin Islands
- Exclusive distribution through brokers and agents
- Leading and longest continual provider of excess workers' compensation in the United States
- Superior dedication, knowledge, experience and quality service distinguish us in the marketplace
- Named one of the "Best Places to Work" by *Business Insurance* magazine

## Financial Strength and Stability\*

- Policyholders' surplus - \$2.1 billion (14.9% increase over 12/16) and \$7.2 billion in assets
- A.M. Best Rating "A+" (Superior) Financial Size Category XV
- Standard & Poor's "A" (Strong)
- A member of the Tokio Marine Group, with approximately \$200 billion in total assets. The Group's main operating subsidiary, Tokio Marine & Nichido Fire (TMNF), enjoys an A.M. Best rating of A++ (Superior), Financial Size Category XV.

\*as of December 31, 2017

## Products and Services

### Workers' Compensation:

- Excess
- Large Deductible
- Large Guaranteed Cost
- TEXcess®

### Public Entity Liability:

- Law Enforcement Liability
- Public Officials Liability
- Educators Legal Liability

### Commercial Auto

### Commercial General Liability

### Cyber Risk

### Reinsurance

### Loss Portfolio Transfers

### Captive Services

### Self-Insurance Bonds

(888) 995-5300 · [info@safetynational.com](mailto:info@safetynational.com) · [safetynational.com](http://safetynational.com)







Endorsement

Endorsement Effective: 07/01/2018  
 Policy No.: NOT BOUND  
 Named Insured: Tulsa County

Amendment to Schedule Item 11

Schedule Item 11 is amended to read as follows:

11. Classification of Operations:

State	Code	Classification	Estimated Annual Payroll	Rate Per \$100 of Payroll	Estimated Annual Manual Premium
OK	2802	CARPENTRY SHOPS ONLY	\$304,224	8.58	\$26,102
OK	4299	PRINTING	\$266,688	3.12	\$8,321
OK	4611	PHARMACEUTICAL PREPARATION MFG	\$149,760	.90	\$1,348
OK	5611	STREET OR ROAD CONSTRUCTION	\$2,616,768	8.98	\$234,986
OK	7380	CHAUFFEURS & HELPERS NOC	\$87,372	6.79	\$5,933
OK	7720	POLICE OFFICERS & DRIVERS	\$26,280,816	4.56	\$1,198,405
OK	8391	AUTO REPAIR SHOP	\$389,796	3.38	\$13,175
OK	8810	CLERICAL OFFICE OR LIBRARIES	\$24,952,320	.24	\$59,886
OK	8864	SOCIAL SERVICES ORGANIZATION-A	\$165,312	3.23	\$5,340
OK	9015	BUILDINGS	\$1,055,736	3.72	\$39,273
OK	9060	CLUBS - COUNTRY GOLF/FISHING	\$1,524,384	1.59	\$24,238
OK	9102	PARK-ALL EMPLOYEES & DRIVERS	\$1,952,244	3.47	\$67,743
OK	9410	MUNICIPAL EMPLOYEE NOC	\$3,157,512	2.15	\$67,887
Total Annual Payroll:			\$62,902,932		
Total Annual Manual Premium:					\$1,752,637
Total Manual Premium:					\$1,752,637
(a) Experience Modification Factor:					1.000000000
(b) Other Modification Factor:					1.000000000
Normal Premium:					\$1,752,637

Countersigned

MIDWEST EMPLOYERS CASUALTY COMPANY

Authorized Representative

Secretary

President

This endorsement forms part of the Policy to which attached, effective on the inception date of the Policy unless otherwise stated herein. All other terms and conditions of the Policy remain unchanged.

Insurer: Midwest Employers Casualty Company

Policy Effective Date: 07/01/2018

Insured: Tulsa County

Quote Date: 05/09/2018

Policy #:

Quote Expiration Date: 60 Days

**Quote Option(s) 215388, 215389, 215390 Include(s) the following Endorsements:**

CMB-187	Two Year Policy Short Rate Table
ISI-285	More Than One Premium Adjustment

**The following endorsements apply to all quote options:**

CMB-11	Amendment to Schedule Item 11
CMB-197-OK	Policyholder Disclosure Notice of Terrorism Insurance
ISI-254-EXC	Aircraft Exclusion
ISI-OK	Oklahoma



Coverage for acts of terrorism, as defined in the Terrorism Risk Insurance Act as amended, (the "Act"), is included in the quote for your policy.

As defined in Section 102(1) of the Act: The term "act of terrorism" means any act that is certified by the Secretary of the Treasury--in consultation with the Secretary of Homeland Security, and the Attorney General of the United States--to be an act of terrorism; to be a violent act or an act that is dangerous to human life, property, or infrastructure; to have resulted in damage within the United States, or outside the United States in the case of certain air carriers or vessels or the premises of a United States mission; and to have been committed by an individual or individuals as part of an effort to coerce the civilian population of the United States or to influence the policy or affect the conduct of the United States Government by coercion. Under your coverage, any losses resulting from certified acts of terrorism may be partially reimbursed by the United States Government under a formula established by the Act.

However, your policy may contain other exclusions which might affect your coverage, such as an exclusion for nuclear events. Under the formula, the United States Government generally reimburses 85% through 2015; 84% beginning on January 1, 2016; 83% beginning on January 1, 2017; 82% beginning on January 1, 2018; 81% beginning on January 1, 2019 and 80% beginning on January 1, 2020 of covered terrorism losses exceeding the statutorily established deductible paid by the insurance company providing the coverage. The Act contains a \$100 billion cap that limits United States Government reimbursement as well as insurers' liability for losses resulting from certified acts of terrorism when the amount of such losses exceeds \$100 billion in any one calendar year. If the aggregate insured losses for all insurers exceed \$100 billion, your coverage may be reduced.

The portion of your annual premium that is attributable to coverage for acts of terrorism, as defined in the Act, is shown below and does not include any charges for the portion of losses covered by the United States Government under the Act.

	<u>0215335</u>	<u>0215388</u>	<u>0215386</u>	<u>0215389</u>	<u>0215387</u>	<u>0215390</u>
TRIA Charge	<u>\$4,401</u>	<u>\$4,401</u>	<u>\$4,290</u>	<u>\$4,290</u>	<u>\$3,949</u>	<u>\$3,949</u>

Name of Insurer: Midwest Employers Casualty Company  
Name of Insured: Tulsa County



## Excess Workers Compensation Quotation Sheet

Insurer: Midwest Employers Casualty Company

Policy Effective Date: 07/01/2018

Insured: Tulsa County

Quote Date: 05/09/2018

Policy #:

Quote Expiration Date: 60 Days

### QUOTE OPTIONS

POLICY TERMS	0215335	0215388	0215386	0215389	0215387	0215390
<b>Named States</b>	OK	OK	OK	OK	OK	OK
<b><u>SPECIFIC:</u></b>						
<b>Specific Limit</b>	STATUTORY	STATUTORY	STATUTORY	STATUTORY	STATUTORY	STATUTORY
<b>Specific Retention</b>	\$600,000	\$600,000	\$650,000	\$650,000	\$750,000	\$750,000
<b><u>EMPLOYERS LIABILITY:</u></b>						
<b>Employers Liability Limit</b>	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
<b>Employers Liability Retention</b>	See Specific	See Specific	See Specific	See Specific	See Specific	See Specific
<b><u>AGGREGATE:</u></b>						
<b>Aggregate Limit</b>	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
<b>Rate as a % of Normal Premium</b>	143.81%	129.43%	160.93%	129.43%	160.93%	129.43%
<b>Estimated Aggregate Retention</b>	\$2,520,467	\$4,536,876	\$2,820,519	\$4,536,876	\$2,820,519	\$4,536,876
<b>Minimum Aggregate Retention</b>	\$2,470,058	\$4,446,139	\$2,764,108	\$4,446,139	\$2,764,108	\$4,446,139
<b>Aggregate Loss Limitation</b>	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000
<b><u>RATING BASE:</u></b>						
<b>Est. Annual Payroll</b>	\$62,902,932	\$62,902,932	\$62,902,932	\$62,902,932	\$62,902,932	\$62,902,932
<b>Est. Annual Manual Premium</b>	\$1,752,637	\$1,752,637	\$1,752,637	\$1,752,637	\$1,752,637	\$1,752,637
<b>Length of Policy (Years)</b>	1.000000	2.000000	1.000000	2.000000	1.000000	2.000000
<b>Est. Policy Normal Premium</b>	\$1,752,637	\$3,505,274	\$1,752,637	\$3,505,274	\$1,752,637	\$3,505,274
<b>Rate as a % of Normal Premium</b>	8.37%	8.37%	8.16%	8.16%	7.51%	7.51%
<b><u>PREMIUM:</u></b>						
<b>Total Est Policy Prd Premium (including Flat Charges)</b>	\$146,696	\$293,392	\$143,015	\$286,030	\$131,623	\$263,246
<b>Policy Minimum Premium</b>	\$132,026	\$264,052	\$128,714	\$257,427	\$118,461	\$236,921
<b>Deposit Premium</b>	\$146,696	\$146,696	\$143,015	\$143,015	\$131,623	\$131,623
<b>Deposit Flat Charge(s)</b>	NA	NA	NA	NA	NA	NA
<b>Total Deposit Due</b>	\$146,696	\$146,696	\$143,015	\$143,015	\$131,623	\$131,623
<b>Terrorism Risk Ins Act of 2002 (Incl in Total Deposit Due above)</b>	\$4,401	\$4,401	\$4,290	\$4,290	\$3,949	\$3,949
<b>Commission</b>	0%	0%	0%	0%	0%	0%

**CONDITIONS / COMMENTS:**

- \* MECC must be notified of any aircraft changes occurring during the policy period.
- \* A signed application must be received prior to policy issuance.

**Tulsa County 07/01/2018 Excess Workers Comp Quote Summary**

Midwest Employers Casualty Company - Renewal Quote (0215335) Midwest Employers Casualty Company - Renewal Quote (0215388) Midwest Employers Casualty Company - Renewal Quote (0215386) Midwest Employers Casualty Company - Renewal Quote (0215389) Midwest Employers Casualty Company - Renewal Quote (0215387) Midwest Employers Casualty Company - Renewal Quote (0215390) Revised Safety Corporation - Renewal Quote (7562368563)

Policy Overview		Valid Values						
<b>Premium</b>		<b>\$146,696</b>	<b>\$293,392</b>	<b>\$143,015</b>	<b>\$286,030</b>	<b>\$131,623</b>	<b>\$263,246</b>	<b>\$146,469</b>
<b>TRIA Premium (If not incl. above)</b>		Included	Included	Included	Included	Included	Included	Included
<b>Other Carrier / Wholesaler Fees</b>	e.g., Inspection, engineering, policy fees							\$3,500 - to be used for Loss Control Services as needed
<b>Manual Premium</b>		<b>\$1,752,637</b>	<b>\$1,752,637</b>	<b>\$1,752,637</b>	<b>\$1,752,637</b>	<b>\$1,752,637</b>	<b>\$1,752,637</b>	<b>\$1,476,174</b>
<b>Total Premium, Taxes &amp; Fees</b>		<b>\$146,696</b>	<b>\$293,392</b>	<b>\$143,015</b>	<b>\$286,030</b>	<b>\$131,623</b>	<b>\$263,246</b>	<b>\$149,469</b>
<b>Commission %</b>	% , Net, or Blank	0%	0%	0%	0%	0%	0%	0%
<b>Policy Term</b>	MM/DD/YYYY - MM/DD/YYYY	07/01/2018 - Effective Date (1 Year)	07/01/2018 - Effective Date (2 Year)	07/01/2018 - Effective Date (1 Year)	07/01/2018 - Effective Date (2 Year)	07/01/2018 - Effective Date (1 Year)	07/01/2018 - Effective Date (2 Year)	07/01/2018 - Effective Date (1 Year)
<b>Quote Date</b>	MM/DD/YYYY	<b>5/9/2018</b>	<b>5/9/2018</b>	<b>5/9/2018</b>	<b>5/9/2018</b>	<b>5/9/2018</b>	<b>5/9/2018</b>	<b>5/9/2018</b>
<b>Valid Until</b>	MM/DD/YYYY	<b>7/8/2018</b>	<b>7/8/2018</b>	<b>7/8/2018</b>	<b>7/8/2018</b>	<b>7/8/2018</b>	<b>7/8/2018</b>	<b>4/5/2018</b>
<b>Payment Terms &amp; Conditions</b>	e.g., timing, installments, %'s	\$146,696 - Deposit Premium	\$146,696 - Deposit Premium	\$143,015 - Deposit Premium	\$143,015 - Deposit Premium	\$131,623 - Deposit Premium	\$131,623 - Deposit Premium	\$149,469 - Deposit Premium
<b>Premium Subject to Audit?</b>	Yes - Frequency, Yes - w/o Frequency, No or Blank	No - Flat	No - Flat	No - Flat	No - Flat	No - Flat	No - Flat	Yes - Voluntary
<b>Subjectivities</b>	e.g., signed SOV's, other	MECC must be notified of any aircraft changes occurring during the policy period	MECC must be notified of any aircraft changes occurring during the policy period	MECC must be notified of any aircraft changes occurring during the policy period	MECC must be notified of any aircraft changes occurring during the policy period	MECC must be notified of any aircraft changes occurring during the policy period	MECC must be notified of any aircraft changes occurring during the policy period	Subject to receipt, review, and approval of loss runs valued within 60 days of effective date prior to
<b>Terrorism</b>	"Certified", "Non-Certified", or blank	Certified, Non-Certified or Foreign	Certified, Non-Certified or Foreign	Certified, Non-Certified or Foreign	Certified, Non-Certified or Foreign	Certified, Non-Certified or Foreign	Certified, Non-Certified or Foreign	Certified, Non-Certified or Foreign
<b>Terrorism - Annual Aggregate</b>	Yes, No, or Blank							Annual Payment
<b>Plan Type</b>	e.g., Guaranteed Cost, Retro, Large Deductible, etc							
<b>Core Workers Compensation Coverages</b>								
<b>Employer Liability Limits</b>	Limit	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>
<b>Estimated Annual Payroll</b>	Payroll (Exposure)	<b>\$62,902,932</b>	<b>\$62,902,932</b>	<b>\$62,902,932</b>	<b>\$62,902,932</b>	<b>\$62,902,932</b>	<b>\$62,902,932</b>	<b>\$1,000,000 - Per Occ</b>
<b>Experience Modification Factor</b>	Factor							<b>Refer Excess WC Exposure Sheet</b>
<b>Deductible</b>	Ded Amt or Blank	<b>\$600,000</b>	<b>\$600,000</b>	<b>\$650,000</b>	<b>\$650,000</b>	<b>\$750,000</b>	<b>\$750,000</b>	<b>1.00</b>
<b>Excluded Owners or Officers</b>	None or List Names	None	None	None	None	None	None	<b>\$600,000 - SIR</b>
<b>Voluntary Compensation Endorsement</b>	Yes or No	No	No	No	No	No	No	None
<b>Stop Gap Coverage</b>	None or List States	None	None	None	None	None	None	Yes
<b>States covered under Item 3 A.</b>	List States	OK	OK	OK	OK	OK	OK	None
<b>Broad Form All States Except Monopolistic (ND, OH, WA, WY)</b>	List States							OK
<b>USL&amp;H Endorsement Included?</b>	Yes, No or Blank							
<b>Additional WC Coverages</b>								
<b>Aggregate</b>	NA							
<b>Aggregate Limit</b>	Limit	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>	<b>\$1,000,000</b>
<b>Estimated Aggregate Retention</b>	Limit	<b>\$2,520,467</b>	<b>\$4,536,876</b>	<b>\$2,820,519</b>	<b>\$4,536,876</b>	<b>\$2,820,519</b>	<b>\$4,536,876</b>	<b>\$1,000,000</b>
<b>Minimum Aggregate Retention</b>	Limit	<b>\$2,470,058</b>	<b>\$4,446,139</b>	<b>\$2,764,108</b>	<b>\$4,446,139</b>	<b>\$2,764,108</b>	<b>\$4,446,139</b>	
<b>Aggregate Loss Limitation</b>	Limit	<b>\$500,000</b>	<b>\$500,000</b>	<b>\$500,000</b>	<b>\$500,000</b>	<b>\$500,000</b>	<b>\$500,000</b>	
<b>Exclusions</b>								
<b>Aircraft</b>	Yes Or Blank	Yes	Yes	Yes	Yes	Yes	Yes	

