



OFFICE OF BUSINESS SERVICES

TURNER UNIFIED SCHOOL DISTRICT 202

DOUG POWERS ASSISTANT SUPERINTENDENT OF BUSINESS AND PUBLIC RELATIONS

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Kansas Educational Risk Management Pool Key Talking Points

- **In the Case of Turner USD 202, and Most New KERMP Members, Upfront Cost Savings**
 - KASB, Broker and Administrator Fees are INCLUDED in the KERMP pricing sheet
 - The Annual Disappearing Deductible Funding cost is NOT an annual reoccurring cost. The fund is only replenished up to the amount that was used during the prior policy period, or at the board's direction.
- **Lower Deductibles Across the Program Offering Compared to our Competitors**
 - We believe this to be the case based on our knowledge of what Glatfelter is doing with their renewal quotes for District in Kansas
- **A London backed Cyber Liability Policy @ \$2M/Occurrence; Not a Cyber Deception Endorsement**
 - This price is INCLUDED in the KERMP Pricing Sheet
- **Crisis Response Coverage @ \$500,000/Occurrence**
- **No Cosmetic Damage Exclusions or ACV Valuations on Property Insurances**
- **No Coinsurance Clauses on Property Insurances**
- **Dividend Potential (Averaging 40%)**
 - Surplus of \$1.7M built over the last 5 years (2015-2020) by 22 districts (collected \$3.9M during that span)
 - During the current policy year we collected roughly \$3.6M and have roughly \$2.8M remaining in that fund as of today's date.
- **A Dedicated Claims Administration Team Working on Behalf of KASB/KERMP, NOT the Insurance Company(s)**
- **A Dedicated Loss Control Team who Designs a Custom Plan for Each Member of the Pool**
- **Access to a Group Rates for Appraisals Conducted by the Largest Appraiser of School District in the USA, Duff and Phelps**
- **Financial Backing from 3 of the Largest Insurance Companies in the World (Travelers, EverestRe, Lloyd's of London)**
- **A Customized and Adaptable Coverage Form Designed By and For Kansas Schools**
- **KERMP is a Program Run by Your School District Peers**
 - Currently 7 district representative makeup the program's Board of Director
- **An Endorsement for the Largest School Organization in Kansas (KASB)**
- **Group Insulation in the Event of Catastrophic Losses**
 - As of 12/31, KERMP is insuring somewhere close to \$6.5B of Property Values, 140,000 Students and 3,500 Automobiles
- **The Comfort of Knowing that the District will have Insurance in Years Going Forward, at a Reasonable Cost/Deductible, Should a Large Loss Occur**
 - In the open market, many first-dollar carriers are electing to drop policyholders with large losses as opposed to offering them renewal terms at a higher price