

ROBERT V. REIM COMPANY

INSURANCE CONSULTING
BID MANAGEMENT



SCHOOL INSURANCE NEWSLETTER

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Market Conditions – Finally Some Good News

Last month I indicated a concern about premium and rate increases. TASB RMF just sent a letter to its members stating that they might expect a 4% increase in their Property and Casualty renewals and a 20% decrease in Unemployment Compensation. This minimal adjustment was undoubtedly due to the increase in Member Equity outstripping the effects of Storm URI (Freeze). And the storm damage effect on the Member Equity was due to an intelligent selection of reinsurance retentions (deductibles).

We have seen no other proposals, so we do not have any idea about what other companies are doing.

RFP Checklist

To obtain the best results from the RFP process here is the information that you need:

1. Agent/vendor list of invitees. Develop a list; there is seldom any response to newspaper ads.
2. Copies of current year proposals. Policy copies are not necessary.
3. Loss reports by year and line of coverage for the past five years valued (dated) within six months of the expiration.
4. Premiums by line of coverage for the past five years.
5. Tentative termination letter to current risk pool/interlocal.
6. Property schedule* showing for each building: year built, year update, construction type, square footage, roof material & age, alarm & sprinkler information, building & replacement information.
7. Vehicle schedule* showing district ID number, year, make, model, VIN, passenger capacity and cost new.
8. Equipment schedule* showing same information as vehicles.
9. Narrative describing district, with emphasis on loss prevention, protection and safety. Address large losses and steps that have been taken to prevent such losses in the future.
10. District RFP terms and conditions.

* Be sure to check these schedules with the District's internal departments. In the majority of cases we have seen, schedules provided by agents and companies are not up-to-date.

For a successful RFP allow five months to complete the entire process starting with agent/company assignments and including one month between the coverage expiration and the board meeting.