

Questions and Answers regarding the RFP for Insurance Brokerage Services for the Southwest Risk Management Insurance Cooperative:

Question: Please verify the Loss Summary figures that are noted in the RFP for Insurance Brokerage Services document, page 7, Paragraph IX: Selected Underwriting Data, section B for the year 2013-2014?

Answer: The Reserve column in the chart in Section B: Loss Summary for last five years, for the Policy year, 2013-2014 should read \$563,440, rather than \$783,516 originally noted in the RFP.

The corrected chart is noted below:

Policy Year	Total Paid	Recovery	Reserves	Incurred	Claims
2013-14	\$813,975	\$30,456	\$563,440	\$1,346,957	67
2014-15	\$733,244	\$113,896	\$45,773	\$665,121	47
2015-16	\$392,738	\$12,674	\$20,659	\$400,722	53
2016-17	\$843,110	\$33,369	\$48,327	\$858,068	71
2017-18	\$328,210	\$15,681	\$52,061	\$364,410	60

Question: Does the Risk cooperative currently have either a property or liability Memorandum of Coverage (or similar coverage document) that defines the coverage for its members and which can be utilized as an underlying document to obtain reinsurance coverage in the marketplace?

Answer: We currently follow the Washington Schools Risk Management Pool coverage agreement. We have our own SIR endorsement for our members that has minor modifications to their coverage agreement. We have not created our own coverage agreement.

Question: Does the Risk Cooperative currently have a comprehensive "statement of values" which outlines all assets of each member to include address, GPS coordinates, square footage, number of stories, year built, building description, COPE (construction, occupancy protection, and exposure) data and ISO Construction Class?

Answer: Yes, we do have a comprehensive "statement of values" which includes the information above except the GPS coordinates.

Question: Has the Risk Cooperative had professional appraisals (for insurance purposes) completed to determine the estimated replacement cost of all buildings and contents to be insured for all members? If so, how recently were these appraisals completed?

Answer: Asset Works conducted a building appraisal of all of members in the summer of 2017. We incorporated their building and content values for the 18-19 school year. Asset Works appraisal reports do contain the GPS coordinates.

Question: Does the Risk Cooperative have at least 5 years of "ground up" loss runs available for its liability, property and other coverages?

Answer: Yes, we will be able to provide the loss runs to the selected broker.

Question: Does ESD 112 provide services (e.g. construction services, special ed services, etc.) only to districts within ESD 112 or does it provide services to other districts throughout the state?

Answer: The construction services is provided to other districts outside the ESD112 region. The special education services are also provided to districts outside the ESD112 region.

Question: Are all insurance coverages carried by the Risk Cooperative and identified in the RFP provided through its membership in WSRMP, or are certain coverages arranged independently through other brokers/relationships?

Answer: The lines of coverages identified on page 7, V. B. (1-7) are provided through our membership in WSRMP. The stand-alone policies have been obtained through a broker. The selected broker would also need to obtain the stand alone policies.

Question: What organization currently provides risk services to members of the Cooperative if any? WSRMP, the Cooperative or each individual District?

Answer: The Risk Cooperative provides Risk Services for our members. We also are able to utilize WSRMP Risk Services.

Question: Has the Cooperative had a probable maximum loss (PML) study done recently and if so, what are the projected ground up losses in a 250 year and 500 year earthquake event?

Answer: No

Question: How are claims handled? Internally by the Cooperative, a Third Party Administrator or the WSRMP?

Answer: Internally

Question: Can we get clarification of the interplay between the WSRMP \$1mm SIR and the Risk Cooperative coverages which show lower retentions?

Answer: The Risk Cooperative has a \$250,000.00 SIR. We are a member of WSRMP who has a \$1 Million dollar SIR.

Question: Is the Pool currently using any wholesalers to reach the ultimate carrier?

Answer: No

Question: Are the placements Insurance or reinsurance placements?

Answer: Reinsurance

Question: Is the Pool issuing separate policies for all its members? Are those policies in the name of the Risk Cooperative or WSRMP? Can we get a copy of the MOC?

Answer: The Risk Cooperative follows the WSRMP coverage agreement. We will provide the coverage agreement to the selected broker.

Question: Can we get the Risk Cooperative's latest financial audit and actuarial report?

Answer: It will be provided to the selected broker.

Question: If the Risk Cooperative has undergone an exam by the Washington DOI, can we get a copy of the report?

Answer: The Department of Insurance does not govern Risk Pools in the State of Washington.

Question: What is the typical renewal timetable?

Answer: We collect the exposure date in January. We submit the exposure data the end of February. We receive indications by May. The coverage effective date is 9/1.

Question: When do members have to give notice to leave the Cooperative?

Answer: This question is not relevant to the RFP.

Question: Has notice been given to WSRMP and if not, what is the notice requirement for SWRMIC?

Answer: Yes

Question: Does SWRMIC currently participate in WSRMP SIR Layer or does SWRMIC attach directly to the excess layers?

Answer: We participate in the WSRMP SIR layer.

Question: Has SWRMIC received any "permission" to approach the markets currently participating in WSRMP program that maintain a non-compete?

Answer: No, not at this time.

Question: Does SWRMIC manage their own risk management and claims services or are those services currently provided by WSRMP? If SWRMIC manages these areas, please provide the tools and resources that are currently in use.

Answer: We handle our own claims and have our own loss control staff.

Question: Does SWRMIC currently have a broker relationship if yes, then what services are currently provided?

Answer: We use AJ Gallagher for stand-alone policies.

Question: Is the issuance of certificates of insurances/coverage for third parties a broker task? If so, approximately how many certificates are issued annually?

Answer: We issue the evidence of coverage forms for approximately 150 requests per year.

Question: Should the Risk Cooperative exit from its current insurance program in 2020, go forward how many meetings annually do you foresee the broker's attendance? EC Meetings? Board Meetings?

Answer: 3-4

Question: What extent of training is now being offered by WSRMP & United Educators that would need to be replaced? Please describe the extent of any online based training resources available from the current providers.

Answer: We anticipate the current training resources would be similar to what would be offered by any other re-insurer in this market place.

Question: Does the Risk Cooperative require a completed renewal application from each member? If so, can we obtain a copy of the renewal application to assist with our analysis of your program?

Answer: Yes, the selected broker would be provided a copy.

Question: We understand ESD 112 provides Specialized Transportation Cooperative services to special needs students. Are these transportation services sub-contracted out to a third party? Regarding KWRL, we gather the transportation services are not sub-contracted out, but please confirm. Are the bus transportation operations for the other school districts not in KWRL, sub-contracted out to third parties?

Answer: The ESD 112 Transportation Cooperative is a program of ESD 112. Please refer to our website. KWRL is not subcontracted out.

Question: Does your agency have a common concussion program (protocols) for its football and other contact sports?

Answer: Yes

Question: Can we have a copy of your current Cyber Liability Policy?

Answer: No

Question: How does your agency insure and/or protect itself against liabilities arising out of school support groups (PTOs)?

Answer: PTOs are not members of the Risk Cooperative.

Question: Can we obtain a detailed loss summary by line of coverage, including the value of each loss (if any) which exceeds current retentions/deductibles? (Scrubbed of any identifying information.)

Answer: The selected broker will receive a copy of the loss run.

Question: Can we obtain a copy of the Memorandum of Coverage or other coverage document issued to your members?

Answer: It will be provided to the selected broker.