



MONROE COUNTY WATER AUTHORITY

P.O. Box 10999 • 475 Norris Drive • Rochester, N.Y. 14610-0999

Phone: (585) 442-2001 Fax (585) 442-0220

MEMORANDUM

To: Joseph R. Rulison, Chairman, & MCWA Audit Committee Members
From: Amy Molinari, Director of Finance and Business Services
Date: April 28, 2022
Subject: Insurance Premium Renewals for 2022/2023

Listed below is a summary of the renewal insurance premiums for the recommended liability and operational coverage for the period July 1, 2022 through June 30, 2023.

To Be Placed With Broker M&T Insurance Agency, Inc.

<u>Coverage</u>	<u>2021-2022 Actual Premium</u>	<u>2022-2023 Quoted Premium</u>	<u>Change</u>
Package – Underlying Liabilities	323,154.00	385,087.00	
Property	5,421.58	7,411.15	
General Liability TRIA	1,274.00	1,279.00	
Public Officials Liability	25,515.00	26,747.00	
Employment Practices Liability	8,757.00	8,620.00	
Inland Marine	164.00	136.00	
Commercial Auto (NY Motor Vehicle Fee)	1,240.00	1,340.00	
Crime	5,500.00	5,764.00	
Travel Accident	1,000.00	1,000.00	
Difference in Conditions (DIC)	30,031.04	36,319.50	
Pollution (Site)	17,101.30	17,433.36	
Owners & Contractors Protective (OCP)	216.00	216.00	
Umbrella (\$10M)	31,292.00	32,531.00	
Cyber	75,964.48	47,433.96	
Additional Cybercrime/Social Engineering *	0	6,973.34	
Proposal Subtotal	526,630.40	578,294.31	9.81%
Broker Fee	60,000.00	60,000.00	
Proposal Total	\$ 586,630.40	\$ 638,294.31	

Additional Excess Liability Coverage To Be Quoted

<u>Coverage</u>	<u>2021-2022</u>	<u>2022-2023</u>	<u>Change</u>
Excess \$10M x/s \$10M	66,102.00	TBD	
Excess \$15M x/s \$20M	66,542.00	TBD	
Excess \$15M x/s \$35M	28,620.00	TBD	
	161,264.00		

M&T Service Fee Options

<u>Coverage</u>	<u>Year 1 2022-2023</u>	<u>Year 2 2023-2024</u>	<u>Year 3 2024-2025</u>
1-Year Term	\$ 60,000	-	-
3-Year Term	\$ 50,000	\$ 55,000	\$ 60,000

*pending approval from carrier

PROPOSAL

M&T Insurance Agency, Inc.

Insurance Program Proposal

FOR

Monroe County Water Authority

Prepared by

M&T Insurance Agency, Inc.

A SUBSIDIARY OF M&T BANK
PRESENTED APRIL 2022

Anthony Lutrario
Vice President
Senior P&C Producer
*Director of Agency Training &
Development*

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Effective Date - 7/1/22-23

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Executive Summary

Ms. Amy A. Molinari,

We would like to thank you once again this year for allowing M&T Insurance Agency to participate in the Monroe County Water Authority's Request for Proposal for your commercial property and casualty program.

The following is a list of all the policies M&T Insurance Agency has quoted for the Monroe County Water Authority in this proposal.

- Property
- General Liability
- Employee Benefits Liability
- Inland Marine
- Auto Liability/Physical Damage
- Umbrella
- Public Officials Liability
- Employment Practice Liability
- Flood and Earthquake
- Crime
- Pollution Liability
- Travel Accident
- Difference in Conditions (Excess Flood and Earthquake)
- OCP

We wish to extend our thanks to the staff of Monroe County Water Authority for their cooperation, and assistance extended to us during this marketing efforts. M&T Insurance Agency, Inc. looks forward to the opportunity to do business with Monroe County Water Authority.

Sincerely,

Anthony Lutrario

Anthony Lutrario
Vice President
Senior P&C Producer

Agency Capabilities

Loss Control: M&T Insurance Agency provides in-depth safety and consultative services to our clients, aimed at fulfilling their safety and risk management needs. Our goal is to provide professional, quality service designed to meet our client's needs. Service activities are individually tailored to each client and the use of these services is determined by the insured, from one-time visits to meet an "immediate" need, through an ongoing, annual contract where we become an adjunct member of the management team.

Claims: M&T Insurance Agency claim professionals are experienced at management and oversight of all types of claims. From Automobile and Workers Compensation claims to the most complex Professional Lines claims, our claims team has gathered significant claims handling experience while working for and with large insurance carrier partners. Our team provides oversight and guidance to our clients as well as advocacy on your behalf with the adjusters on claim strategy, reserving, and cost mitigation strategies. Our claim professionals also perform a complete initial diagnostic review of your loss history including all open claims, and provide support for claim audits and file reviews. Through this analysis we design and offer solutions because we understand the direct correlation between claim costs, insurance pricing and what is important to you. We believe that a well-rounded, comprehensive, and collaborative approach to claims management yields the best results over time.

Risk Management: M&T Insurance Agency professionals provide risk management recommendations tailored specifically to each client's unique needs. We operate with the belief that sound risk management is built upon an understanding of loss exposures in combination with strong risk control, risk transfer and risk financing techniques. One of the main areas of focus during our Due Diligence Review is to assess the insurance program to determine if it is appropriately aligned with a client's risk management objectives. This includes benchmarking of reasonable and expected cost-of risk transfer within the current marketplace.

Captives: M&T Insurance Agency has an internal division that specializes in insurance captives. Captives have long been used as an alternative to conventional insurance by corporation's electing to retain or self-insure risk. Some of the main benefits of captives are active participation in claims management, customized risk control services, and premiums based on actual expected losses creating more pricing stability from year to year.

Surety Bonding: M&T Insurance Agency's surety professionals work with emerging, small, mid-sized and large construction companies by assisting them to develop financial plans, organization strength and internal systems—designed to help them succeed in today's changing and competitive marketplace. Operating in all 50 states and on six continents, the industries we serve include construction, healthcare, government contractors and real estate developers. At M&T our goal is to provide much more than just surety bond options; we strive to be trusted advisors to our clients.

Group Benefits: M&T Insurance Agency has an internal group benefit division that provides comprehensive employee benefit programs. Whether it's a HMO plan or a complex self-funded plan, M&T has the resources available to provide a complete group benefit solution.

Please contact your M&T representative for more detail on any of the sections outlined above.

Account Management Team

Senior P&C Producer

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Additional Contact Information

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Telephone Number

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(585) 258-8225

24 Hour Claim Number (Daily Administration)

(800) 716-8314

Customer Service Inbox

CLService@mtb.com

Claims Service Inbox

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Account Management Team

Sales Executive:

The Sales Executive is responsible for the overall strategy and performance of your insurance and risk management program. The Sales Executive collaborates with the Account Executive and other service team members to identify, mitigate, and transfer risk. The Sales Executive works jointly with you to build a shared strategy around insurance solutions and risk management services to help you manage risk in the most efficient and cost effective manner possible.

Account Executive:

The Account Executive is the lead service team member responsible for the execution and delivery of the insurance brokerage and service strategy. The Account Executive coordinates with both internal and external resources to ensure all client service expectations are being met and that we are effectively helping you manage risk by providing proactive guidance and counsel. The Account Executive works closely with the Account Manager, as well as our Claims and Safety Management consultants, to ensure service projects are completed in a timely manner.

Account Manager:

The Account Manager is responsible for ensuring that daily service tasks are completed in a timely manner. This individual will perform and/or coordinate tasks such as certificates of insurance, auto ID cards, policy change requests, and other general policy management or customer service issues/questions that may arise.

Claims Representative:

The Claims Representative is responsible for any claim-related matter requiring escalation. This individual will participate in claim reviews between the Client and MTIA as well as reviews between MTIA and insurance carriers. The Claims Representative will be responsible for providing oversight and guidance on your claims as well as advocacy on your behalf with the adjusters on claim strategy, reserving and cost mitigation strategies.

Safety Management Consultant:

The Safety Management Consultant is responsible for the administration of loss control and risk management services as well as implementing and monitoring programs to assist our clients with reducing both frequency and severity of losses while also remaining compliant with governmental safety and health requirements.

Marketing Strategy

M&T Insurance Agency's (MTIA) overall marketing objective, with respect to insurance placement, is to make certain that each client is fitted with a program that provides necessary coverage and is placed with a stable and responsive carrier in a cost efficient manner. This includes effectively matching the level of risk retention in the insurance plan with the level of risk tolerance (or risk aversion) that is unique to each client.

Unlike taking the typical approach and offering submissions to a multitude of markets, MTIA takes a more directed approach to the insurance marketplace. Our deep carrier relationships, combined with an in-depth understanding of each carrier's capabilities, allows us to select markets that are the most likely to fit the criteria described above.

After the market selections are refined to only those that are likely to be viable players, MTIA will construct a detailed submission that outlines the terms and conditions that the carrier needs to meet in order to produce an appropriate insurance proposal. This includes an outline of necessary coverage requirements within a narrow price range that the carrier must achieve. Both cost and coverage terms are dictated to the carrier at inception of the marketing process, rather than allowing the carrier to dictate coverage and cost.

Named Insureds

- Monroe County Water Authority

Property

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

PROPERTY COVERAGE PART			
Insured:	Monroe County Water Authority	State:	NY
Covered Locations:	Per Statement of Values: Blanket coverage applies unless otherwise noted		
Coinurance:	90%		
Valuation:	Replacement Cost/Agreed Value	Form:	Special Form (including theft)

LIMITS	DEDUCTIBLE	COVERAGES (All coverage listed below applies per occurrence.)
\$472,146,300	\$50,000	Buildings - \$400,000,000 **Loss Limit Applies**
Included	Per Policy Deductible	Business Personal Property
Included in Building Limit	\$50,000	Pump and Lift Stations
\$10,000,000	1.00%	Earthquake (A percentage deductible applies separately to each building or contents limit not to exceed \$50,000)
\$10,000,000	\$100,000	Flood (Zone C and X (Unshaded), X500, B and X (Shaded))
Not Quoted	N/A	Named Storm Deductible – Minimum Deductible of N/A
Included in Building Limit	Per Policy Deductible	Equipment Breakdown

PUBLIC ENTITY ADDITIONAL COVERAGES AND COVERAGE EXTENSIONS

LIMITS	DEDUCTIBLE	ADDITIONAL COVERAGE	
Included in Building Limit	Per Policy Deductible	Collapse -Abrupt collapse of a building or covered property. ISO Causes of Loss – Special Form	
25% of direct physical loss of or damage to covered property plus the deductible in the policy applicable to that loss or damage.	Per Policy Deductible	Debris Removal - We will pay for your expense to remove debris of Covered Property caused by or resulting from a Covered Cause of Loss that occurs during the policy period. The expenses will be paid only if they are reported to us in writing within 180 days .	
\$300,000 Per Location/Per Occurrence	Per Policy Deductible	Additional Debris Removal Expense – eligible if one or both of the explained circumstances apply.	
\$50,000	No Deductible	Fire Department Service Charge - Provides coverage for your liability for fire department service charges when the fire department is called to save or protect your covered property.	
\$250,000	Per Policy Deductible	Pollutant Clean up and Removal - During each separate 12 month period	
\$250,000 Per Occurrence	\$500 Deductible	Accounts Receivable (Per Occurrence Premises Limit)	
\$15,000 per animal	\$500 Deductible	Animal Mortality	Coverage is provided for loss caused by the death or destruction of your animals used for police department canine or equestrian patrol. \$100,000 annual aggregate
Included in Business Personal Property Limit	Per Policy Deductible	Building Glass - Tenant	
Included in the Building Limit	Per Policy Deductible	Building Ordinance or Law Coverage	Coverage A (Undamaged Building Coverage)
	Per Policy Deductible		Coverage B (Demolition)
\$1,000,000 per building/per loss	Per Policy Deductible		Coverage C (Increased Cost of Construction)

Property

LIMITS	DEDUCTIBLE	ADDITIONAL COVERAGE
\$10,000,000 per occurrence	Per Policy Deductible	Business Income and Extra Expense – Including Relocation Expenses and Costs to Equip and Operate the Replacement or Temporary Location, Civil Authority, Alterations and New Buildings, Extended Business Income up to 60 days, Interruption of Computer Operations and Food Contamination. Includes Expediting Expense and Services Interruptions
\$100,000	Per Policy Deductible	Food Contamination (Annual Aggregate Limit of Insurance)
\$100,000		Newly Acquired Location (Limit of Insurance Per Occurrence)
\$100,000		Utility Services Time Element (Limit of Insurance Per Occurrence)
\$100,000		Sales Tax Revenue Loss (Limit of Insurance Per Occurrence)
Increased Period to Comply with Ordinance or Law	No Deductible	Period of Restoration
\$50,000 any one occurrence	Per Policy Deductible	Electrical Utility Service Interruption – Direct Damage
\$10,000 Per Item \$100,000 Per Loss	\$500 Deductible	Fine Arts - Per Item and Per Loss Limit
\$25,000 annual aggregate	Per Policy Deductible	Fire Protective Device Recharge
Included in Building Limit	Per Policy Deductible	Foundations, Underground Pipes, Flues or Drains within 1,000 feet of described premises
\$100,000 any one occurrence \$5,000 maximum per item	\$500 Deductible	Grounds Maintenance Equipment
\$25,000 per occurrence	No Deductible	Inventory Costs, Preparation of Claim
\$2,000,000 each building \$1,000,000 contents	Per Policy Deductible	Newly Acquired or Constructed Property - Each Building Limit/Contents Limit
\$20,000	Per Policy Deductible	Non-Owned Detached Trailers
\$250,000 per location per occurrence	Per Policy Deductible	Outdoor Property (specific perils) - includes but not limited to Fences, Park Benches, Flagpoles, Communication Towers, Golf Course Greens, etc.
\$100,000 per loss	Per Policy Deductible	Paved Surfaces (limited perils)
\$25,000 each described premises	Per Policy Deductible	Personal Effects and Property of Others
\$100,000 per occurrence	\$500 Deductible	Portable Audio Visual and Communications Equipment
\$100,000	\$500 Deductible	Portable Emergency Response Equipment
\$100,000 per occurrence	\$500 Deductible	Portable Equipment Used in Your Law Enforcement Operations and Your Public Safety Operations
1,000 Ft.	Per Policy Deductible	Premises Boundary Increase Distance
\$100,000 per Occurrence	Per Policy Deductible	Property Off-Premises Including Transit (including property at fairs, trade shows and exhibitions)
\$500,000 per occurrence	Per Policy Deductible	Sewer Backup
\$100,000 each described premises	Per Policy Deductible	Theft of Building Materials and Supplies
\$100,000 per occurrence	\$500 Deductible	Traffic Lights, Traffic Signs, Parking Meters, Fire Hydrants, Guard Rails, Bus Shelters
\$350,000 each described premises	\$500 Deductible	Valuable Papers and Records (Other than Electronic Data) 1,000 feet of described premises

Property

New Endorsement:

Maximum Loss Limit of Insurance: \$400,000,000

This endorsement modifies insurance provided under the following:

**COMMERCIAL PROPERTY COVERAGE PART
COMMERCIAL PROPERTY COVERAGE PART SUPPLEMENTAL DECLARATIONS
BUSINESS AND PERSONAL PROPERTY COVERAGE FORM
COMMERCIAL PROPERTY CONDITIONS**

A. The following is added to the Commercial Property Coverage Part Supplemental Declarations:

Maximum Loss Limit of Insurance: **\$400,000,000**

B. The following is added to Section **C.** Limits of Insurance of the Business And Personal Property Coverage Form:

The most we will pay in any one occurrence for all loss, damage, cost, or expense covered under this Commercial Property Coverage Part is the Maximum Loss Limit of Insurance shown in Section **A.** of this endorsement.

All other Limits of Insurance contained within the Commercial Property Coverage Part Declarations, Coverage Forms, Schedules and endorsements apply within and not in addition to the Maximum Loss Limit of Insurance.

C. The following is added to Section **G.** Other Insurance of the Commercial Property Conditions:

Other insurance that is purchased as insurance in excess of the Limit(s) of Insurance under this Commercial Property Coverage Part will not affect the coverage provided under this policy.

All other terms, conditions, provisions and exclusions of this policy remain the same.

General Liability

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

General Liability

Line of Business	Limit	Aggregate	Deductible	Trigger
General Liability	\$1,000,000	\$3,000,000	\$10,000	Occurrence
Damage to Property Rented to You	\$1,000,000 (any one premises)	Included	\$10,000	Occurrence
Medical Benefits	\$10,000 (any one person)	Included	N/A	Occurrence
Personal & Advertising Injury	\$1,000,000 (any one person or organization)	Included	\$10,000	Occurrence
Products Completed Operations	\$1,000,000	\$3,000,000	\$10,000	Occurrence
Employee Benefits Liability	\$1,000,000	\$3,000,000	\$1,000	Occurrence

General Liability

General Liability Coverage Part	
Limits	Coverage Enhancement
\$1,000,000	Sexual Abuse/Molestation Limit - \$10,000 Retention
\$1,000,000	Sexual Abuse/Molestation Aggregate
Included	Broad Governmental-Specific Definition of Insured
Included	Employees/Volunteers as Insureds
Included	Watercraft Liability (up to 51 feet)
Included	EMT, Paramedic & Nurses Liability
Included	Good Samaritan Liability
Included	Herbicide / Pesticide Application
Included	Host Liquor Liability
Included	Broadened Contractual Liability
Included	Limited Contractual Liability for Personal Injury
Included	Broadened Property Damage Liability
Included	Broadened Pollution for Municipal Exposures (including herbicides/ pesticides, swimming pool maintenance, water and sewer operations, salt)

For water-related entities, the following may also be provided if purchased:

Limits	Coverage Enhancement
\$1,000,000	Failure to Supply
Included	Pollution exceptions for Potable Water Operations
Included	Use of Chemicals, Gas or Propane in your Water Operations
Included	Escape or Back-up from the Treatment Facility or Insured's Piping
Included	Elimination of Asbestos and Lead Exclusion wording relating to Potable Water

General Liability

Exclusions

GENERAL:	Asbestos, Lead, Silica, Nuclear, Nuclear Hazard, Pollution, Fungi/Bacteria, Electromagnetic Radiation, Communicable Disease, War and Military Action, Nuclear Device Detonation, Pathogenic or Poisonous Biological or Chemical Materials, Violation of Economic or Trade Sanctions.
GENERAL LIABILITY:	Exclusions as stated on the Commercial General Liability Coverage Form including but not limited to: Dams, Aircraft, Airport, Mold, Pollution, Asbestos (except as provided for in the Water Enhancement Endorsement), Lead Contamination, Silica, Electronic Data, Electronic Vandalism, Employers Liability (Stop Gap), Law Enforcement, Securities, Underground Storage Tanks, Workers Compensation. Policy excludes fireworks; however, the exclusion can be deleted on a display by display basis supported by the date of display and a copy of the contract with the pyrotechnic company for review.

Inland Marine

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

INLAND MARINE COVERAGE PART		
Insured:	Monroe County Water Authority	State: NY
VALUATION: SEE ATTACHED INLAND MARINE SCHEDULE		
LIMITS	DEDUCTIBLE	COVERAGE
Contractor's Equipment - Provides coverage for Contractors' Equipment and machinery that you own and for property of others for which you are liable.		
\$1,725,637	\$1,000	Scheduled Limit
Not Covered	N/A	Unscheduled Limit- \$5,000 Maximum Any One Item
\$10,000	\$1,000	Rental Reimbursement (Rental Expense)
\$24,999	\$1,000	Employee Tools- \$5,000 Maximum Any One Item
\$250,000	\$1,000	Contractor's Equipment - Leased or Rented From Others
Not Covered	N/A	Contractor's Equipment - Borrowed
Electronic Data and Media		
Not Covered	N/A	Scheduled Limit
Not Covered	N/A	Unscheduled Limit- \$5,000 Maximum Any One Item
Portable Emergency Response Equipment		
Not Covered	N/A	Scheduled Limit
Not Covered	N/A	Unscheduled Limit- \$5,000 Maximum Any One Item
Special Floater		
\$250,000	\$1,000	Unscheduled Limit: Miscellaneous Property & Equipment- \$5,000 Maximum Any One Item
Not Covered	N/A	Scheduled Limit

Automobile

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

Line of Business	Limit	Aggregate	Deductible	Trigger
Auto Liability	\$1,000,000	CSL	None	Accident
See Exhibit B				
Personal Injury Protection (KY, NY, PA)	Included	N/A	N/A	Accident
Medical Payments (except KY)	\$10,000	N/A	N/A	Accident
Uninsured Motorist	\$1,000,000	N/A	N/A	Accident
Underinsured Motorist	\$1,000,000	N/A	N/A	Accident
Hired Auto Liability	\$1,000,000	N/A	N/A	Accident
Non-Owned Auto Liability	\$1,000,000	N/A	N/A	Accident
Auto Physical Damage – ACV** see automobile highlights				
Comprehensive	As per schedule	N/A	\$1,000	Accident
Collision	As per schedule	N/A	\$1,000	Accident
Hired Auto Physical Damage Comp	\$50,000	N/A	\$100	Accident
Hired Auto Physical Damage - Collision	\$50,000	N/A	\$500	Accident
Rental Reimbursement	Included	N/A	N/A	Accident
Towing (Private Passenger)	Included	N/A	N/A	Accident

\$50,000 of PIP included, \$100,000 APIP, and \$25,000 OBEL included

Exclusions

BUSINESS AUTO/ BUSINESS AUTO PHYSICAL DAMAGE:	Exclusions as stated on the Business Auto Coverage Form, including but not limited to Racing, and the Business Auto Physical Damage Coverage Form.
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Automobile

New York Commercial Automobile See Schedule of Vehicles		Number of Vehicle Units Quoted 170
Limits	Coverage	
Included	Employees and Volunteers as Insureds	
Not Included	Mutual Aid	
Not Included	Supplemental Spousal	
Included	Fellow Employee Coverage	

Highlights - Automobile Physical Damage****Replacement Cost for certain vehicles vs current Actual Cash Value (Form # U-CA-161-A)**

All "autos" 10 model years old or newer with a gross vehicle weight (GVW) of 10,001-80,000 pounds shown as medium, heavy or extra-heavy in the schedule of covered "autos" on file with the company as covered on a replacement cost basis.

Public Officials Liability

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

Public Officials

Line of Business	Limit	Aggregate	Deductible	Trigger
Public Officials Liability Retroactive Date: 7/1/2000 See Exhibit C	\$1,000,000	\$1,000,000	\$50,000	Claims Made
Non-Monetary	\$25,000	\$25,000	N/A	Claims Made
Crisis Management	\$5,000	\$5,000	N/A	Claims Made

Please Note: Zurich can reduce the Public Officials Liability and Employment Practice Liability deductibles to \$10,000 for an additional premium. Please let us know if you would like us to quote.

Public Officials Liability
Coverage Features:
Claims Made and Reported Form
Defense in Addition to Limit
Sublimit for Defense for Non-Monetary claims
Modified Consent to Settle Clause with hammer clause at only 50% participation
Includes a broad definition of Loss including: Punitive Damages, Exemplary Damages or Multiple Damages , where insurable under applicable law. Most favorable jurisdiction wording applies.
Civil Rights coverage is provided.
Crisis Event coverage for public officials is provided.

Exclusions

PUBLIC OFFICIALS:	Exclusions as stated on the Public Officials Liability Insurance Policy, including but not limited to: Distribution of Material in Violation of Statutes; Electronic Data; Electric Vandalism; Eminent Domain/Inverse Condemnation; Fiduciary, Financing, Taxes; Fines and Penalties; Fraudulent or Dishonest Acts; Maintain Insurance; Non-Monetary; Professional Services; Prior Notice, Pending or Prior Legal Action; Violations of Laws; Workers Compensation; Securities.
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Employment Practices Liability

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

Line of Business	Limit	Aggregate	Deductible	Trigger
Employment Practices Liability Retroactive Date: 7/1/2000	\$1,000,000	\$1,000,000	\$50,000	Claims Made

Wage and Hour coverage is included at \$50,000

Employment Practices Liability
Coverage Features:
Claims Made and Reported Form
Defense in Addition to Limit
Third Party Discrimination Liability is included (harassment provided)
Civil Right coverage is provided
Crisis Event Coverage is provided
Business invitee (Third Party) Liability covering Emotional Distress, Sexual Harassment, Discrimination and other allegations
Broad definition of Claim including coverage for regulatory proceedings, arbitration hearings and EEOC hearings, subject to exclusions
Includes a broad definition of Loss including: Punitive Damages, Exemplary Damages or Multiple Damages , where insurable under applicable law. Most favorable jurisdiction wording applies.

Exclusions:

EMPLOYMENT PRACTICES:	Exclusions as stated on the Employment Practices Liability Insurance Policy, including but not limited to: Fiduciary, Employee Benefits, Fraudulent or Dishonest Acts, Labor Disputes, Maintain Insurance, Non-Monetary, Prior Notice, Prior or Pending Legal Action, Violation of Laws, Wage and Hour Law, Workers Compensation.
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\$10M Lead Umbrella**Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV**

Line of Business	Limit	Aggregate	Deductible	Trigger
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Umbrella	\$10,000,000	\$10,000,000	\$10,000 SIR	Follows Underlying
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Endorsements:

- Employee Benefits Liability Follow Form
- Employers Liability Exclusion
- Employment Practices Liability Follow Form
- Failure To Supply Follow Form
- Public Officials Errors and Omissions Follow Form
- Special Events Follow Form
- Asbestos Follow Form
- Lead Follow Form

Flood and Earthquake

Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV

\$10,000,000	\$100,000	Flood (Zone C and X (Unshaded), X500, B and X (Shaded))
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\$10,000,000	1.00%	Earthquake (A percentage deductible applies separately to each building or contents limit not to exceed \$50,000)
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Exclusions

PROPERTY	<p>Exclusions as stated on the Building and Personal Property Coverage Form. Flood does not apply to any location(s) situated in a "special flood coverage area" as determined by the Federal Emergency Management Agency (FEMA). These areas are currently designated by FEMA as zones A, AE, AO, AH, A1- A30, A99, AR, AR/AE, AR/AO, AR/A1-A30, AR/AH, AR/A,V, V1-V30, VE, VO, X500, XFUT, B, XB, and X500 and on a FEMA Flood Rate Map, shaded X. Any area later designated by FEMA as a "special flood coverage area" at the time of a Covered Cause of Loss is also subject to this limitation. Any area removed by FEMA from a "special flood coverage area" designated at the time of a Covered Cause of Loss is not subject to this limitation.</p>
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Crime Coverage

Insurance Company: The Hanover Insurance Company

Coverage	Limit	Deductible
Employee Theft	\$4,000,000	\$15,000
Employee Theft – Per Employee Coverage	Not Covered	Not Covered
Forgery or Alteration	\$250,000	\$5,000
Inside the Premises – Theft of Money & Securities	\$25,000	\$1,000
Inside the Premises – Robbery or Safe Burglary of Other Property	\$25,000	\$1,000
Outside the Premises	\$25,000	\$1,000
Computer Fraud	\$4,000,000	\$15,000
Funds Transfer Fraud	\$4,000,000	\$15,000
Money Orders and Counterfeit Money	\$1,000,000	\$10,000
Destruction of Electronic Data	\$100,000	\$1,000
Funds Transfer – False Pretenses Coverage	\$100,000	\$25,000

Coverage Notes:

- Include Designated Person Required to Have Knowledge of Loss (Discovery Form)
- Faithful Performance of Duty Coverage for Government Employees:
Employee Theft per Loss Coverage Limit \$1,000,000
- Include Specified Non-Compensated Officers as Employees
- Include Volunteer Workers Other Than Fund Solicitors As Employees
- Include Treasurers or Tax Collectors as Employees
- Include Expense Incurred to Establish Amount of Loss
- ERISA Rider Endorsement
- Add Credit, Debit or Charge Card Forgery: Limit \$1,000,000
 - Includes written instruments required in conjunction with any credit, debit or charge card issued to you or any "employee" for business purposes

POLLUTION (SITE POLLUTION)**Carrier: Ascot Specialty Insurance Company (Non-Admitted)****Coverage: Prime Pollution Liability**

	Option 1	
Coverage	Limit:	Deductible:
Coverage A Covered Location Pollution Liability	\$1,000,000	\$25,000
Coverage B Miscellaneous Pollution Liability	\$1,000,000	\$25,000
Coverage C Emergency and Crisis Management Costs	\$1,000,000	\$25,000
Coverage D Business Income and Extra Expense	Not Purchased	72 Hour Waiting Period
Policy Aggregate	\$1,000,000	N/A

Policy Premium (Excluding TRIA)	\$16,800
Taxes (3.6%)	\$604.80
Stamping Fee (.17%)	\$28.56
Total	\$17,433.36
Minimum Earned Premium	100%
Policy Term	1 Year

POLLUTION (SITE POLLUTION)**Schedule of Forms and Endorsements:**

Name	Form Number – Edition Date
Claims & Notice Reporting	EN AL PN 01 01 20
Prime Coverage Form	EN PR 00 01 04 20
Cap on Losses from Certified Acts of Terrorism and Exclusion of Other Acts of Terrorism	EN AL 10 02 04 19
*Drinking Water Exclusion	EN AL 10 37 07 21
**Sewer or Drain Exclusion	EN PR 10 50 08 21
PFAS Exclusion	EN PR 10 51 08 21

Exclusions:

***Back Up of Sewer or Drains Exclusion:** Sewer back up is covered under the General Liability and Excess lines of business and not intended to be covered under the Pollution policy.

****Contaminated Drinking Water Exclusion:** Product pollution coverage for potable water is not included, this endorsement ensures the language in the policy reflects the carrier's intent.

Policy Coverage Highlights (if not amended by endorsement):

- Blanket Covered Locations (no scheduling required).
- Pollution coverage is on a full preexisting basis (no retro date) for on and off site bodily injury, property damage and environmental damage.
- Covered Locations includes NODS and Divested Locations.
- Business Income is included with a 72 hour waiting period. There is no waiting period for extra expenses.
- Newly Acquired locations are automatically included for Time-Element Pollution Events for 180 days.
- Pollution during Transportation and Scheduled Contractors Pollution is provided on an occurrence basis worldwide.
- Emergency Costs include crisis management costs and are included on a no fault basis.
- All Defense Expense is outside of the limit of insurance.

TRAVEL ACCIDENT

Carrier: Gerber Life Insurance Company is A.M. Best rated A (Excellent)

ACN is the national underwriting manager and administrator for Gerber Life Insurance Company's employer-group AD&D products. Gerber Life Insurance Company is A.M. Best rated A (Excellent).

Class

- 1 All active full-time salaried employees of the Policyholder, working a minimum of 30 hours per week, domiciled in the United States.**
- 2 All active full-time hourly employees of the Policyholder working a minimum of 30 hours per week, domiciled in the United States.**

Plan Design

Class	Principal Sum	Hazards	Benefits
1	\$200,000	G-9, G-25, G-27	F-3, F-5, F-18, F-19, F-21
2	\$100,000	G-9, G-25, G-27	F-3, F-5, F-18, F-19, F-21

Hazard Description

G-9	24-Hour All Risk Accident Protection - Business Only	
G-25	Private Passenger Automobile Seat Belt Accident Protection	10% to \$25,000
G-27	Private Passenger Automobile Air Bag Accident Protection	10% to \$25,000

Benefit Description

F-3	Accidental Death, Dismemberment, and Paralysis Benefit	
F-5	Rehabilitation Benefit	\$250 per month for up to 6 months (not contingent upon actual expenses incurred)
F-18	Therapeutic Counseling Benefit	\$250 per month for up to 6 months (not contingent upon actual expenses incurred)
F-19	Adaptive Home and Vehicle Benefit	10% to \$25,000
F-21	Surgical Reattachment Benefit	

Amendments

- N-1** Newly Acquired Company or Corporation
N-8 OFAC (Office of Foreign Assets Control) Notice

Aggregate Limit(s) of Indemnity

\$2,000,000 Per Accident

Difference and Conditions (Excess Flood and Earthquake)

Carrier: Insurer Arch Specialty Insurance Company - Non-Admitted Carrier

AM Best Rating: A+ Standard & Poor's Rating: A+

Valuation: Replacement Cost with respect to Real and Business Personal Property

Co-Insurance: NIL with respect to Real and/or Personal Property

Policy Premium	\$35,000
Taxes (3.6%)	\$1,260
Stamping Fee (.17%)	\$59.50
Total	\$36,319.50

Limit of Liability

**100% Program Limit
(all layers)** \$15,000,000
(Ground Up – Per Occurrence)

Arch Participation 100.0000% being \$5,000,000 Per Occurrence and Annual Aggregate part of \$5,000,000 excess of \$10,000,000 Per Occurrence and Annual Aggregate and excess of deductibles Per the Schedule of Values and Locations on file with the Company

100% Program Sub-limits All sub-limits shown below are the 100% program sub-limits which apply on a ground-up basis over all participating layers of insurance. Arch Specialty Insurance Company's participation, if any, in such sub-limits shall be in proportion to Arch Specialty Insurance Company's participation in the overall limits for this account, as detailed in the Participation Section above. Sub-limits are part of and not in addition to the 100% Program Limit shown above and are per occurrence unless otherwise indicated.

It is hereby understood and agreed that the following locations on file with the Company are not covered under this policy for the peril of Flood:

4580 EAST HENRIETTA ROAD, HENRIETTA, NY 14467
 631 EDGEMERE DRIVE, GREECE, NY 14626
 639 EDGEMERE DRIVE, GREECE, NY 14626
 243 MAIN ROAD, PEMBROKE, NY 14036
 90 BARCHAN DUNE RISE, VICTOR, NY 14564
 119 FISHER ROAD, VICTOR, NY 14564
 1313 STATE ROUTE 444, VICTOR, NY 14564
 7683 WALKER ROAD, PAVILION, NY 14525
 7980 CLINTON STREET ROAD, BERGEN, NY 14416
 0 MOSELEY ROAD (N OF COLONIAL CIRCLE), PERINTON, NY 14450
 1332 MAIN ROAD, PEMBROKE, NY 14036
 201 BENSON ROAD, VICTOR, NY 14564
 131 BAKER ROAD, VICTOR, NY 14564
 1535 ROUTE 444, VICTOR, NY 14564
 701 HIGH STREET, VICTOR, NY 14564
 8100 NEWCO DRIVE, HAMLIN, NY 14464
 104 ALLEGHANY ROAD, CORFU, NY 14036

Deductibles

\$10,000,000 attachment point, plus underlying deductible(s)

Coverage

Coverage Territory	The United States of America (Including its territories and possessions) and Puerto Rico
Location(s) Covered	As per schedule on file received on 03/31/2022
Covered Perils	Difference In Conditions Including Flood and Earthquake subject to policy terms, conditions, and exclusions
Covered Property	Real Property Business Personal Property

Applicable Policy Forms

Form Number	Form Name
06 EXP0001 33 08 16	NEW YORK – COMMERCIAL PROPERTY DECLARATIONS (ASIC)
00 ML0012 00 01 03	SCHEDULE OF FORMS AND ENDORSEMENTS
06 ML0002 00 12 14	SIGNATURE PAGE (ARCH SPECIALTY)
00 EXP0009 00 11 14	MINIMUM EARNED PREMIUM CLAUSE – PERCENTAGE 35%
00 EXP0091 00 11 03	COMMON POLICY CONDITIONS
00 ML0003 00 04 12	SERVICE OF SUIT
06 CP0002 00 03 08	CLAIMS HANDLING PROCEDURES (Arch Specialty Ins. Co.)
00 EXP0125 00 06 06	TOTAL TERRORISM EXCLUSION
00 ML0065 00 06 07	U.S. TREASURY DEPARTMENT'S OFFICE OF FOREIGN ASSETS CONTROL ("OFAC")
00 EXP0078 00 01 16	OCCURRENCE LIMIT OF LIABILITY ENDORSEMENT
00 EXP0003 00 08 14	EXCLUSION AND LIMITED ADDITIONAL COVERAGE FOR FUNGUS
00 EXP0189 00 02 15	ASBESTOS MATERIAL REMOVAL LIMITATION
00 EXP0004 00 08 15	ELECTRONIC DATA LOSS OR DAMAGE - EXCLUSION
00 EXP0192 00 03 15	EXCLUSION OF LOSS DUE TO VIRUS OR BACTERIA
00 EXP0225 00 03 21	APPRAISAL
00 PRP0042 00 06 15	POLLUTION AND CONTAMINATION EXCLUSION ENDORSEMENT
06 EXPS001 00 08 18	EXCESS PHYSICAL DAMAGE SCHEDULE
00 EXP0008 00 11 14	DROP DOWN ENDORSEMENT (EARTHQUAKE AND/OR FLOOD, ONLY)
00 ML0207 00 11 03	-RESTRICTED COVERAGE ENDORSEMENT. IT IS UNDERSTOOD AND AGREED THAT THIS POLICY EXCLUDES ALL RISK PERILS WITH THE EXCEPTION OF THE PERILS OF FLOOD AND EARTHQUAKE
00 EXP0184 00 11 14	EXCESS PROPERTY FOLLOWING FORM COVERAGE PART

Cancellation: 30 Days except 10 days as respects Non-Payment of Premium

Minimum Earned Premium: 35%

OCP**Carrier: Zurich American Insurance Company (Admitted Paper) AM Best Rating A+ XV****General Liability**

Coverage	Limit
Per Occurrence	\$1,000,000
General Aggregate	\$2,000,000

Cyber

Insurance Company: Houston Casualty Company (non-admitted – Am Best rating “A++” Superior)

Coverage	Sublimit	Retention	Aggregate Limit of Liability
Aggregate Limit of Liability			\$5,000,000
Security and Privacy Liability Coverage	\$5,000,000	\$50,000	
Multimedia Liability Coverage	\$5,000,000	\$50,000	
Privacy Regulatory Defense and Penalties Coverage	\$5,000,000	\$50,000	
Breach Event Costs Coverage (1 st party expenses)	\$5,000,000	\$50,000	
System Failure Coverage	\$5,000,000	\$50,000	
PCI DSS Fines (Credit Card coverage)	\$5,000,000	\$50,000	
Defense and Notification Expenses	Inside the Limit	\$50,000	
Bricking	\$5,000,000	\$50,000	
Cyber Crime/Social Engineering	\$100,000	\$50,000	
TCPA Defense	\$50,000	\$50,000	
Bodily Injury due to breach	\$250,000	\$50,000	
Phishing Fraud	\$100,000		
Telephone Hacking	\$100,000		
Court Attendance	\$25,000		

Long Term Premium = \$47,433.96 (includes taxes and fees)

***Option for Cybercrime/Social Engineering \$250,000 limit - \$6,973.34 Additional Premium**

Cyber – Marketing Results

Marketing Summary:

1. Zurich – declined – local governments or municipalities
2. C.N.A. – declined – local governments or municipalities
3. Beazley – declined – local governments or municipalities
4. AIG – declined – local governments or municipalities
5. Travelers – declined – local governments or municipalities
6. AWAC – declined – local governments or municipalities
7. RLI – declined – local governments or municipalities
8. Hartford – declined – local governments or municipalities
9. Great American – declined – local governments or municipalities
10. XL – declined – local governments or municipalities
11. AXIS – declined – local governments or municipalities
12. Sompo – declined – local governments or municipalities
13. QBE – declined – local governments or municipalities
14. CV Starr – declined – local governments or municipalities
15. Princeton – declined – local governments or municipalities
16. Nexus – declined – local governments or municipalities
17. London – declined – local governments or municipalities
18. CFC – declined – local governments or municipalities
19. Scottsdale – declined – local governments or municipalities
20. Dual – declined – local governments or municipalities
21. Thinkrisk – declined – local governments or municipalities
22. Coalition – declined – local governments or municipalities

DUE AT THE TIME OF BINDING:

Zurich Policies: Conditions

- Signed and Dated Public Entity Application, preferably the Allied Public Risk Application.
- Terrorism: Please refer to the attached Policyholder Disclosure Notice of Terrorism Insurance Coverage for the TRIA quote. This Proposal includes coverage for the TRA (Terrorism Risk Insurance Program) Reauthorization Act of 2015. The insured has the option to reject terrorism coverage. If the insured elects to reject the coverage, the attached Disclosure Notice of Terrorism Insurance Coverage must be completed and signed by the insured. If this notice is not returned to us upon binding of coverage, the terrorism premium will automatically be included.
- Signed and Dated Uninsured/Underinsured Motorist Selection /Rejection Form.
- Optional Supplemental Spousal Liability Premium is available. Please refer to the Supplemental Spousal Liability Coverage Selection/Rejection Form for the annual premium. If desired, remit the Signed and Dated Supplemental Spousal Liability Coverage Selection/Rejection Form at time of bind request.
- Copy of the latest Dam Inspection reports and the insureds response to inspection deficiencies if any.
- Signed Statement of Values.
- Insured's FEIN Number.
- Provide Name, Phone Number and Email Address for both the Risk Manager and the Boiler & Machinery Inspection contacts.
- Provide a complete driver schedule including name, date of birth and license number.

Pollution: Conditions

- Written request to accept or reject Terrorism Risk Insurance Act Coverage
- Written request to bind prior to the effective date.

Difference & Conditions

- Need signed Terrorism Coverage Disclosure Notice if declining TRIA

Travel Accident

- Need signed binding Agreement

Premium Summary

COVERAGE		2021-22 Premium	2022-2023 Premium	Change
Package				
Carrier: Zurich American Insurance Company	\$	396,817.58	\$ 463,151.15	14.32%
Property	\$	131,117.00	\$ 201,426.00	34.91%
Property TRIA	\$	3,489.00	\$ 4,586.00	23.92%
NYFF	\$	1,682.58	\$ 2,575.15	34.66%
Risk Engineering Resource Fee	\$	250.00	\$ 250.00	0%
Equipment Breakdown	\$	43,321.00	\$ 27,891.00	-55.32%
General Liability	\$	63,679.00	\$ 63,942.00	.41%
General Liability TRIA	\$	1,274.00	\$ 1,279.00	.39%
Public Officials Liability	\$	25,515.00	\$ 26,747.00	4.61%
Employment Practices Liability	\$	8,757.00	\$ 8,620.00	-1.59%
Inland Marine	\$	8,209.00	\$ 6,777.00	-21.13%
Inland Marine TRIA	\$	164.00	\$ 136.00	-20.59%
Commercial Auto	\$	76,828.00	\$ 85,051.00	9.67%
NY Motor Vehicle Fee	\$	1,240.00	\$ 1,340.00	7.46%
Umbrella	\$	30,982.00	\$ 32,209.00	3.81%
Umbrella TRIA	\$	310.00	\$ 322.00	3.73%
OCP				
OCP TRIA	\$	212.00	\$ 212.00	0%
Carrier: Zurich American Insurance Company	\$	4.00	\$ 4.00	
Crime				
Carrier: The Hanover Insurance Company	\$	5,500	\$ 5,764	4.58%
Pollution Liability	\$	16,800	\$ 16,800	
Carrier: Liberty Surplus Insurance Company	\$	604.80	\$ 604.80	0%
	\$	28.56	\$ 28.56	
	\$	17,433.36	\$ 17,433.36	
Travel Accident				
Carrier: Gerber Life Insurance Company	\$	\$1,000	\$ 1,000	0%
Difference in Conditions	\$	28,940	\$ 35,000	
Carrier: Arch Specialty Insurance Company	\$	1,041.84	\$ 1,260.00	17.31%
	\$	49.20	\$ 59.50	
	\$	30,031.04	\$ 36,319.50	
Cyber Liability	\$	75,964.48	\$ 47,433.96	-60.15%
TOTAL PREMIUM	\$	526,962.46	\$ 571,317.97	7.76%

M&T Service Fee

Third year \$50,000

We propose a Three-Year Plan and fee structure. This will enable the Monroe County Water Authority to have enjoy stable premiums and an engaged marketplace next time an RFP is issued.

Payment Options

PAYMENT ARRANGEMENTS

It is our responsibility to inform you of the payment options available to you prior to the binding of insurance coverage. Payment arrangements must be made at the time of binding coverage and premiums are due on the effective date of coverage.

Payment options can vary on a case by case basis depending on the proposed insurance carrier and type of coverage needed. We will work with you and the carrier to help outline a plan that is customized to suit each individual situation.

ENDORSEMENTS, AUDITS & RETRO ADJUSTMENTS

Apart from the premiums and terms quoted and accepted in this proposal, there may be occasions when the additional premium will be due for endorsements, premium audits or retrospective premium adjustment plans. In such instances an invoice will be sent with payment due either upon receipt of the invoice or by the effective date.

Insurance Approach

M&T Insurance Agency's approach in providing property and casualty insurance can be summarized by our six step "Due Diligence Review" process. This six step process starts by analyzing current exposures and contracts, then reviews carrier selection and cost and finishes with the reconstruction and implementation of a completed insurance program.

- Step 1:** Analyze Current Exposures – A review of third-party liabilities, owned/leased properties, employment practices, et al.

- Step 2:** Analyze Policies and Contracts – Review all insurance policies and applicable vendor contracts to identify if all risk transfer objectives are being met.

- Step 3:** Review Carrier and Broker Effectiveness – Assess the level of support in the areas of claims, loss prevention, and services provided by the current carrier and broker.

- Step 4:** Reconstruct Program – Configure insurance limits, coverages, and policies to achieve optimum protection at competitive cost.

- Step 5:** Benchmark Costs – Outline expected overall costs to satisfy recommendations and objectives identified in steps 1–4.

- Step 6:** Marketing and Implementation – Access the insurance marketplace to fully execute the newly outlined program.

Authorization to Bind Coverage

I certify with the below signature that I, as a duly authorized representative of Monroe County Water Authority ("Insured" or "Client"), have requested M&T Insurance Agency, Inc. to bind coverages outlined in this proposal effective 7/1/20-21. Please note below any changes/rejections of coverage.

Changes/Rejections

This commercial insurance proposal is being provided as a source of information for your convenience. While it does summarize the policies that M&T Insurance Agency, Inc. deems appropriate given Client's current insurance needs, this document is not intended to serve as a comprehensive record of Client's policies' coverage, terms, or limitations. This document is not an insurance policy, and does not amend or otherwise impact coverage offered by the listed proposed policies. All policies listed in this proposal are subject to the full terms, exclusions, and limitations listed on the policies themselves.

Monroe County Water Authority

Print Name:

Signature: _____ Date: _____

Title: _____

Electronic Delivery

☐ I, as a duly authorized representative of Insured, request that M&T Insurance Agency, Inc. provide Insured with electronic copies of insurance records, including but not limited to policies, coverage forms, endorsements, audits, and invoices at the email address specified below.

I further understand Insured will continue to receive electronic copies of insurance records until such time that it requests a change in writing and M&T Insurance Agency, Inc. acknowledges the request.

E-mail recipient name _____

Recipient E-mail address _____

Amy Molinari

From: Lutrario, Anthony <alutrario@mtb.com>
Sent: Tuesday, April 26, 2022 7:25 PM
To: Maloney, Margaret; Amy Molinari
Cc: Ward, Mark
Subject: RE: MCWA Cyber Quote - 7/1/2022 - FINAL Proposal

Amy,

The Service Fee Agreement section was cut off in this last version Margaret sent, not sure why. Seem to be having some technical difficulties today, apologies. To be clear, here is that section.

M&T Service Fee

Option #1 First Year \$50,000; Second Year \$55,000; Third year \$60,000

We propose a Three-Year Plan and fee structure. This will enable the Monroe County Water Authority to have enjoy stable premiums and an engaged marketplace next time an RFP is issued.

Option #2 One Year Fee \$60,000

Thank you!

Anthony Lutrario

Vice President | M&T Insurance Agency, Inc.
Director of Agency Training & Development
180 South Clinton Ave Suite 700 Rochester, NY 14604
(C) 585-298-5773 | (F) 585-258-8225
(O) 585-258-8231

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M&T Insurance Agency, Inc.