



NAUSCH, HOGAN & MURRAY, INC.

140 BROADWAY, SUITE 4640
NEW YORK, N.Y. 10005
(212) 480-4200 • Fax: (212) 480-2920

June 2, 2022

Yonkers Public Schools
One Larkin Center
Yonkers, New York 10701
Attn: Mr. John Carr

Re: Yonkers Public Schools
Automobile Insurance Renewal
Policy Period: July 1, 2022 – July 1, 2023

Dear Mr. Carr,

In response to your request for proposals of insurance with respect to Yonkers Public Schools' automobile insurance, we have received the most competitive renewal offer from the incumbent carrier, Philadelphia Indemnity Insurance Company (A++, XV by A.M. Best). They are offering the renewal of the primary \$1,000,000 limit of liability for an annual premium, inclusive of fees, of \$176,432 based upon the schedule of vehicles provided containing sixty-two units. This represents roughly an 18.45% increase over the expiring inception premium, which was \$148,955. This increase continues to be the result of a frequency in claims (as of June 5, 2022, 21 reported in the last five years) and loss ratio. The automobile loss ratio for the last five years is about 89.82%. When taking into consideration the vehicle changes made this year, the total annualized premium for the expiring year is \$150,340, therefore the rate increase is roughly 17.36%, slightly below Philadelphia's advices that prior to any exposure changes, an 18% increase will apply.

We have also obtained Philadelphia Indemnity Insurance Company's (A++, XV AM Best) agreement to offer excess liability insurance, on an admitted basis, in the amount of \$4,000,000 excess of the \$1,000,000 primary insurance at \$52,015 (including TRIA) roughly a 20.81% increase over the expiring annual premium of \$43,054 (including TRIA). This is a function of the underlying automobile liability premiums increasing along with the cost of reinsurance.

Accordingly, the total cost for the \$5,000,000 limit of insurance, 100% with Philadelphia Indemnity Insurance Company on an admitted basis, is \$228,447 (\$176,432 for the primary \$1,000,000 plus \$52,015 for the \$4,000,000 excess of the \$1,000,000 primary). Philadelphia Indemnity Insurance Company has again presented the most competitive offer, affording Yonkers Public Schools' seamless automobile liability coverage for the same limit of \$5,000,000 that has been carried by the district for the past several years.

CNA Insurance has advised they will not be a market for this type of automobile exposure, especially if it ends up being a monoline placement. SOMPO International declined as they are not able to offer auto for this occupancy. They can only consider auto for certain industries which include: hospitality, real estate, financial institutions, professional services, life sciences and Asian interest accounts. Allianz also declined to quote advising that they would not be a market

INSURANCE BROKERS
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Mr. John Carr
June 2, 2022

for automobile for this account. Hanover advised that they were not interested in reviewing this account. CHUBB and Applied Underwriters declined to quote.

In conclusion, the offer presented by Philadelphia Indemnity Insurance Company on a primary and excess basis will afford Yonkers Public Schools seamless coverage for the full \$5,000,000 limit of insurance at the most competitive cost.

Thanks and Best Regards,

A handwritten signature in blue ink that reads "Doreen A. McLoughlin" is written over a horizontal line.

Doreen McLoughlin

dm/ms
Encl.

INSURANCE BROKERS • AVERAGE ADJUSTERS
REINSURANCE INTERMEDIARIES

NEW YORK / ROTTERDAM / LONDON / ST. THOMAS / RIO DE JANEIRO

June 2, 2022

PROPOSAL OF INSURANCE

NAMED INSURED: Yonkers Public Schools/The Yonkers Board of Education/Yonkers City School District/City School District of the City of Yonkers/The City of Yonkers

ADDRESS: One Larkin Center
Yonkers, New York 10701

COVERAGE: Automobile Liability and Physical Damage

SECURITY: Philadelphia Indemnity Insurance Company (A++, XV by A.M. Best)

POLICY TERM: July 1, 2022 – July 1, 2023

COVERAGE:

Liability Coverage	Symbol 10
Auto Medical Payments	Symbol 2
Uninsured/Underinsured Motorists	Symbol 6
Comprehensive/Collision	Symbol 2,19
Personal Injury Protection / Additional PIP	Symbol 5

LIMITS:

- \$1,000,000 Combined Single Limit
- \$1,000,000 Uninsured/Underinsured Motorist / Hired Non-Owned Liability
- \$ 50,000 Personal Injury Protection
- \$ 100,000 Additional Personal Injury Protection
- \$ 10,000 Auto Medical Payments
- \$ 25,000 Optional Basic Economic Loss
- \$ 100 Towing & Labor Each Disablement

DEDUCTIBLES: Comprehensive - \$500 each occurrence
Collision - \$1,000 each occurrence

EXPOSURE: 62 vehicles as per schedule on file

CONDITIONS: Commercial Automobile Elite Endorsement
Glass breakage (Windshields and Windows) No deductible applies for autos which carry Comprehensive coverage
Hired Auto Physical Damage- Actual Cash Value or the cost for repair or replacement of the vehicle, whichever is less subject to deductible.
Symbol "2" means only those "autos" you own (and for Liability Coverage any "trailers" you don't own while attached to power units you own). This includes those "autos" you acquire ownership of after the policy begins.
Symbol "5" means owned "autos" subject to no-fault. Any "auto" owned by an insured that is garaged or licensed in a state where no-fault benefit laws exists. This symbol also applies to any "auto" acquired after the policy begins.
Symbol "6" means only those "autos" you own that because of the law in the state where they are licensed or principally garaged are required to have and cannot reject Uninsured Motorists Coverage. This includes those "autos" you acquire ownership of after the policy begins provided they are subject to the same state uninsured motorists requirement.
Symbol "10" means any auto, except vehicles owned, hired or borrowed used to transport students/children.
Symbol "19" means only those "autos" that are land vehicles and that would qualify under the definition of "mobile equipment" under this policy if they were not subject to a compulsory or financial responsibility law or other motor vehicle insurance law where they are licensed or principally garaged.

SUBJECT TO: A signed UM/UIM Selection/Rejection form is required upon binding. (If applicable).
Any taxes, fees or surcharges included in the total premium shown on the proposal are not subject to installment billing.
A maximum per installment fee of \$5.00 may be included (some states may vary).
Proposals contain a brief outline of coverages.
Terms and conditions of the policy take precedence over any proposal.

PREMIUM: \$176,432 (includes New York Motor Vehicle Fee of \$610)

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June 2, 2022

EXCESS AUTOMOBILE LIABILITY

LIMITS: \$4,000,000 Combined Single Limit excess of Philadelphia Indemnity Insurance Company \$1,000,000 Combined Single Limit Underlying (Defense in Addition to Limits)
In Excess of Primary
Occurrence Form

SECURITY: Philadelphia Indemnity Insurance Company- ADMITTED (A++, XV by AM Best)

CONDITIONS: UP TO 61 Autos
Commercial Excess Liability Coverage Form – PIC-EXS-001
Commercial Excess Liability Declarations – PIC-EXS-002
Exclusion- Abuse or Molestation- PIC-EXS-003
Exclusion- Asbestos- PIC-EXS-006
Exclusion- Access or Disclosure of Confidential or Personal Information and Data-Related Liability-PIC-EXS-031
Exclusion- Punitive or Exemplary Damages PIC-EXS-035
Exclusion- Silica or Silica Dust PIC-EXS-038
Minimum Earned Premium Endorsement PIC-EXS-051
Exclusion- Communicable Disease PIC-EXS-069
Anti-Stacking Limitation Endorsement PIC-EXS-097
Total Per- and Polyfluoroalkyl Substance (PFAS) Exclusion Endorsement PIC-EXS-140
Cap on Losses from Certified Acts of Terrorism OR Exclusion of Certified Acts of Terrorism (depending on option chosen)
Absolute Cyber Liability and Electronic Exclusion – PI-ACL-001
NY State Amendatory Form(s)
Uninsured/Underinsured Motorist Exclusion

SUBJECT TO: All Underlying carriers have minimum AM Best rating of A- VII or better
Completed, signed and dated Acord 125 and 131 due at binding
Signed TRIA Rejection form due at binding (if TRIA is rejected). If TRIA is accepted, it must be included on all underlying policies.
Receipt and favorable review/approval of any/all manuscript forms and/or restrictions of coverage prior to binding.
Within 30 days of effective date, copy underlying Automobile Policy
Within 30 days of the effective date, review of excess quote on layers above us and Philadelphia Indemnity Insurance Company reserving the right to adjust pricing accordingly. If no layer(s) above, this must be advised in writing.
Within 30 days of effective date, details of Risk Management Program. Note: Most Safety Manuals/IPPs are geared to WC and rarely address third party liability exposures including:
a. Safety Program protecting the public and others on a job site
b. Quality Control procedures for completed work or products
c. Auto Safety including: Vehicle Maintenance, MVR Screening and Standards
This is issued upon the reliance of information submitted to Philadelphia Indemnity Insurance Company by the applicant. By accepting this, the applicant accepts the terms and conditions contained and verifies that all information is accurate, true and complete and that no pertinent or material information has been withheld or omitted.
If TRIA is accepted, it must be included in all underlying policies.
Proposals contain a brief outline of coverages
Terms and conditions of the policy take precedence over any other documents

PREMIUM: \$50,500 Plus Optional Terrorism Risk Insurance Act Premium \$1,515
Flat Rate
Premium due 30 days from effective date

FINAL PREMIUM: \$176,432 Primary Auto
\$ 50,500 Excess Auto Liability
\$226,932 or \$228,447 if TRIA is elected on the Excess Automobile Liability
Above premium does not include any taxes, fees or surcharges that may be applicable.

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VEH #	YEAR	MAKE	MODEL	VIN #	ODOM. 12.4.14	ORIGINAL COST	LOCATION	COND.
1	2006	FORD	ECONOLINE	1FTSE34L06DB06403	67,665	\$15,124.00	MAINT. DEPT. - VITULLI, NICK	GOOD
2	2006	FORD	ECONOLINE	1FTSE34L26DB06404	36,843	\$15,124.00	MAINT. DEPT. - MOORE, ROBERT	GOOD
3	2006	FORD	ECONOLINE	1FTSE34L46DB06405	30,616	\$15,124.00	MAINT. DEPT. - FITZPATRICK, JAMES	GOOD
4	2006	FORD	ECONOLINE	1FTSE34L66DB06406	82,305	\$15,124.00	MAINT. DEPT. - HILLMAN, ROBERT	GOOD
5	2001	CHEVR.	EXPRESS	1GCHG39R211214775	87,203	\$18,490.00	MAINT. DEPT. - PREGON, MICHAEL	GOOD
6	2002	ARSEN	TRAILER	1A9CK162X2G527371		\$4,160.00	MAINT. DEPT. - GROUNDS FOR GRASS CUTTER	GOOD
7	2004	GMC	SAVANNA	1GTHG35U341116532	83,276	\$18,487.00	MAINT. DEPT. - PIACENTE, ANDREW	GOOD
8	2004	GMC	SAVANNA	1GTHG35U241115453	82,018	\$18,487.00	MAINT. DEPT. - FATONE, JOHN	GOOD
9	2001	FORD	TRUCK	1FDWF37F21ED15970	10,413	\$34,544.00	MAINT. DEPT. - GROUNDS/SALT ER	GOOD
10	1999	FORD	SUBURBAN	1FMRE11L3XHC17511	74,357	\$19,465.50	MAINT. DEPT. - EIGHT PASSANGER VAN	POOR
11	2004	GMC	VAN	1GTHG35U841114436	79,087	\$18,487.00	MAINT. DEPT. - PETILLI, RONALD	GOOD
12	2000	CHEVR	VAN	1GCHG39R4Y1222581	7,163	\$20,954.00	MAINT. DEPT. - PRESSURE WASHER (GRAFFITI)	GOOD
13	2000	CHEVR	VAN	1GCHG39R9Y1223080	53,712	\$20,954.00	MAINT. DEPT. - YURCHO, DERRICK	POOR
14	2009	FORD	PICKUP	1FTYR15E59PA22213	98,727	\$16,918.63	MAINT. DEPT. - KHOURY, FAEZ	GOOD
15	2009	FORD	PICKUP	1FTYR15E79PA22214	74,039	\$16,918.63	MAINT. DEPT. - SAYEGH, EDDIE	GOOD
16	2000	GMC	REFRIG.	1GDG6H1C2YJ518598	70,637	\$54,100.00	MAINT. DEPT. - CAFETERIA DEL. - DIMARCO, R.	FAIR
17	2002	FORD	REFRIG.	1FDXF46F62ED15385	93,300	\$43,803.00	MAINT. DEPT. - CAFETERIA DEL. - KERSON, GILBERT	GOOD
18	2002	GMC	BUCKET TRUCK	1GDM7H1C82J500050	8,798	\$111,782.00	MAINT. DEPT. - GROUNDS	GOOD
19	1997	FORD	DUMP TRUCK	1FDKF38F9VEB17261	32,420	\$28,179.00	MAINT. DEPT. - GROUNDS	GOOD
20	2006	GMC	TRUCK	1GDJK34D76E183417	8,493	\$34,749.00	MAINT. DEPT. - GROUNDS	GOOD

21	2001	PARKER	TRAILER	13ZHS101811003990		\$2,620.00	MAINT. DEPT. - FOR GRASS CUTTER	GOOD
22	2001	CHEVR	UTILITY	3GBKC34G31M112660	17,069	\$33,540.00	MAINT. DEPT. - GROUNDS	GOOD
23	2009	DODGE	UTILITY	3D6WG46T19G524257	19,401		MAINT. DEPT. LAROSA	GOOD
24	2009	DODGE	STAKE BODY	3D6WG46T39G524258	77,749		MAINT. DEPT	GOOD
25	2009	DODGE	UTILITY WH	3D6WC66L29G526977	28,046		CAFETERIA - TRUCK REFRIGERATOR- WALSH, TOM	GOOD
26	2011	FORD	VAN	1FTNE2EW6BDA60974	19,917	\$16,225.87	MAINT. DEPT. - DEDVUKAJ, PJETER	GOOD
27	2011	FORD	VAN	1FTNE2EW2BDA60972	38,253	\$15,225.87	MAINT. DEPT. - DELBENE, JOE	GOOD
28	2011	FORD	VAN	1FTNE2EW4BDA60973	33,256	\$16,225.87	MAINT. DEPT. - PLUMBER (CURRENTLY OPEN POSITION)	GOOD
29	2012	FORD	CAF. TRUCK	1FDUF5GT9CEA41324	13,065	\$53,369.00	MAINT. DEPT. CAFETERIA - BASSI, JOE	GOOD
30							MAINT. DEPT. - SANCHEZ, RAFAEL	
	2009	FORD	PICKUP	1FTSX21R39EB28861	88,820	\$30,388.62		GOOD
31	2013	FORD	EXPLORER	1FM5K8D85DGB71284	25,038	\$39,522.00	SUPERINTENDE NT	NEW
32	2012	FORD	CAF. TRUCK	1FDUF5GT4CEB79580			MAINT. DEPT. CAFETERIA - TURNER, JAMES	GOOD
33	2014	FORD	F450	1FDUF4HT2EEA98198		\$50,400.00	MAINT. DEPT. - GROUNDS/SALT ER	NEW
34	2014	FORD	F450	1FDUF4HT4EEA98199		\$50,400.00	MAINT. DEPT. - GROUNDS/SALT ER	NEW
35	2013	CASE	BACKHOE	JJGN59SNEDC591279		\$111,837.00	MAINT. DEPT. - GROUNDS	NEW
36	2014	FORD	VAN	1FTSE3EL1EDA35158	3,139	\$21,615.47	MAINT. DEPT. - CARO, ANTHONY	NEW
37	2014	FORD	VAN	1FTSE3EL8EDA35156	3,764	\$21,615.47	MAINT. DEPT. - MIRO, TOMMASO	NEW
38	2014	FORD	VAN	1FTSE3ELXEDA35157	3,886	\$21,615.47	MAINT. DEPT. - BOX, BILLY	NEW
39	2014	FORD	VAN	1FTSE3EL6EDA35155	3,810	\$21,615.47	MAINT. DEPT. - MARJI, ELIAS	NEW
40	1992	JOHN- DEERE	BACKHOE	T0310DA782299		\$27,250.00	MAINT. DEPT. - GROUNDS	POOR

41	2014	FORD	ESCAPE	1FMCU9GX4EUE28559	2,613	\$23,268.00	SAFETY & SECURITY - SCHULDER, BRIAN	NEW
42	2014	FORD	ESCAPE	1FMCU9GX0EUE28560	4,245	\$23,268.00	HUBBARD, JENNIFER	NEW
43	2014	FORD	ESCAPE	1FMCU9GX2EUE28561	4,193	\$23,268.00	TRANSPORTATION	NEW
44	2014	FORD	ESCAPE	1FMCU9GX6EUE28563	1,955	\$23,268.00	ANNUNZIATA, TOM	NEW
45	2016	FORD	F450	1FDUF4HT6GEC17194	28	\$59,959.09	MAINT. DEPT.	NEW
46	2016	FORD	F450	1FDUF4HT8GEC17195	28	\$59,959.09	MAINT. DEPT.	NEW
47	2014	JACOB	TRACTOR	705391797		\$76,731.00	MAINT. DEPT. - GROUND	NEW
48	2016	FORD	F150	1FTFX1EF1GFD00615		\$33,737.98	B & G - DILELLO, AL	
49	2016	FORD	F150	1FTFX1EFXGFD00614		\$33,737.98	B & G - VELAZQUEZ, EDDIE	
50	2017	FORD	F350 XLT	1FT8X3B62HEE05678		\$40,547.30	MAINT. - ED MAHER	Brand New
51	2017	JEEP	PATRIOT	1C4NJRBB9HD208601		\$22,900.00	CARNEY, PAUL	Brand New
52	2017	JEEP	PATRIOT	1C4NJRBB7HD208600		\$22,900.00	PAVONE, LEE	Brand New
53	2018	Ford	Transit	1FTYR1ZM5JKA48068		\$27,732.34	MAINT. DEPT. - MASON, TYRONE	Brand New
54	2018	Ford	Transit	1FTYR1ZM7JKA48069		\$28,233.34	MAINT. DEPT. - MINIER, GEREMIAS	Brand New
55	2018	Ford	Transit	1FTYR1ZM5JKA48071		\$28,233.34	MAINT. DEPT. - BAKER, ROB	Brand New
56	2018	Ford	Transit	1FTYR1ZM3JKA48070		\$28,233.34	MAINT. DEPT. - FARERI, GEORGE	Brand New
57	2019	Ford	F550	1FD0X5GT5KED39847		\$74,644.00	CAFETERIA - TRUCK REFRIGERATOR-	Brand New
58	2021	Toyota	RAV-4	JTMCB3FVXMD047241		\$36,568.00		Brand New
59	2021	Ford	F-150	1FTFX1E54MFC36976		\$29,623.52		Brand New
60	2021	Ford	F-150	1FTFX1E52MFC36975		\$29,985.52		Brand New
61	2022	Ford	F-450	1FDTF4HN2NDA01424		\$60,094.30		Brand New
62	2022	Ford	F-450	1FDTF4HN4NDA01425		\$60,094.30		Brand New

Doreen McLoughlin

From: Doreen McLoughlin
Sent: Wednesday, May 4, 2022 12:05 PM
To: Doreen McLoughlin
Subject: Yonkers Public Schools Automobile Insurance Renewal July 1, 2022

From: Keenan, Jesse <Jesse.Keenan@cna.com>
Sent: Monday, April 25, 2022 1:28 PM
To: Doreen McLoughlin <dmcloughlin@nhmurray.com>; Moody, James <James.Moody@cna.com>
Cc: Alex Jaroslowsky <ajaroslowsky@nhmurray.com>; Cindy Davis <cdavis@nhmurray.com>; Lacorazza, Jonathan <Jonathan.Lacorazza@cna.com>
Subject: Re: Yonkers Public Schools Automobile Insurance Renewal July 1, 2022

Doreen,

Unfortunately we would not be a market for this type of auto exposure, especially if it ends up being a monoline placement.

Feel free to give me a call to discuss in more detail.

Thanks again,

Jesse Keenan, CPCU, AU-M
Commercial Director - Middle Market
CNA Insurance
125 Broad Street, New York, NY 10004
Mobile: 347-939-9257

Doreen McLoughlin

From: Doreen McLoughlin
Sent: Wednesday, May 4, 2022 12:00 PM
To: Doreen McLoughlin
Subject: Property contacts - Yonkers Public Schools

From: Maguire, Sarah <smaguire@sompo-intl.com>
Sent: Friday, April 22, 2022 1:55 PM
To: Doreen McLoughlin <dmcloughlin@nhmurray.com>
Cc: Cindy Davis <cdavis@nhmurray.com>; Bernardo, Alyssa <abernardo@sompo-intl.com>; Alex Jaroslowsky <ajaroslowsky@nhmurray.com>; Maguire, Sarah <smaguire@sompo-intl.com>
Subject: RE: Property contacts - Yonkers Public Schools

Hi Doreen,

Unfortunately we are not able to offer auto for this occupancy. We can only consider auto for certain industries which include: hospitality, real estate, financial institutions, professional services, life sciences and Asian interest accounts. Sorry we couldn't be of more help! We will certainly keep trying.

Let me know if you need anything else.

Best,
Sarah



Sarah Maguire
Senior Underwriter
Commercial Property

Sompo International
1221 Avenue of the Americas, 19th Floor
New York, NY 10020
Cell (646) 369 6072
Email smaguire@sompo-intl.com
www.sompo-intl.com
py this e-mail.

Doreen McLoughlin

From: Doreen McLoughlin
Sent: Wednesday, May 4, 2022 12:07 PM
To: Doreen McLoughlin
Subject: Yonkers Public Schools-Automobile Insurance

From: Paradis, William (AGCS) <william.paradis@agcs.allianz.com>
Sent: Monday, April 18, 2022 3:28 PM
To: Doreen McLoughlin <dmcloughlin@nhmurray.com>
Cc: Alex Jaroslowsky <ajaroslowsky@nhmurray.com>; Cindy Davis <cdavis@nhmurray.com>
Subject: RE: Yonkers Public Schools-Automobile Insurance

Hello Doreen,

We would not be a market for the automobile or property for this account.

Thanks in advance.

William Paradis

Underwriting Executive - Senior Regional Property Underwriter
HPR Department – Mid Corporation Division
Allianz Global Corporate & Specialty®
28 Liberty Street, 38th floor
New York, NY 10005
USA

Mobile: +1.617.999.6690
Remote Office + 1.603.487.1593
Email: William.Paradis@agcs.allianz.com
www.agcs.allianz.com
Sent from [Mail](#) for Windows

Doreen McLoughlin

From: Doreen McLoughlin
Sent: Wednesday, May 4, 2022 12:09 PM
To: Doreen McLoughlin
Subject: Yonkers Public Schools-Automobile Insurance Need by Date: May 5, 2022

From: Todd Hallett <todd@djcolby.com>
Sent: Friday, April 22, 2022 1:48 PM
To: Doreen McLoughlin <dmcloughlin@nhmurray.com>
Subject: RE: Yonkers Public Schools-Automobile Insurance Need by Date: May 5, 2022

Hanover told me not to send it anymore. I just got declinations from Chubb and Applied Underwriters. I hope to hear from Hartford soon.

Please note our new address below.

Todd Hallett
Principal

D.J. Colby Co., Inc.
45 Broadway, Suite 2150
New York, NY 10006

Phone: 212-962-6555
Direct: 212-937-0024
www.djcolby.com