

May 29, 2024

Village of Mayfield
6622 Wilson Mills Rd.
Mayfield, Ohio 44143

Attn: Ron Wynne, Director of Finance

RE: 2024 Property & Liability Insurance Renewal

Dear Ron:

Enclosed is your 2024 Property & Liability Insurance program renewal. The majority of the Village's program is with Selective Insurance. The Equipment Breakdown Coverage is with C.N.A. and the Crime and Cyber program is with Travelers. This year, we went to the market for your Law Enforcement coverage, due to the non-renewal of your long-time Law Enforcement carrier, Hudson Insurance.

We were able to negotiate an overall premium increase of 11%. This increase includes a 73% increase in the law enforcement line of coverage alone!

The non-renewal of your Law Enforcement coverage with Hudson Insurance is due to Hudson's exiting of the public entity business. Despite being one of the largest writers of Law Enforcement in the country, their cheap pricing could not stand the test of claims. Furthermore, we are told they wrote too much property insurance in the state of Mississippi, ultimately leading to their exit!

The renewal proposal also includes the following exposure changes:

1. Increase in Property Values by 5%
2. Net 1 Additional Vehicle; 62 Total
3. Added Various Equipment

You will note in our proposal, an option to increase your property deductible. We can discuss more in person.

Market Update:

The insurance market is proving to be volatile in this inflationary environment, particularly for those with losses. Inflation (both economic and social) paired with low investment returns leads to more expensive claims and rate increases among carriers. Add in the soaring costs in the reinsurance market and you end up with every carrier demanding premium increases.

Property and Auto losses are at all-time highs due to the increased cost of vehicles, construction, labor and materials. Property rates are currently +18% on average across the US Insurance Market. Auto rates are up on average, +17%.


Trusted Advisors:

In closing, we thank you for your continued confidence in our team and we look forward to another year of service. We've enjoyed working with you all of these years and wish you the very best in your retirement!

We look forward to continuing our service and working with Angela. In the meantime, please let us know if you have any questions.

Sincerely,

Wichert Insurance



Janie L. Geis, CPIA

VILLAGE OF MAYFIELD
July 1, 2024 Renewal
Premium Comparison

	<u>2023-2024</u>		<u>2024-2025</u>	
	<u>Inception</u>	<u>Annualized</u>		<u>Renewal</u>
Property	\$24,313	\$26,344		\$25,283
Inland Marine	8,665	\$8,958		9,012
General Liability	10,718	10,718		10,691
Automobile	46,279	47,891		54,222
Public Officials	7,148	7,148		7,397
Umbrella	20,380	20,380		23,473
Abuse	<u>2,457</u>	<u>2,457</u>		<u>3,686</u>
TOTAL	\$119,960	\$123,896		\$133,764
Law- Hudson	9,127	9,127	<i>Selective</i>	15,860
TOTAL w/ Law	\$129,087	\$133,023		\$149,624
Boiler-C.N.A.	6,038	6,340		6,672
Cyber & Crime	<u>17,240</u>	<u>17,240</u>		<u>17,240</u>
TOTAL PREMIUM	\$152,365	\$156,603		\$173,536

Annualized Changes:

Property and Boiler- Increased values 5%

Automobile- 62 vehicles- net 1 additional

Inland Marine- added equipment