



# City of North Las Vegas

## Excess Workers' Compensation Insurance Proposal 2021 – 2022

Presented on October 6, 2021 by:

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First Vice President

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## Company Profile

With a history dating back to 1925, Alliant Insurance Services is one of the nation's leading distributors of diversified insurance products and services. Operating through a national network of offices, Alliant offers a comprehensive portfolio of services to clients, including:

- |  |  |  |
|--|--|--|
| <ul style="list-style-type: none"> <li>▪ Risk Solutions</li> <li>▪ Employee Benefits                             <ul style="list-style-type: none"> <li>▪ Strategy</li> <li>▪ Employee Engagement</li> <li>▪ Procurement</li> <li>▪ Analytics</li> <li>▪ Wellness</li> <li>▪ Compliance</li> <li>▪ Benefits Administration</li> <li>▪ Global Workforce</li> </ul> </li> <li>▪ Industry Solutions                             <ul style="list-style-type: none"> <li>▪ Construction</li> <li>▪ Energy and Marine</li> <li>▪ Healthcare</li> <li>▪ Law Firms</li> <li>▪ Public Entity</li> <li>▪ Real Estate</li> <li>▪ Tribal Nations</li> <li>▪ And many other industries</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>▪ Co-Brokered Solutions                             <ul style="list-style-type: none"> <li>▪ Automotive Specialty</li> <li>▪ Energy Alliance Program</li> <li>▪ Hospital All Risk Property Program</li> <li>▪ Law Firms</li> <li>▪ Parking/Valet</li> <li>▪ Public Entity Property Insurance Program</li> <li>▪ Restaurants/Lodging</li> <li>▪ Tribal Nations</li> <li>▪ Waste Haulers/Recycling</li> <li>▪ Business Services                                     <ul style="list-style-type: none"> <li>▪ Risk Control Consulting</li> <li>▪ Human Resources Consulting</li> <li>▪ Property Valuation</li> </ul> </li> </ul> </li> </ul> | <p>The knowledge that Alliant has gained in its more than eight decades of working with many of the top insurance companies in the world allows us to provide our clients with the guidance and high-quality performance they deserve. Our solution-focused commitment to meeting the unique needs of our clients assures the delivery of the most innovative insurance products, services, and thinking in the industry.</p> <p>Alliant ranks among the 15 largest insurance brokerage firms in the United States</p> |
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## Alliant Advantage

	Alliant	Competition
1. Satisfying the insurance needs of business for nearly 90 years.	✓	
2. Privately owned and operated.	✓	
3. A full-service insurance agency for all your business, life and health, and personal insurance.	✓	
4. Representing over 40 insurance companies to provide the best and most affordable coverage.	✓	
5. State-licensed support staff.	✓	
6. Dedicated Certificate of Insurance personnel.	✓	
7. Risk management services to help identify hazards and present options.	✓	
8. Workers' compensation insurance claims management at no additional charge.	✓	

## Your Service Team

**Seth Cole**

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**Sandra Omari**

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## Named Insured / Additional Named Insureds

### Named Insured(s)

City of North Las Vegas

### Additional Named Insured(s)

None

### NAMED INSURED DISCLOSURE

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- The first named insured is granted certain rights and responsibilities that do not apply to other policy named insureds and is designated to act on behalf of all insureds for making policy changes, receiving correspondence, distributing claim proceeds, and making premium payments.
- **Are ALL entities listed as named insureds?** Coverage is **not** automatically afforded to all entities unless specifically named. Confirm with your producer and service team that all entities to be protected are on the correct policy. Not all entities may be listed on all policies based on coverage line.
- Additional named insured is (1) A person or organization, other than the first named insured, identified as an insured in the policy declarations or an addendum to the policy declarations. (2) A person or organization added to a policy after the policy is written with the status of named insured. This entity would have the same rights and responsibilities as an entity named as an insured in the policy declarations (other than those rights and responsibilities reserved to the first named insured).
- Applies to Professional Liability, Pollution Liability, Directors & Officers Liability, Employment Practices Liability, Fiduciary Liability policies (this list not all inclusive). Check your Policy language for applicability. These policies provide protection to the Named Insured for claims made against it alleging a covered wrongful act. Coverage is not afforded to any other entities (unless specifically added by endorsement or if qualified as a "Subsidiary" pursuant to the policy wording) affiliated by common individual insured ownership or to which indemnification is otherwise contractually owed. If coverage is desired for affiliated entities or for contractual indemnities owed, please contact your Alliant Service Team with a full list of entities for which coverage is requested. With each request, include complete financials and ownership information for submission to the carrier. It should be noted, that the underwriter's acceptance of any proposed amendments to the policy, including expansion of the scope of "insureds" under the policy could result in a potential diminution of the applicable limits of liability and/or an additional premium charge.

## Line of Coverage

### Excess Workers' Compensation Coverage

Present Coverage		Proposed Coverage	
<b>INSURANCE COMPANY:</b>	Safety National Casualty Corporation	<b>INSURANCE COMPANY:</b>	Safety National Casualty Corporation
<b>A.M. BEST RATING:</b>	A+ (Superior), Financial Size Category: XV (\$2 Billion or greater) as of October 3, 2019	<b>A.M. BEST RATING:</b>	A+ (Superior), Financial Size Category: XV (\$2 Billion or greater) as of November 11, 2020
<b>STANDARD &amp; POOR'S RATING:</b>	A+ (Strong) as of April 24, 2020	<b>STANDARD &amp; POOR'S RATING:</b>	A+ (Strong) as of March 25, 2021
<b>NEVADA STATUS:</b>	Admitted	<b>NEVADA STATUS:</b>	Admitted
<b>POLICY/COVERAGE TERM:</b>	November 1, 2020 to November 1, 2021	<b>POLICY/COVERAGE TERM:</b>	November 1, 2021 to November 1, 2022
<b>Coverage Form:</b>	Specific Excess Workers' Compensation and Employers' Liability Insurance Agreement - SPWC-0908-A1		
<b>Limits:</b>			
Workers Compensation	Statutory	Statutory	Statutory
Employers Liability Limit	\$ 1,000,000 Per Occurrence	\$ 1,000,000 Per Occurrence	\$ 1,000,000 Per Occurrence
Same Communicable Disease	\$ 50,000,000		
Excess Repatriation Expenses	\$ 50,000 Per Employee	\$ 50,000 Per Employee	
<b>Estimated Annual Payroll:</b>	\$ <b>45,205,686</b>	\$ <b>47,875,577</b>	
<b>Rate per \$100 of Payroll:</b>	\$ 0.3532	\$ 0.3875	
<b>Self-Insured Retention:</b>	\$ 2,000,000 All Other \$ 5,000,000 7710 & 7720	\$ 2,000,000 All Other \$ 5,000,000 7710 & 7720	

## Excess Workers' Compensation Coverage - Continued

	Present Coverage	Proposed Coverage
<b>Endorsement &amp; Exclusions:</b> (including but not limited to)	<ul style="list-style-type: none"> <li>Nevada Service of Process Endorsement(s) If Applicable</li> <li>Maximum Limit of Liability</li> <li>Broad Form All States for Employee Travel</li> <li>Voluntary Compensation Endorsement – Premium Delineation</li> <li>Foreign Voluntary Workers' Compensation and Employers' Liability for Traveling Employees</li> <li>Same Communicable Disease-Specific Excess</li> <li>Blanket Waiver of Subrogation</li> <li>Modified Claims Reporting Duties</li> <li>Self-Insured Retention Per Occurrence</li> <li>Self-Insured Retention Per Occurrence – Police Officers &amp; Drivers</li> <li>Policyholder Disclosure Notice of Terrorism Insurance</li> </ul>	<ul style="list-style-type: none"> <li>Nevada Service of Process Endorsement(s) If Applicable</li> <li><b>REMOVED</b></li> <li>Broad Form All States for Employee Travel</li> <li>Voluntary Compensation Endorsement – Premium Delineation</li> <li>Foreign Voluntary Workers' Compensation and Employers' Liability for Traveling Employees</li> <li><b>REMOVED – Available for additional premium</b></li> <li><b>REMOVED</b></li> <li>Modified Claims Reporting Duties</li> <li>Self-Insured Retention Per Occurrence</li> <li>Self-Insured Retention Per Occurrence – Police Officers &amp; Drivers</li> <li>Policyholder Disclosure Notice of Terrorism Insurance</li> </ul>
<b>Total Cost Excluding TRIA:</b>	Not Applicable	Not Applicable
<b>Total Cost Including TRIA:</b>	\$ 159,666.00 Policy Premium \$ Included TRIA Premium <b>\$ 159,666.00 Total Cost</b>	\$ 185,518.00 Policy Premium \$ Included TRIA Premium <b>\$ 185,518.00 Total Cost</b>
<b>Minimum Earned Premium:</b>	90%	90%
<b>Minimum Premium:</b>	\$ 251,902	\$ 166,966



Excess Workers' Compensation Coverage - Continued

Present Coverage		Proposed Coverage
Policy Auditable:	Yes	Yes
Quote Valid Until:	No Longer Applicable	November 1, 2021
Binding Conditions:	No Longer Applicable	<ul style="list-style-type: none"><li>• A written request to bind coverage.</li><li>• Please provide the number of vehicles for the following departments: Police, Fire and EMT/Ambulance. The vehicle supplement did not provide this detail.</li><li>• Blanket Waiver of Subrogation endorsement has been removed. If you feel endorsement is necessary, please provide the reasoning. How many waiver of subrogation requests does this City of NLV receive?</li><li>• Binding is contingent upon payment being received for all overdue billings.</li><li>• No flat cancellation</li></ul>

See Disclaimer Page for Important Notices and Acknowledgment

## Disclosures

This proposal of insurance is provided as a matter of convenience and information only. All information included in this proposal, including but not limited to personal and real property values, locations, operations, products, data, automobile schedules, financial data and loss experience, is based on facts and representations supplied to Alliant Insurance Services, Inc. by you. This proposal does not reflect any independent study or investigation by Alliant Insurance Services, Inc. or its agents and employees.

Please be advised that this proposal is also expressly conditioned on there being no material change in the risk between the date of this proposal and the inception date of the proposed policy (including the occurrence of any claim or notice of circumstances that may give rise to a claim under any policy which the policy being proposed is a renewal or replacement). In the event of such change of risk, the insurer may, at its sole discretion, modify, or withdraw this proposal, whether or not this offer has already been accepted.

**This proposal is not confirmation of insurance and does not add to, extend, amend, change, or alter any coverage in any actual policy of insurance you may have. All existing policy terms, conditions, exclusions, and limitations apply. For specific information regarding your insurance coverage, please refer to the policy itself. Alliant Insurance Services, Inc. will not be liable for any claims arising from or related to information included in or omitted from this proposal of insurance.**

Alliant embraces a policy of transparency with respect to its compensation from insurance transactions. Details on our compensation policy, including the types of income that Alliant may earn on a placement, are available on our website at [www.alliant.com](http://www.alliant.com). For a copy of our policy or for any inquiries regarding compensation issues pertaining to your account you may also contact us at: Alliant Insurance Services, Inc., Attention: General Counsel, 701 B Street, 6th Floor, San Diego, CA 92101.

Analyzing insurers' over-all performance and financial strength is a task that requires specialized skills and in-depth technical understanding of all aspects of insurance company finances and operations. Insurance brokerages such as Alliant Insurance typically rely upon rating agencies for this type of market analysis. Both A.M. Best and Standard and Poor's have been industry leaders in this area for many decades, utilizing a combination of quantitative and qualitative analysis of the information available in formulating their ratings.

A.M. Best has an extensive database of nearly 6,000 Life/Health, Property Casualty and International companies. You can visit them at [www.ambest.com](http://www.ambest.com). For additional information regarding insurer financial strength ratings visit Standard and Poor's website at [www.standardandpoors.com](http://www.standardandpoors.com).

Our goal is to procure insurance for you with underwriters possessing the financial strength to perform. Alliant does not, however, guarantee the solvency of any underwriters with which insurance or reinsurance is placed and maintains no responsibility for any loss or damage arising from the financial failure or insolvency of any insurer. We encourage you to review the publicly available information collected to enable you to make an informed decision to accept or reject a particular underwriter. To learn more about companies doing business in your state, visit the Department of Insurance website for that state.

## NY Regulation 194

Alliant Insurance Services, Inc. is an insurance producer licensed by the State of New York. Insurance producers are authorized by their license to confer with insurance purchasers about the benefits, terms and conditions of insurance contracts; to offer advice concerning the substantive benefits of particular insurance contracts; to sell insurance; and to obtain insurance for purchasers. The role of the producer in any particular transaction typically involves one or more of these activities.

Compensation will be paid to the producer, based on the insurance contract the producer sells. Depending on the insurer(s) and insurance contract(s) the purchaser selects, compensation will be paid by the insurer(s) selling the insurance contract or by another third party. Such compensation may vary depending on a number of factors, including the insurance contract(s) and the insurer(s) the purchaser selects. In some cases, other factors such as the volume of business a producer provides to an insurer or the profitability of insurance contracts a producer provides to an insurer also may affect compensation.

The insurance purchaser may obtain information about compensation expected to be received by the producer based in whole or in part on the sale of insurance to the purchaser, and (if applicable) compensation expected to be received based in whole or in part on any alternative quotes presented to the purchaser by the producer, by requesting such information from the producer.

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## Other Disclosures / Disclaimers

### FATCA:

The Foreign Account Tax Compliance Act (FATCA) requires the notification of certain financial accounts to the United States Internal Revenue Service. Alliant does not provide tax advice so please contact your tax consultant for your obligation regarding FATCA.

### Claims Reporting:

Your policy will come with specific claim reporting requirements. Please make sure you understand these obligations. Contact your Alliant Service Team with any questions.

## Other Disclosures / Disclaimers - Continued

### Changes and Developments

It is important that we be advised of any changes in your operations, which 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:

- Changes in any operations such as expansion to another states, new products, or new applications of existing products.
- Travel to any state not previously disclosed.
- Mergers and/or acquisition of new companies and any change in business ownership, including percentages.
- Any newly assumed contractual liability, granting of indemnities or hold harmless agreements.
- Any changes in existing premises including vacancy, whether temporary or permanent, alterations, demolition, etc. Also, any new premises either purchased, constructed or occupied
- Circumstances which may require an increased liability insurance limit.
- 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 the system.
- Immediate notification of any changes to a scheduled of equipment, property, vehicles, electronic data processing, etc.
- Property of yours that is in transit, unless previously discussed and/or currently insured.

### Certificates / Evidence of Insurance

A certificate is issued as a matter of information only and confers no rights upon the certificate holder. The certificate does not affirmatively or negatively amend, extend or alter the coverage afforded by a policy. Nor does it constitute a contract between the issuing insurer(s), authorized representative, producer or certificate holder.

You may have signed contracts, leases or other agreements requiring you to provide this evidence. In those agreements, you may assume obligations and/or liability for others (Indemnification, Hold Harmless) and some of the obligations that are not covered by insurance. We recommend that you and your legal counsel review these documents.

In addition to providing a certificate of insurance, you may be required to name your client or customer on your policy as an additional insured. This is only possible with permission of the insurance company, added by endorsement and, in some cases, an additional premium.

By naming the certificate holder as additional insured, there are consequences to your risks and insurance policy including:

- Your policy limits are now shared with other entities; their claims involvement may reduce or exhaust your aggregate limit.
- Your policy may provide higher limits than required by contract; your full limits can be exposed to the additional insured.
- There may be conflicts in defense when your insurer has to defend both you and the additional insured.

***See Request to Bind Coverage page for acknowledgement of all disclaimers and disclosures.***

## Flood Offering

Flooding is a serious threat to both personal and commercial clients. Flooding can happen anywhere, not just zone referred to as high-risk areas (Special Flood Hazard Area). Your Alliant team is ready to explain how it works and the associated costs.

### ■ Basic Facts

Congress created the NFIP in 1968 in response to the rising cost of taxpayer-funded disaster relief for flood victims and the increasing amount of damage caused by floods. The NFIP makes federally backed flood insurance available in communities that agree to adopt and enforce floodplain management ordinances to reduce future flood damage. The NFIP is self-supporting for the average historical loss year. This means that unless there is a widespread disaster, operating expenses and flood insurance claims are financed through premiums collected.

Commercial buildings or residential dwellings owned by commercial entities are considered commercial property. All others are residential dwellings

The [FEMA Summary for Commercial Property](#) and [FEMA Standard Summary of Coverage](#) provides information on the following:

- Types of Flood Insurance Coverage
  - What is a Flood- "a General and temporary condition of partial or complete inundation of two or more acres of normally dry land area" ...
  - Deductibles – various options to meet your financial needs
  - What is Covered and What is Not
  - The valuation of the Property – Actual Cash Value or Replacement Cost
    - **Additional Information**
  - Flood Zones
    - <https://www.fema.gov/flood-zones>
  - Excess Flood Insurance (contact your Producer for additional information)
    - Increased limits over the maximum flood limit provided by NFIP
  - **FEMA Glossary of Flood Terms**  
<https://www.fema.gov/national-flood-insurance-program/definitions>
- 

If you do NOT wish to purchase flood insurance your signature is required below:

Signature:

Date:

Name Printed / Typed:

Company Name:

Date Issued : 10/6/21

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## Optional Coverages

The following represents a list of insurance coverages that are not included in this proposal, but are optional and may be available with further underwriting information.

Note some of these coverages may be included with limitations or insured elsewhere. This is a partial listing as you may have additional risks not contemplated here or are unique to your organization.

- Crime / Fidelity Insurance
- Directors & Officers Liability
- Earthquake Insurance
- Employed Lawyers
- Employment Practices Liability
- Event Cancellation
- Fiduciary Liability
- Fireworks Liability
- Flood Insurance
- Foreign Insurance
- Garage Keepers Liability
- Kidnap & Ransom
- Law Enforcement Liability
- Media and Publishers Liability
- Medical Malpractice Liability
- Network Security / Privacy Liability and Internet Media Liability
- Pollution Liability
- Owned/Non-Owned Aircraft
- Owned Watercraft
- Special Events Liability
- Student Accident
- Volunteer Accidental Death & Dismemberment (AD&D)
- Workplace Violence

## Glossary of Insurance Terms

Below are a couple of links to assist you in understanding the insurance terms you may find within your insurance coverages:

- <http://insurancecommunityuniversity.com/UniversityResources/InsuranceGlossary/FREE.aspx>
- <http://www.ambest.com/resource/glossary.html>
- <http://www.irmi.com/online/insurance-glossary/default.aspx>





# Request to Bind Coverage

City of North Las Vegas

We have reviewed the proposal and agree to the terms and conditions of the coverages presented. We are requesting coverage to be bound as outlined by coverage line below:

Coverage Line	Bind Coverage for:
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Excess Workers' Compensation

☐

Did you know that Alliant works with premium financing companies?  
Are you interested in financing your annual premium?

Yes, please provide us with a financing quote.	No, we do not wish to finance our premium.
<input type="checkbox"/>	<input type="checkbox"/>

*This Authorization to Bind Coverage also acknowledges receipt and review of all disclaimers and disclosures, including exposures used to develop insurance terms, contained within this proposal.*

Signature of Authorized Insured Representative	Date
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Title
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Printed / Typed Name
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**This proposal does not constitute a binder of insurance. Binding is subject to the final carrier approval. The actual terms and conditions of the policy will prevail.**