

## **Marketing Conclusion**

The County's insurance program has been customized with tailored coverage features, retentions and limits.

The coverage terms provided by the Preferred Governmental Insurance Trust are unique and unmatched in the current marketplace specifically in the following areas:

- **Cyber Liability** – Coverage is afforded as part of the Public Officials' / Employment Practices Liability policy. Preferred is the only source for a policy with a \$2M limit and \$25,000 deductible. Typical terms for a county of similar size and exposure are a \$1M maximum limit and a minimum of a \$250,000 deductible.
- **Public Officials' / Employment Practices Liability** – This policy form is occurrence based which is also unique in the market. No other commercial insurer provides this coverage on an occurrence-based policy. An occurrence policy will accept claims years after the policy expires whereas a claims-made policy's coverage ceases at each annual expiration. An occurrence-based form is the broadest available and therefore most favored by risk managers.
- **General and Auto Liability** – Both policies are provided with very low self-insured retentions. General Liability at \$200,000 per occurrence and Auto Liability at \$100,000 per person and \$200,000 per accident. Commercial markets typically offer retentions at \$300,000 minimum for similar risks with most carriers offering terms at a \$500,000 retention.
- Preferred provides the County with these terms on "package" basis with each coverage providing financial support for the other Preferred policies. The resulting rates and terms have proven to be impossible to duplicate in the insurance marketplace.