

A Proposal for

El Camino Real Alliance dba El Camino Real Charter High

Effective: July 1, 2021

Lyeng La

Executive Vice President

Jonathan Schreter

Executive Vice President

Prepared: June 25, 2021



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El Camino Real Alliance dba El Camino Real Charter High School

Service Team

| | | |
|---------------------|--|------------------------|
| Broker | Jonathan Schreter, Executive Vice President E-mail: jschreter@boltonco.com | Direct: (626) 535-1408 |
| | Debra Rosas, Associate Vice President E-mail: drosas@boltonco.com | Direct: (626) 535-1829 |
| Service Team | Candice Solarz, Senior Client Manager E-mail: csolarz@boltonco.com | Direct: (626) 535-1839 |
| | Gladys Silva, Client Analyst E-mail: gsilva@boltonco.com | Direct: (626) 507-1038 |

Property & Casualty Resources

| | | |
|---|---|--|
| Certificates Evidences | Standard - Receipt in 24 Hours Fax: (626) 405-3808 Email: certrequest@boltonco.com | Rush - Receipt in 3 Hours Fax: (626) 405-3809 Email: rushcertrequest@boltonco.com |
| Property & Casualty Claims | Carly Alba, Esq., Claims Manager E-mail: calba@boltonco.com | Direct: (626) 535-1466 |
| Workers' Comp Claims | Lorenda Edmundson, Sr. Workers' Comp Consultar E-mail: ledmundson@boltonco.com | Direct: (626) 535-1815 |
| Safety & Health Professional | Stefanie Nobriga, Safety & Health Manager E-mail: snobriga@boltonco.com | Direct: (626) 535-1436 |
| Bonds | Mary Smith, Associate Producer Surety E-mail: msmith@boltonco.com | Direct: (626) 535-1473 |

Department Leads

| | | |
|---------------------------------|---|------------------------|
| Property & Casualty | Erin Powell, Vice President, Property & Casualty E-mail: epowell@boltonco.com | Direct: (626) 535-1439 |
| Employee Benefits | Jacqueline Roth, Director of Employee Benefits E-mail: jroth@boltonco.com | Direct: (626) 535-1968 |
| Personal Risk Management | Jessica Gunnar, Vice President E-mail: jgunnar@boltonco.com | Direct: (626) 535-1817 |

Premium Comparison

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 | 2021-2022 | \$ | % |
|---|-------------------|-------------------|-------------------|------------|
| | Expiring Premium | Renewal Premium | Difference | Difference |
| Property including Inland Marine | \$ 17,775 | \$ 21,520 | \$ 3,745 | 21% |
| Automobile | \$ 666 | \$ 924 | \$ 258 | 39% |
| General Liability | \$ 103,946 | \$ 178,646 | \$ 74,700 | 72% |
| Umbrella | \$ 44,710 | \$ 53,900 | \$ 9,190 | 21% |
| Educators Legal Liability including D&O | \$ 12,551 | \$ 24,642 | \$ 12,091 | 96% |
| Surplus Lines Taxes & Fees | \$ - | \$ 801 | \$ 801 | |
| Fees | | \$ 500 | \$ 500 | |
| EPL Only | | \$ 71,500 | \$ 71,500 | |
| Surplus Lines Taxes & Fees | \$ - | \$ 2,324 | \$ 2,324 | |
| Excess Liability - Evanston | | \$ 30,450 | \$ 30,450 | |
| Fees | | \$ 300 | \$ 300 | |
| Surplus Lines Taxes & Fees | \$ - | \$ 990 | \$ 990 | |
| Excess Liability - Fireman's Fund | \$ 15,300 | \$ 22,951 | \$ 7,651 | 50% |
| Wholesale Broker Fee | \$ 100 | | \$ (100) | -100% |
| Crime | \$ 4,306 | \$ 4,311 | \$ 5 | 0% |
| Fiduciary Liability | \$ 1,450 | \$ 1,450 | \$ - | 0% |
| Fee | \$ 200 | \$ 200 | \$ - | 0% |
| Cyber Liability | \$ 6,746 | \$ 8,500 | \$ 1,754 | 26% |
| Fee | \$ 175 | \$ 150 | \$ (25) | -14% |
| Surplus Lines Taxes & Fees | \$ 225 | \$ 276 | \$ 51 | 23% |
| Student Accident – Base | \$ 22,806 | \$ 20,525 | \$ (2,281) | -10% |
| Student Accident – Catastrophic | \$ 11,315 | \$ 11,315 | \$ (0) | 0% |
| Active Assailant / Workplace Violence | \$ 2,649 | \$ 2,979 | \$ 330 | 12% |
| Surplus Lines Taxes & Fees | \$ 85 | \$ 97 | \$ 12 | 14% |
| Workers' Compensation | \$ 221,076 | \$ 202,281 | \$ (18,795) | -9% |
| State Taxes | \$ 7,566 | \$ 8,010 | \$ 444 | 6% |
| TOTAL | \$ 473,647 | \$ 669,542 | \$ 195,895 | 41% |
| Optional Quote | | | | |
| Pollution Liability* | | \$ 10,860 | | |
| TOTAL with Option | | \$ 680,402 | \$ 206,755 | 44% |

*Not including taxes & fees

This proposal is a summary of terms and conditions proposed by the insurers based on the information obtained from you. The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request.

The issued policy will supersede this proposal.

Higher Limits May be Available for All Coverages



Subjectivities

WORKERS COMPENSATION

Independent Contractors and Subcontractors:

In the event that an Insured utilizes subcontracted labor, the insured must furnish satisfactory evidence that the subcontractor has workers compensation insurance in force, covering the work performed for the insured. The following documents may be used to provide satisfactory evidence:

- Certificate of Insurance for the subcontractor's workers compensation policy
- Certificate of exemption (if available in their state - not available in CA)
- Copy of the Subcontractor's workers compensation policy

In the event any form of this documentation is not available for review or deemed otherwise insufficient, amounts paid to these subcontractors or independent contractors will be included as payroll and utilized in the calculation of final audit premium

Signed ACORD Form

Copy of Deposit Check

Cyber Subject to:

Completion of the Name and Signature of the IT contact on Question #5, page 2, of the application
A signed HCC application dated within 45 days

Crime Subject to:

Signed Application - Application must be signed by the chief executive officer or chief financial officer of the Applicant acting as the authorized representatives of the person(s) and entity(ies) proposed for this insurance

Pollution Subject to (if selected):

- Completed & Signed Philadelphia Premises Environmental Coverage Application
- Receipt and Satisfactory Review of the written environmental management/environmental health and safety procedures

- If unable to provide a mold prevention/management plan, insured will need to complete online old training module, provide proof of completion and pass the 10-question quizz with a score of 70% or higher.

Optional Coverage Quote/Indications

Cyber Crime Increased Limits:

\$500,000 for 15% additional premium
\$1,000,000 for 25% additional premium

Named Insureds

El Camino Real Alliance dba El Camino Real Charter High School

Plane Names for Crime/Fiduciary Liability:

El Camino Real Alliance Public School Employee Retirement Healthcare Benefits Trust

California State Teachers Retirement System

California Public Employee Retirement System

Schedule of Locations

- 1 5440 Valley Circle Blvd, Woodland Hills, CA 91367
- 2 7401 Shoup Ave, West Hills, CA 91307
- 3 5445 Manton Ave, Woodland Hills, CA 91367

Statement of Values

| El Camino Real Alliance dba El Camino Real Charter High School | | | | | | | | | | | | |
|---|---|-------------|--|-------------------|----------------------|-----------|----------------|-------------------|--------------------------------|----------------|---------|--|
| Location | Address | Description | Construction Type | Number of Stories | Total Square Footage | Sprinkler | Building | Building Contents | Business Income/ Extra Expense | EDP | | Total Sq. Footage |
| 1 | 5440 Valley Circle Blvd Woodland Hills, CA 91367 | School | ** | 4 | 319,170 | Yes | | \$400,000.00 | \$15,000,000.00 | \$1,877,560.00 | - | 1956 - 1986 Depending on which building. |
| 2 | 7401 Shoup Ave. West Hills, CA 91307 | School | Type 5 | 1 | 16,000 | Yes | \$2,750,000.00 | \$5,000.00 | | | 171,875 | Year Built - 1939 Church, 1964 School |
| 3 | 5445 Manton Ave Woodland Hills, CA 91367 | School | (1) Single Unit Modular, (1) Single Unit Relocatable, (2) Two/Three Unit Relocatable | 1 | 8376 | Yes | | | | | | *** |
| TOTAL | | | | | | | \$2,750,000.00 | \$405,000.00 | \$15,000,000.00 | \$1,877,560.00 | | |

**please see pdf on file- We have portables buildings as well as a 4 story main building, auditorium, gymnasiums, etc.
 ***(1) Single Unit Modular = 1997, (1) Single Unit Relocatable = 1950, (1) Two/Three Unit Relocatable = 1953, (1) Two/Three Unit Relocatable = 1956

Signature of Insured: _____

Date: _____



Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|---|----------------------------------|----------------------------------|---------|
| Property | Hanover A XV Admitted | Hanover A XV Admitted | |
| Building | \$2,974,400 | \$3,093,376 | |
| Ordinance - Coverage A | 110% | 110% | |
| Ordinance - Coverages B & C | \$1,000,000 | \$1,000,000 | |
| Blanket Business Personal Property | \$2,421,569 | \$2,571,033 | |
| Blanket Business Income/Extra | \$15,000,000 | \$15,000,000 | |
| Property Deductible | \$1,000 | \$1,000 | |
| Business Income Waiting Period | 24 Hours | 24 Hours | |
| Earthquake Sprinkler Leakage | \$1,000,000 | \$1,000,000 | |
| Earthquake Sprinkler Leakage | \$25,000 | \$25,000 | |
| Fire Legal Liability for Location #1 and | \$5,000,000 | \$5,408,000 | |
| Pollutant Clean-Up | \$200,000 | \$200,000 | |
| Utility Services - Business Income | \$500,000 | \$500,000 | |
| Equipment Breakdown | Included | Included | |
| Locations: See Statement of Values | | | |
| <p>CONDITIONS : Special Form; Replacement Cost; Agreed Value; 100% Co-Insurance; Includes Extended Period of Indemnity 365 Days and Increased Period of Restoration; Includes Protective Safeguard Endorsement - sprinkler and alarm system must be operable. Includes Hanover's Gold Property Broadening Endorsement and Educational Institutions Property Broadening Endorsement and Emergency Event Management.</p> | | | |
| <p>EXCLUSIONS : Including, but not limited to Earthquake and Flood</p> | | | |
| Business Auto | Hanover A XV Admitted | Hanover A XV Admitted | |
| Auto Liability - Owned, Non-Owned & Hired | \$1,000,000 | \$1,000,000 | |
| Hired Auto Physical Damage | \$100 Comp | \$100 Comp | |
| Deductibles | \$500 Coll | \$500 Coll | |
| <p>CONDITIONS : Employees and Volunteers as Insureds; Employees as Insureds for Hired Autos</p> | | | |
| <p><i>We are not aware of any excluded drivers at the time of quoting. The carrier may review driving records and exclude any drivers that do not meet their guidelines of acceptability.</i></p> | | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|----------------------------------|----------------------------------|---------|
| General Liability | Hanover A XV Admitted | Hanover A XV Admitted | |
| General Aggregate Limit | \$3,000,000 | \$3,000,000 | |
| Products-Completed Operations | \$3,000,000 | \$3,000,000 | |
| Personal & Advertising Injury Limit | \$1,000,000 | \$1,000,000 | |
| Each Occurrence Limit | \$1,000,000 | \$1,000,000 | |
| Damage to Premises Rented to You | \$1,000,000 | \$1,000,000 | |
| Medical Payments Limit - Any One | \$15,000 | \$15,000 | |
| Incidental Professional Liability | \$1,000,000 | \$1,000,000 | |
| Sexual Misconduct/Molestation/Aggregate | \$1,000,000/ \$3,000,000 | \$1,000,000/ \$3,000,000 | |
| Educational Institution Pollution | \$1,000,000 | \$1,000,000 | |
| Employee Benefits Liability/Aggregate | \$1,000,000/ \$2,000,000 | \$1,000,000/ \$2,000,000 | |
| Deductible | \$1,000 | \$1,000 | |
| Student Count | 3590 | 3620 | |

CONDITIONS: Employee Benefits Liability is a Claims-Made & Reported Form. Retroactive Date: 07/01/2018; Includes Hanover's Commercial General Liability Broadening Endorsement and Commercial General Liability Enhancement Endorsement - Educational Institutions; Excess Medical Payments for Athletic Participants Endorsement - \$2,000 per Person and \$50,000 Aggregate; Limited Key Employee Replacement Expense Endorsement - \$50,000 per Key Employee Loss and \$100,000 Aggregate; Student Internship Liability;

The wording adding additional insured status for vendors, landlords, contractors or owners on your Commercial General Liability Policy applies only when there is a written contract between you and one of these entities requiring they be added to your policy as an additional insured. Please make sure to advise us if there is no contract at the time these are requested so special arrangements can be made with your insurance carrier. An unaltered purchase order is not considered a contract. Requests from these entities for additional insured status with no contract in force should be resisted as you have no legal obligation to provide this and claims against your policy in this situation could reduce the liability limits on your policy.

EXCLUSIONS: Including, but not limited to Pollution; Punitive Damages; Nuclear Energy; Mold; Asbestos; Property in your Care, Custody or Control; Employment Related Practices; Fungi or Bacteria; Lead; Electronic Chat Rooms; Violations of Statues; War; Employers Liability; Drones or Unmanned Aircraft; Aircraft or Watercraft; Trampolines or Rebounding Devices; Infringement of Intellectual Property Rights; Silica; Camps or Campgrounds; Law Enforcement Professionals; Communicable Diseases; Radiation; Data Related Liability

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|---|----------------------------------|---|------------------------|
| School and Educators Legal Liability | Hanover A XV Admitted | Indian Harbor Ins Co A XV Non Admitted | |
| School and Educators Legal Liability/Aggregate | \$1,000,000/ \$3,000,000 | \$1,000,000/ \$3,000,000 | Full prior acts |
| Directors & Officers Liability | Included | Included | |
| Deductible | \$50,000 | \$50,000 | |
| Non Monetary Relief Defense Limit | \$300,000 | Included | |
| Deductible | \$10,000 | \$50,000 | |
| <u>CONDITIONS</u> : Claims-Made & Reported Form; Retroactive Date as stated in remarks. Includes Wrongful Acts arising out of Education, Directors, Officers and Trustees; Defense costs paid within the policy limit | | | |
| <u>EXCLUSIONS</u> : Including, but not limited to Pollution; Asbestos; Bodily Injury or Property Damage; Fraudulent, Dishonest, Malicious, Criminal or Intentional Wrongful Acts or Omissions; Fungi, Bacteria or Organic Pathogens; Intellectual Property; Lead; Personal and Advertising Injury; Radioactive/Nuclear Materials; Sexual Abuse & Molestation; War; Failure to Maintain Insurance; Access or Disclosure of Confidential or Personal Information; Fidelity; Breach of Contract; | | | |
| Employment Practices Liability | Hanover A XV Admitted | Accelerant Specialty Ins Co A-VII Non Admitted | |
| Employment Practices Liability/Aggregate | \$1,000,000/ \$3,000,000 | \$1,000,000/ \$1,000,000 | Retro Date: 07/01/2011 |
| Deductible | \$50,000 | \$150,000 | |
| Wage & Hour Exclusion with Defense Sublimit | \$100,000 | \$100,000 | |
| Deductible | \$10,000 | \$150,000 | |
| <u>CONDITIONS</u> : Claims-Made & Reported Form; Retroactive Date as stated in remarks. Includes Third Party Coverage in respects to Employment Practices Liability; Communicable Disease, Epidemic and Pandemic wrongful acts defense costs sublimit \$100,000. | | | |
| <u>EXCLUSIONS</u> : Including, but not limited to Pollution; Asbestos; Bodily Injury or Property Damage; Fraudulent, Dishonest, Malicious, Criminal or Intentional Wrongful Acts or Omissions; Fungi, Bacteria or Organic Pathogens; Intellectual Property; Lead; Personal and Advertising Injury; Radioactive/Nuclear Materials; Sexual Abuse & Molestation; War; Failure to Maintain Insurance; Access or Disclosure of Confidential or Personal Information; Fidelity; Breach of Contract; | | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|----------------------------------|----------------------------------|---------|
| Umbrella | Hanover A XV Admitted | Hanover A XV Admitted | |
| Per Occurrence | \$20,000,000 | \$10,000,000 | |
| Aggregate Limit | \$20,000,000 | \$10,000,000 | |
| Self-Insured Retention | \$0 | \$0 | |
| <u>CONDITIONS</u> : Limits are excess of Primary General Liability, Sexual Abuse & Molestation, Employee Benefits Liability, Non-Owned & Hired Auto Liability, Employers Liability | | | |
| <u>EXCLUSIONS</u> : Including, but not limited to Pollution; Asbestos; Lead; Silica; Leased Workers; Property in your Care, Custody or Control; Trampoline and Rebounding Devices; Fungi; Bacteria; Viruses; Violations of Statutes; Aircraft; Firearms and Conductive Energy Devices; Communicable Disease; Professional Liability | | | |

| Crime | Hanover A XV Admitted | Hanover A XV Admitted | |
|--|----------------------------------|----------------------------------|--|
| Employee Theft | \$1,000,000 | \$1,000,000 | |
| Forgery or Alteration | \$1,000,000 | \$1,000,000 | |
| Premises Coverage | \$1,000,000 | \$1,000,000 | |
| Transit Coverage | \$1,000,000 | \$1,000,000 | |
| Computer Fraud | \$1,000,000 | \$1,000,000 | |
| Funds Transfer Fraud | \$1,000,000 | \$1,000,000 | |
| Credit, Debits or Charge Card Fraud | \$1,000,000 | \$1,000,000 | |
| Money Orders & Counterfeit Currency | \$1,000,000 | \$1,000,000 | |
| Deductible | \$5,000 | \$5,000 | |
| ERISA Fidelity | \$1,000,000 | \$1,000,000 | |
| Investigative Expense | \$10,000 | \$10,000 | |
| Deductible | \$0 | \$0 | |
| <u>CONDITIONS</u> : Loss Sustained Form | | | |

**Coverage Re-Cap
2021-2022**

El Camino Real Alliance

| | | | | |
|--|---|---|--|--|
| Fireman's Fund Excess Liability \$ 10,000,000 | | | | |
| Evanston Excess Liability \$ 10,000,000 | | | | |
| Hanover Umbrella \$ 10,000,000 | | | | |
| Benchmark Employer's Liability \$1,000,000 | Hanover General Liability/ Employee Benefits Liability/ Sexual Abuse & Molestation \$1,000,000 | Hanover Auto Liability \$1,000,000 | Indian Harbor Educators Legal Liability Professional Liability/ Directors & Officers Liability/ \$1,000,000 | Accelerant Specialty Employment Practices Liability \$1,000,000 |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|---|---|---------|
| | | Evanston Insurance Company A+ XV Admitted | |
| Excess Liability | | | |
| Per Occurrence | | \$10,000,000 | |
| Aggregate Limit | | \$10,000,000 | |
| <i><u>CONDITIONS</u></i> : Limits are in excess of Umbrella Liability limits. Defense Expenses are included within the limits of insurance. | | | |
| <i><u>EXCLUSIONS</u></i> : Including, but not limited to ERISA, Computer Related and other Electronic Problems, Recording and Distribution of Material or Information in Violation of Law, War Liability, Unmanned Aircraft, Certified Acts or Terrorism, Auto No Fault and Similar Laws | | | |
| | Fireman's Fund Insurance Co A+ XV Admitted | Fireman's Fund Insurance Co A+ XV Admitted | |
| Excess Liability | | | |
| Per Occurrence | \$10,000,000 | \$10,000,000 | |
| Aggregate Limit | \$10,000,000 | \$10,000,000 | |
| <i><u>CONDITIONS</u></i> : Limits are in excess of Umbrella Liability limits and Evanston Limits. Defense Expenses are included within the limits of insurance. | | | |
| <i><u>EXCLUSIONS</u></i> : Including, but not limited to ERISA, Computer Related and other Electronic Problems, Recording and Distribution of Material or Information in Violation of Law, War Liability, Unmanned Aircraft, Certified Acts or Terrorism, Auto No Fault and Similar Laws | | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|---|--|--|---------|
| | Hudson Ins. Co. A XV Admitted | Hudson Ins. Co. A XV Admitted | |
| Fiduciary Liability | | | |
| Limit of Liability | \$1,000,000 | \$1,000,000 | |
| Retention | \$5,000 | \$10,000 | |
| <i>CONDITIONS</i> : Pending and Prior Proceeding Date: 7/1/2012 | | | |
| Coverage includes Trustee Claim Expense Sublimit (\$250,000); Voluntary Compliance Program Expenditures Sublimit (\$100,000); ERISA 502(c) Civil Penalties Sublimit (\$100,000); HIPAA and HITECH Fines & Penalties Sublimit (\$100,000); PPACA Fines & Penalties Sublimit (\$100,000); Section 4975 Penalties Sublimit (\$100,000); ERISA Section 502(a)(3) Relief Sublimit (\$100,000); Benefit Overpayment Sublimit (\$100,000); Cyber Essentials (\$100,000); Extended Reporting Periods Available. | | | |
| <i>EXCLUSIONS</i> : Including, but not limited to Property Damage or Bodily Injury; Pollution; Violation of Law; Workplace Misconduct | | | |
| | Benchmark Ins Co. A VII | Benchmark Ins Co. A VII | |
| Workers' Compensation | | | |
| Employers Liability Limits | \$1,000,000 | \$1,000,000 | |
| Annual Payroll | \$17,314,763 | \$19,800,000 | |
| Ex-Mod | 126% | 101% | |
| Quote is contingent upon the insured's participation in the Medical Provider Network (MPN); Subject to Final Audit; Volunteer Coverage and USL&H Not included. | | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|---|---|---------|
| Cyber Liability | Houston Casualty A++ XV Non-Admitted | Houston Casualty A++ XV Non-Admitted | |
| Maximum Policy Aggregate Limit of Liability | \$1,000,000 | \$1,000,000 | |
| Multimedia Liability | \$1,000,000 | \$1,000,000 | |
| Security and Privacy Liability | \$1,000,000 | \$1,000,000 | |
| Privacy Regulatory Defense and Penalties | \$1,000,000 | \$1,000,000 | |
| PCI DSS Liability | \$1,000,000 | \$1,000,000 | |
| TCPA Defense | \$50,000 | \$50,000 | |
| Breach Events Costs | \$1,000,000 | \$1,000,000 | |
| Post Breach Remediation Costs | \$25,000 | \$25,000 | |
| BrandGuard | \$1,000,000 | \$1,000,000 | |
| System Failure | \$1,000,000 | \$1,000,000 | |
| Dependent System Failure | \$1,000,000 | \$1,000,000 | |
| Cyber Extortion | \$1,000,000 | \$1,000,000 | |
| Cyber Crime Sublimit Aggregate* | \$250,000 | \$250,000 | |
| Client Phishing Sublimit | \$50,000 | \$50,000 | |
| Reward Expense | \$50,000 | \$50,000 | |
| Court Attendance Costs | \$25,000 | \$25,000 | |
| Additional Defense Costs | \$1,000,000 | \$1,000,000 | |
| Deductible | \$25,000 | \$25,000 | |
| <p>CONDITIONS : BrandGuard (2 week Waiting period; 12 months Period of Indemnity), System Failure (8 hour waiting period 6 months Period of Indemnity), Dependent System Failure (12 hour waiting period; 4 months Period of Indemnity), Cyber Crime Sublimit \$250,000 (includes: Financial Fraud, Telecommunications Fraud, \$50,000 Phishing Fraud), Court Attendance Costs Sublimit (No deductible);</p> <p>EXCLUSIONS : Including, but not limited to Nuclear Incident; Prior Knowledge; Cyber-bullying</p> | | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|--|---|---------|
| | National Union Fire A XV Admitted | QBE Insurance Corp. A XV Admitted | |
| Student Accident | | | |
| Student Accident - Base Coverage | | | |
| Basic Medical Expense Limit | \$25,000 | \$25,000 | |
| Deductible | \$0 | \$0 | |
| Benefit Period | 104 Weeks | 104 Weeks | |
| Concussion Extended Benefit Period | N/A | 2 Years | |
| Accidental Death/Accidental Dismemberment | \$25,000/\$25,000 | \$25,000/\$50,000 | |
| Coma | \$10,000 | \$10,000 | |
| Paralysis | \$25,000 | \$25,000 | |
| Bereavement and Trauma Counseling | \$100/Session up to 10 | N/A | |
| Crisis Death Benefit | N/A | \$10,000 per Covered Person; \$100,000 | |
| Dental | \$250/Tooth Per | Included | |
| Short Term Emergency Sickness | N/A | \$500 | |
| Student Accident - Catastrophic | | | |
| Accident Medical Expense Limit | \$7,500,000 | \$7,500,000 | |
| Deductible | \$50,000 | \$25,000 | |
| Benefit Period | 520 Weeks | 10 Years | |
| Accidental Death/Dismemberment | \$10,000/\$20,000 | \$20,000/\$20,000 | |
| AD&D Aggregate | \$50,000 | \$5,000,000 | |
| Catastrophe Cash Benefit | \$50,000 | \$500,000 | |
| Home Health Care Benefit | N/A | Up to \$30,000/year | |
| CONDITIONS : This policy is excess over primary health insurance if available. Incurred Period is 90 Days for Medical Expenses and 365 days for AD&D. | | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|---|---|-------------------------|
| | Markel International A+ XV | Markel International A+ XV | |
| Active Assailant/Workplace Violence | | | |
| Aggregate | \$1,000,000 | \$1,000,000 | Higher Limits Available |
| Limit | \$1,000,000 | \$1,000,000 | |
| Property Damage | Included | Included | |
| Deductible | Nil | Nil | |
| Demolition and Rebuild | Included | Included | |
| Deductible | 10% Coinsurance | 10% Coinsurance | |
| Memorial Erection | Included | Included | |
| Deductible | 10% Coinsurance | 10% Coinsurance | |
| Business Income & Extra Expense | Included | Included | |
| Deductible | 5% Franchise for reduction in student count | 5% Franchise for reduction in student count | |
| Third Party Liability | Included | Included | |
| Deductible | Nil | Nil | |
| Ancillary Support | Included | Included | |
| Deductible | Nil | Nil | |
| Funeral Cost Sublimit | \$10,000 Per Person \$150,000 Per Event | \$10,000 Per Person \$150,000 Per Event | |
| Crisis Management Response Service | \$100,000 Per Event | \$100,000 Per Event | |
| Employee Retaining Costs | \$10,000 Per Person | \$10,000 Per Person | |
| Clean-Up Costs | \$100,000 Per Event | \$100,000 Per Event | |
| Rest and Rehabilitation Costs | \$50,000 Per Event | \$50,000 Per Event | |
| Informant Reward | \$10,000 Per Event | \$10,000 Per Event | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|---|----------------------|---------|
| <p><u>CONDITIONS:</u> Active Assailant Event: An attack by an Active Assailant located at an Insured Location causing property damage and / or Bodily Injury to one (1) or more person(s), excluding the Active Assailant, at or within six hundred and one-thousand (1,000) feet of an Insured Location, including a threat or hoax of an attack.</p> <p>Business Income - 12 Month Period of Indemnity; Deductible - The franchise for reduction in student numbers means that when the affected school campus sees more than a 5% reduction in their tuition fee income, the coverage will kick in from dollar one. If insured suffers less than a 5% downturn there will be no coverage for Business Income.</p> <p>Incurral Period - Medical and Dental Expenses - within 30 days and for up to 24 months after event; Counselling Services - within 24 months of event; Crisis Management Response Services - within 12 months of event; Employee Retraining Costs - within 120 days of event; Replacement Employee Recruitment Costs - within 120 days of event; Rest and rehabilitation costs - within 12 months of event.</p> <p><u>EXCLUSIONS:</u> Including, but not limited to war, invasion or warlike operations; hostile acts of sovereign or local government entities, civil war, rebellion, revolution, insurrection, martial law, usurpation of power, or civil commotion assuming the proportions of or amounting to an uprising; caused by or arising out of burglary, house – breaking, looting, theft, armed robbery and / or larceny; caused by or arising out of road rage; caused by or arising out of arson; caused by vandals or by way of protest or strikes, labor unrest, riots or civil commotion; caused by or arising out of electronic means including but not limited to computer hacking or the introduction of any form of computer virus or corrupting; nuclear; radiation; seepage or discharge of pollutants; chemical or biological; asbestos; ordinance or law occasioned by any public or government or local or civil authority; fungus; mold; mildew; spores; sexual misconduct; medical or dental expenses, counselling costs or funeral expenses for the active assailant or hostage taker; money or securities; punitive or exemplary damages.</p> | | |

Renewal Proposal of Insurance 2020-2021

El Camino Real Alliance dba El Camino Real Charter High School

| | 2020-2021 Expiring | 2021-2022 Renewal | Remarks |
|--|-----------------------|---------------------------------|------------------------|
| Tokio Marine | | | |
| Pollution | | A++ XV, Non-Admitted | |
| Limit of Liability/Aggregate - per member school | | \$1,000,000/ \$2,000,000 Agg | |
| Shared Policy Aggregate | | \$5,000,000 | |
| Sublimits: Mold, Asbestos, Lead Paint | | \$250,000 | |
| Sublimit: Business Interruption | | \$250,000 | |
| Retention | | \$10,000 | except Mold - \$25,000 |
| Waiting Period - Business Interruption | | 7 Days | |
| <p><u>CONDITIONS:</u> Includes first and third party cleanup; third party bodily injury and property damage; Blanket Non-Owned Disposal Sites; Transportation; Duty to Defend; Retroactive Date: Policy Inception</p> <p><u>EXCLUSIONS:</u> Mercury associated with gymnasium flooring; Communicable Disease; Contractual Liability; Criminal Fines/Penalties; Employer Liability; Hostile Acts; Insured's Cost of Goods/Services; Insured vs Insured; Material Change; Non-Disclosed Contamination; Nuclear Liability; Prior Claims; Personal Injury; Product Liability; Process Improvements; Property Damage to Conveyance; Underground Storage Tanks; Vehicles; Willful Non-Compliance/Dishonest Acts; Workers' Compensation; Employment Practices; Sewage Backup; Coronavirus</p> <p>*This is a master policy with a per member school limit/aggregate and a policy aggregate. Master policy effective dates are 2/1/2021-2/1/2022.</p> | | | |

Workers' Compensation Comparison

El Camino Real Alliance

| Coverage Description | 2020-2021 Premium | 2021-2022 Premium | \$ Difference | % Difference |
|-----------------------|----------------------|----------------------|--------------------|-----------------|
| Workers' Compensation | \$ 221,076 | \$ 202,281 | \$ (18,795) | -9% |
| Taxes & Fees | \$ 7,566 | \$ 8,010 | \$ 444 | 6% |
| Total Premium | \$ 228,642 | \$ 210,291 | \$ (18,351) | -8% |

| Classifications | 2020-2021 Payroll | 2021-2022 Payroll | \$ Difference | % Difference |
|---------------------------------------|----------------------|----------------------|---------------------|-----------------|
| Class Code 8875 Public/Charter School | \$ 17,314,763 | \$ 19,800,000 | \$ 2,485,237 | 14% |
| Total Payroll | \$ 17,314,763 | \$ 19,800,000 | \$ 2,485,237 | 14% |

| Classifications | 2020-2021 Net Rate | 2021-2022 Net Rate | # Difference | % Difference |
|---|-----------------------|-----------------------|-----------------|-----------------|
| Class Code 8875 Public/Charter School | \$ 1.30 | \$ 0.99 | -0.31 | -24% |
| Experience Modification | 126% | 101% | -0.25 | -20% |
| Net Rates do not include Expense Constant, Terrorism, or CA Assessments & Fees. | | | | |

Workers' Compensation Comparison

Excluded Officers:

Please note that portions of the requirements below were as a result of a change in law effective **July 1, 2018**:

- For Corporations (Other Than Professional or Cooperative Corporations) and Trusts – An Officer or Director who owns a minimum of 10% of the stock or an Officer or Director who is covered by health insurance and owns at least 1% of the stock with a parent, grandparent, sibling, spouse, or child owning at least 10% of the stock, or a Trustee of a Trust may elect exclusion from their workers' compensation insurance policy. Each qualifying Officer, Director, or Trustee must sign a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion.
- Professional Corporations – Owners covered by health insurance may elect exclusion from their workers' compensation insurance policy, regardless of their ownership percentage. Each Owner electing exclusion must sign and date a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion and provide a copy of the Waiver to all other owners of the professional corporation. The professional corporation shall keep a copy of the waiver on file.
- Cooperative Corporations – An Officer or Director covered by health insurance and a disability policy may elect exclusion from their workers' compensation insurance policy, regardless of their ownership percentage. Each qualifying Officer or Director must sign a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion and provide a copy of the Waiver to all other owners of the cooperative corporation. The cooperative corporation shall keep a copy of the waiver on file.
- For Partnerships and Limited Liability Companies – General Partners or Managing Members of LLC's may elect exclusion from their workers' compensation insurance policy. Each qualifying General Partner or Managing Member must sign a Waiver of Coverage form stating, under penalty of perjury, that s/he is eligible for exclusion.

Marketing Summary

El Camino Real Alliance dba El Camino Real Charter High School

| Company | Response |
|-------------------------------|--------------------|
| Package & Umbrella | |
| Glatfelters | Declined |
| Hanover | Quoted & Presented |
| Hartford | Declined |
| RT Specialty | Pending |
| Wright Specialty | Declined |
| Workers' Compensation | |
| Benchmark | Quoted & Presented |
| Hartford | Quoted \$212,634 |
| Republic Indemnity | Pending |
| Tangram | Declined |
| AmTrust | Quoted \$186,454 |
| Berkshire Hathaway | Pending |
| CompWest | Pending |
| Employers | Declined |
| ICW | Quoted \$199,204 |
| Pacific Comp | Declined |
| State Fund | Not Competitive |

Insurance Coverage Checklist

Below is a list of usually available, but not all inclusive, coverages. Those items checked represent the coverages proposed. If the item is not checked, the coverage is not included. If you are interested in an explanation of and/or quotation for any of these coverages, please let us know.

| | | | |
|-------------------------------------|---|-------------------------------------|---|
| <input checked="" type="checkbox"/> | Property (Building and Contents, Including Property of Others) | <input checked="" type="checkbox"/> | Crime/ERISA |
| <input checked="" type="checkbox"/> | Building Ordinance | <input checked="" type="checkbox"/> | Employee Dishonesty |
| <input checked="" type="checkbox"/> | Equipment Breakdown | <input checked="" type="checkbox"/> | Money and Securities |
| <input checked="" type="checkbox"/> | Business Income | <input checked="" type="checkbox"/> | Forgery and Alteration |
| <input checked="" type="checkbox"/> | Extra Expense | <input checked="" type="checkbox"/> | Computer Fraud |
| <input type="checkbox"/> | Loss of Rents | <input checked="" type="checkbox"/> | General Liability |
| <input type="checkbox"/> | Flood | <input checked="" type="checkbox"/> | Employee Benefits Liability |
| <input type="checkbox"/> | Earthquake | <input type="checkbox"/> | Aircraft Liability/Drone |
| <input checked="" type="checkbox"/> | Earthquake Sprinkler Leakage | <input checked="" type="checkbox"/> | Automobile |
| <input checked="" type="checkbox"/> | Electronic Data Processing | <input type="checkbox"/> | Foreign Property/Liability/WC |
| <input type="checkbox"/> | Signs | <input checked="" type="checkbox"/> | Umbrella/Excess Liability |
| <input type="checkbox"/> | Motor Truck Cargo Liability | <input checked="" type="checkbox"/> | Workers' Compensation Employers Liability |
| <input type="checkbox"/> | Transportation | <input checked="" type="checkbox"/> | Directors and Officers Liability |
| <input type="checkbox"/> | Ocean Cargo | <input checked="" type="checkbox"/> | Employment Practices Liability |
| <input type="checkbox"/> | Employee's Tool Floater | <input checked="" type="checkbox"/> | Fiduciary Liability |
| <input type="checkbox"/> | Equipment Floater | <input type="checkbox"/> | Kidnap & Ransom |
| <input type="checkbox"/> | Installation Floater | <input checked="" type="checkbox"/> | Cyber/Privacy Liability/Internet Exposure |
| <input checked="" type="checkbox"/> | Valuable Papers (On & Off Premises) | <input checked="" type="checkbox"/> | Educators Legal Liability |
| <input checked="" type="checkbox"/> | Accounts Receivable | <input type="checkbox"/> | Pollution Liability |
| <input type="checkbox"/> | Mold | <input type="checkbox"/> | Miscellaneous Professional Liability |
| <input checked="" type="checkbox"/> | Terrorism | <input checked="" type="checkbox"/> | Law Enforcement Liability |
| <input type="checkbox"/> | Funds Transfer Fraud | <input checked="" type="checkbox"/> | Student Accident |
| | | <input checked="" type="checkbox"/> | Active Assailant/Workplace Violence |
| | | <input checked="" type="checkbox"/> | Volunteer Accident |

Proposal Acceptance

El Camino Real Alliance dba El Camino Real Charter High School

| <u>Yes</u> | <u>No</u> | <u>Quote Option</u> |
|------------|-----------|--|
| _____ | _____ | Package & Umbrella Renewal - Hanover |
| _____ | _____ | Crime Renewal - Hanover |
| _____ | _____ | Educators Legal Liability - Indian Harbor Ins Co |
| _____ | _____ | Employment Practices Liability - Accelerant Specialty |
| _____ | _____ | Fiduciary Renewal - Euclid |
| _____ | _____ | Cyber Liability Renewal - Lloyds |
| _____ | _____ | Student Accident Renewal Base & CAT - AIG |
| _____ | _____ | Workers' Compensation Renewal - Benchmark |
| _____ | _____ | Active Assailant/Workplace Violence - Markel International |
| _____ | _____ | Excess Liability - Evanston |
| _____ | _____ | Excess Liability - Fireman's Fund |
| _____ | _____ | Pollution Liability Option - Tokio Marine |
| _____ | _____ | Insurance Coverage Checklist – Would you like a quote for any of the coverages listed on the insurance coverage checklist section of our proposal? |

This proposal is a summary of terms and conditions proposed by the insurers based on information obtained from you. The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request. The issued policy will supersede this proposal.

Higher limits may be available for all coverages.

I have reviewed and accept the coverages and disclosures as summarized in this proposal with any changes indicated above.

Signature

Date

Title

BEST FINANCIAL STRENGTH RATING GUIDE - (FSR)

A Best's Financial Strength Rating (FSR) is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. An FSR is not assigned to specific insurance policies or contracts and does not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. An FSR is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. In addition, an FSR may be displayed with a rating identifier, modifier or affiliation code that denotes a unique aspect of the opinion.

Best's Financial Strength Rating (FSR) Scale

| Rating Categories | Rating Symbols | Rating Notches* | Category Definitions |
|-------------------|----------------|-----------------|---|
| Superior | A+ | A++ | Assigned to insurance companies that have, in our opinion, a superior ability to meet their ongoing insurance obligations. |
| Excellent | A+ | A- | Assigned to insurance companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations. |
| Good | B+ | B++ | Assigned to insurance companies that have, in our opinion, a good ability to meet their ongoing insurance obligations. |
| Fair | B | B- | Assigned to insurance companies that have, in our opinion, a fair ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions. |
| Marginal | C+ | C++ | Assigned to insurance companies that have, in our opinion, a marginal ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions. |
| Weak | C | C- | Assigned to insurance companies that have, in our opinion, a weak ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions. |
| Poor | D | D- | Assigned to insurance companies that have, in our opinion, a poor ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions. |

Financial Strength Non-Rating Designations

| Designation Symbols | Designation Definitions |
|---------------------|---|
| E | Status assigned to insurance companies that are publicly placed under a significant form of regulatory supervision, control or restraint - including cease and desist orders, conservatorship or rehabilitation, but not liquidation - that prevents conduct of normal ongoing insurance operations; an impaired insurer. |
| F | Status assigned to insurance companies that are publicly placed in liquidation by a court of law or by forced liquidation; an impaired insurer. |
| S | Status assigned to rated insurance companies to suspend the outstanding FSR when sudden and significant events impact operations and rating implications cannot be evaluated due to lack of timely or adequate information; or in cases where continued maintenance of the previously published rating opinion is in violation of evolving regulatory requirements. |
| NR | Status assigned to insurance companies that are not rated; may include previously rated insurance companies of insurance companies that have never been rated by A.M. Best |

Rating Disclosure - Use and Limitations

A Best's Credit Rating (BCR) is a forward-looking independent and objective opinion regarding an insurer's, issuer's or financial obligation's relative creditworthiness. The opinion represents a comprehensive analysis consisting of a quantitative and qualitative evaluation of balance sheet strength, operating performance, business profile and enterprise risk management or, where appropriate, the specific nature and details of a security. Because a BCR is a forward-looking opinion as of the date it is released, it cannot be considered as a fact or guarantee of future credit quality and therefore cannot be described as accurate or inaccurate. A BCR is a relative measure of risk that implies credit quality and is assigned using a scale with a defined population of categories and notches. Entities or obligations assigned the same BCR symbol developed using the same scale, should not be viewed as completely identical in terms of credit quality. Alternatively, they are alike in category (or notches within a category), but given there is a prescribed progression of categories (and notches) used in assigning the ratings of a much larger population of entities or obligations, the categories (notches) cannot mirror the precise subtleties of risk that are inherent within similarly rated entities or obligations. While a BCR reflects the opinion of A.M. Best Rating Services, Inc. (AM Best) of relative creditworthiness, it is not an indicator or predictor of defined impairment or default probability with respect to any specific insurer, issuer or financial obligation. A BCR is not investment advice, nor should it be construed as a consulting or advisory service, as such; it is not intended to be utilized as a recommendation to purchase, hold or terminate any insurance policy, contract, security or any other financial obligation, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser. Users of a BCR should not rely on it in making any investment decision; however, if used, the BCR must be considered as only one factor. Users must make their own evaluation of each investment decision. A BCR opinion is provided on an "as is" basis without any expressed or implied warranty. In addition, a BCR may be changed, suspended or withdrawn at any time for any reason at the sole discretion of AM Best.

BCRs are distributed via the AM Best website at www.ambest.com. For additional information regarding the development of a BCR and other rating-related information and definitions, including outlooks, modifiers, identifiers and affiliation codes, please refer to the report titled "Understanding Best's Credit Ratings" available at no charge on the AM Best website. BCRs are proprietary and may not be reproduced without permission.

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Version 010219



Types of Insurance Carriers

Non-Admitted

This is an insurance carrier that is not licensed by the State of California, but is domiciled and admitted in other states and approved for use in California by the Department of Insurance. It is published on the “Leslie List” (List of Eligible Surplus Line Carriers).

Carriers are strictly regulated by their state of domicile and must meet strict surplus lines laws and regulations in order to provide insurance in California.

These carriers are not backed by the California Insurance Guarantee Association (CIGA). They are used when coverage is not available from an admitted company either because domestic carriers feel it is too risky or because broader coverage may be available from a non-admitted carrier.

Admitted

This is an insurance carrier that is licensed to do business in California and regulated by the Department of Insurance. Carriers are strictly regulated. Rates and policy forms must be filed with the Department of Insurance and approved before they can be offered to the insurance consumer.

The carrier is backed by the Insurance Guarantee Association (CIGA), which provides insurance against carriers which become insolvent. It assumes limited responsibility for all claims up to \$500,000, with the exception of Worker’s Compensation, which has no limitation. Ocean Cargo and Crime coverages are not insured through the Association.

Claims-Made and Reported Liability Policy

A Claims-Made and Reported Liability Policy provides third party liability coverage when a claim for damages is first made during the policy period. The incident causing the claim must occur during the policy period between the **retroactive (or continuity date) and the expiration date**, whichever is later. The claim must be reported to the carrier prior to the policy expiration date or **extended reporting period**.

Retroactive Date

The **retroactive date** is important in determining if a Claims-Made and Reported Policy will respond to a claim. This date is usually the same as the first date this coverage was first carried. For coverage to apply, the claim must fall between the **retroactive (or continuity) date** and the expiration date of the policy or **extended reporting period**.

Extended Reporting Period

As mentioned above, the claim must occur and be reported prior to the end of the expiration date or **extended reporting period**. An extension of time to report claims following the end of the expiration date may be purchased for claims made during the specified term purchased. This extension or **extended reporting period** is needed when a policy is cancelled or non-renewed and not placed with another carrier, renewed with an advanced **retroactive date** or changed to an “occurrence” form policy. Please note the **extended reporting period** does not extend the coverage period, only the time to report. The **extended reporting period** is usually available for a period of 12, 24, or 36 months, in some cases, longer.

Continuity Date

This is the first date that a policy or particular limit is carried. It may act as a **retroactive date**. Some policies may have a **retroactive date and a continuity date**, especially if limits have been changed over the years.

It is very important that careful consideration be given to all of the above issues when moving coverage provided by a claims-made and reported policy.

CERTIFIED TERRORISM Terrorism Risk Insurance Act – “TRIA” and Terrorism Risk Insurance Program Reauthorization Act of 2015 – “TRIPRA”)

"Certified Terrorism" is coverage offered by insurance carriers that have the financial backing of the U. S. government under the Terrorism Act of 2002, the Terrorism Risk Insurance Extension Act of 2005, the Reauthorization Act of 2007 and the Reauthorization Act of 2015. The Act is known as “TRIA.”

"Certified Terrorism" is defined under the act as: Any act that is certified by the Secretary of the Treasury, in consultation with the Secretary of Homeland Security, and the Attorney General of the United States, to be an act of terrorism. Criteria include:

- a. The act is an act of terrorism.
- b. The act is violent or dangerous to human life, property of infrastructure.
- c. The act resulted in damage within the United States, or outside of the United States

Missions or certain air carriers or vessels.

- d. The act has been committed by an individual or individuals as part of an effort to coerce the civilian population of the United States or to influence the policy or affect the conduct of the United States government by coercion.

- e. The act must cause at least \$5,000,000 in overall insured losses attributable to all types of insurance subject to the Act.

- f. The Federal Government will pay based on formula established by law; 85% through 2015, 84% 2016; 83% 2017; 82% 2018; 81% 2019 and 80% 2020, but no more than 100 billion dollars. The carrier's maximum payment is 100 billion dollars in total for all losses.

No act may be certified as an act of terrorism if the act is committed as part of the course of a war declared by Congress (except for Workers' Compensation) or if losses resulting from the act, in the aggregate for insurance subject to TRIA, do not exceed \$5,000,000.

IMPORTANT DECLARATION AND DISCLOSURE INFORMATION

This document and the information contained herein is designed in a format that is easy to understand and compare against previous insurance programs. As such, it is necessary to use generalized terminology. This document does not in any way confirm that coverage is, or will be, in effect. Coverage can only commence after your request for coverage is accepted by the insurance company, and a deposit premium has been received. This proposal does not in any way infer or suggest that coverage as proposed will be broader than the standard forms provided by the quoted insurance company unless the broadening features are specifically mentioned in writing in this format. The presenter of this proposal has no authority to broaden or infer coverages beyond those that are stated in writing. This proposal is only valid for 30 days.

This proposal is a summary of terms and conditions proposed by the insurers based on the information obtained from you. Therefore, you are solely responsible for the accuracy of the information furnished to the insurance carriers. We are not responsible for verifying any of this information which you have provided, nor shall we have any liability that arises from the inaccuracy of the information which you provided. All changes in your exposures to loss should be reported to us immediately so that proper coverage may be affected.

The policy must be reviewed for all of the coverages, terms, conditions, and exclusions. Policy forms will be made available at your request. The issued policy will supersede this proposal.

Upon acceptance of this proposal, it is necessary to effect insurance with proper values. Reviewing each of the coverages proposed and making changes and updates in accordance with current information and conditions is recommended. Higher limits may be available upon request.

It is important to note that any requests that you make, regarding this proposal or into the future, to change or bind your insurance coverage through email, voicemail or verbally with our staff will not take effect until written notice is received from us.

Any advice or guidance provided by any of our staff shall not be construed or relied upon as legal, accounting or actuarial advice. We encourage you to work with other professionals in those specific areas and for those specific matters.

Please also note that many insurance carriers have very strict claim reporting terms and conditions and can include wording that restricts or negates coverage should the carrier not be immediately notified of a potential claim. It is important that you refer to your actual policies for these requirements and follow them closely.

Compensation

For the placement and service of your insurance program, we will receive commission-based compensation from selected insurance companies and/or wholesale intermediaries. The compensation received by us may differ depending on the product and the insurance company. We may receive additional contingent compensation from these insurance companies based upon other aggregate factors, such as claims experience, growth in new business, retention of the business, total premium volume placed, etc. We may also be reimbursed for services rendered under contract with selected premium finance companies that agree to finance your insurance premiums. Any additional fees in lieu of commissions or for services such as claims, loss control and general risk management, will be outlined in the proposal.

Data Protection and Use

We are committed to protecting the privacy of your personal data. In our role as an insurance broker, we may use the data you provided us in the process of securing quotes or coverage, claims management, typical policy servicing, etc. and that data may be provided to various insurance carriers or intermediaries. If you have any specific questions about the use or access to this data, please let us know and we would be happy to discuss it with you.

IMPORTANT DECLARATION AND DISCLOSURE INFORMATION

With respect to your logo(s) and unless otherwise instructed by you, we may, without notice or consent, use your logo(s) and other publicly available information in our marketing efforts and materials with the intent of adding additional clients and growing our business.

Insurance Carrier Rating

If we have provided information in the proposal as to the current rating of an insurance carrier through the AM Best Company, which is an independent rating company, please understand that to the best of our ability we are providing their current rating as of the date of the proposal. However, these ratings are subject to change at any time. Therefore, if the rating of the carrier is important to you or your business, we advise that you check the current rating by accessing their website directly at ambest.com for the most current status and rating of your insurance carrier.

IMPORTANT NOTICE:

- 1. The insurance policy that you are applying to purchase is being issued by an insurer that is not licensed by the State of California. These companies are called "nonadmitted" or "surplus line" insurers.**
- 2. The insurer is not subject to the financial solvency regulation and enforcement that apply to California licensed insurers.**
- 3. The insurer does not participate in any of the insurance guarantee funds created by California law. Therefore, these funds will not pay your claims or protect your assets if the insurer becomes insolvent and is unable to make payments as promised.**
- 4. The insurer should be licensed either as a foreign insurer in another state in the United States or as a non-United States (alien) insurer. You should ask questions of your insurance agent, broker, or "surplus line" broker or contact the California Department of Insurance at the toll-free number 1-800-927-4357 or internet website www.insurance.ca.gov. Ask whether or not the insurer is licensed as a foreign or non-United States (alien) insurer and for additional information about the insurer. You may also visit the NAIC's internet website at www.naic.org. The NAIC-the National Association of Insurance Commissioners-is the regulatory support organization created and governed by the chief insurance regulators in the United States.**
- 5. Foreign insurers should be licensed by a state in the United States and you may contact that state's department of insurance to obtain more information about that insurer. You can find a link to each state from this NAIC internet website: https://naic.org/state_web_map.htm.**

6. For non-United States (alien) insurers, the insurer should be licensed by a country outside of the United States and should be on the NAIC's International Insurers Department (IID) listing of approved nonadmitted non-United States insurers. Ask your agent, broker, or "surplus line" broker to obtain more information about that insurer.

7. California maintains a "List of Approved Surplus Line Insurers (LASLI)." Ask your agent or broker if the insurer is on that list, or view that list at the internet website of the California Department of Insurance: www.insurance.ca.gov/01-consumers/120-company/07-

8. If you, as the applicant, required that the insurance policy you have purchased be effective immediately, either because existing coverage was going to lapse within two business days or because you were required to have coverage within two business days, and you did not receive this disclosure form and a request for your signature until after coverage became effective, you have the right to cancel this policy within five days of receiving this disclosure. If you cancel coverage, the premium will be prorated and any broker's fee charged for this insurance will be returned to you.

Signature

Date: _____

Insured: El Camino Real Alliance

D-1 (Effective January 1, 2020)



Gallagher

Insurance | Risk Management | Consulting

Commercial Insurance Proposal

EL CAMINO REAL CHARTER HIGH SCHOOL

Presented By:

**Arthur J Gallagher & Co
Insurance Brokers of CA, Inc.**

505 N. Brand Blvd., Suite 600

Glendale, CA 91203

p. 818.539.2300

f. 818.539.2301

License No. 0726293

June 25, 2021



El Camino Real Charter High School Academy Exposure and Rate Comparison

| | 20-21 Expiring Proposal | 21-22 Renewal Proposal | Percentage Difference From Expiring | CharterSAFE 21-22 | Percentage Difference From Renewal Proposal |
|----------------------|-------------------------|------------------------|-------------------------------------|-------------------|---|
| Student Count | 3,590 | 3,590 | 0.00% | 3,600 | 0.28% |
| Payroll | \$ 17,314,763.00 | \$ 17,800,000.00 | 2.80% | \$ 19,800,000.00 | 11.24% |
| Property Values | \$ 2,974,400.00 | \$ 3,093,376.00 | 4.00% | \$ 6,169,980.00 | 99.46% |
| Package Premium | \$ 245,005.00 | \$ 457,427.00 | 86.70% | \$ 439,530.00 | -3.91% |
| Package Rate/Student | \$ 68.25 | \$ 127.42 | 86.70% | \$ 122.09 | -4.18% |
| Work Comp Premium | \$ 228,642.00 | \$ 189,479.00 | -17.13% | \$ 228,374.00 | 20.53% |
| WC Rate | 1.32% | 1.06% | -19.39% | 1.15% | 8.35% |
| Total Cost: | \$ 473,647.00 | \$ 646,906.00 | 36.58% | \$ 667,904.00 | 3.25% |



El Camino Real Charter High Premium Summary / Comparison

| Line of Business | 20-21 Insurance | 21-22 Renewal | CharterSAFE 21-22 |
|--|----------------------|----------------------|----------------------|
| Commercial Property | \$ 17,775.00 | \$ 21,520.00 | Included |
| Commercial Auto | \$ 666.00 | \$ 924.00 | Included |
| Commercial Crime | \$ 4,306.00 | \$ 4,311.00 | Included |
| General Liability | \$ 103,946.00 | \$ 178,646.00 | Included |
| Educators Legal Liability (E&O, D&O, EPLI) | \$ 12,551.00 | \$ 97,943.00 | Included |
| Fiduciary Liability | \$ 1,650.00 | \$ 1,650.00 | Included |
| Excess Liability(\$10m) | \$ 44,710.00 | \$ 53,900.00 | Included |
| Excess Liability (\$10m x \$10m) | \$ 15,400.00 | \$ 31,740.00 | Included |
| Excess Liability (\$10m x \$20m) | Included | \$ 22,951.00 | |
| Cyber Liability | \$ 7,146.00 | \$ 8,926.00 | Included |
| Student Accident | \$ 34,121.00 | \$ 31,840.00 | Included |
| Workplace Violence | \$ 2,734.00 | \$ 3,076.00 | Included |
| Pollution Liability | | | Included |
| Total: | \$ 245,005.00 | \$ 457,427.00 | \$ 439,530.00 |
| Workers Compensation | \$ 228,642.00 | \$ 210,679.00 | \$ 228,374.00 |
| Total Annual Premium: | \$ 473,647.00 | \$ 668,106.00 | \$ 667,904.00 |
| | | N/A | \$ 13,032.00 |
| | | \$ 10,860.00 | N/A |
| | | \$ 678,966.00 | \$ 680,936.00 |

*Adjusted Premium based on \$19.8m Payroll

Additional Student Accident

Additional Pollution

Total Premium



Coverage Comparison

| Coverage Detail | CharterSafe | Hanover |
|--|--|----------------|
| Commercial Property | | |
| Property | \$100,000,000- Max limit per occ. | \$3,093,376 |
| Equipment Breakdown | \$100,000,000- Max limit per occ. | \$3,093,376 |
| Property Deductible per Claim | \$1,000 for all perils other than wildfire or water damage which varies on # of claims (\$500-\$20k) | \$1,000 |
| Business Income/Extra Expense | \$10,000,000 | \$15,000,000 |
| Business Income/Extra Expense Deductible | \$1,000 | 24 Hours |
| Commercial General Liability | | Hanover |
| Per Occurrence Limit | \$5,000,000 | \$1,000,000 |
| General Aggregate Limit | \$5,000,000 | \$3,000,000 |
| Products-Completed Operations Aggregate Limit | \$5,000,000 | \$3,000,000 |
| Medical Expense Each Claim Limit | \$10,000 per person \$50,000 per occ. | \$15,000 |
| Educator's Legal Liability– Each Claim Limit | \$5,000,000 | \$1,000,000 |
| Educator's Legal Liability – Aggregate Limit | \$5,000,000 | \$3,000,000 |
| Educator's Legal Deductible | \$2,500 | \$150,000 |
| IEP Legal Expense- Reimbursement Sublimit | \$50,000 occ/ agg- \$5,000,000 combined annual agg. | \$300,000 |
| IEP Legal Expense- Deductible | \$7,500 per occ. | \$50,000 |
| Abuse/Improper Sexual Conduct – Each Claim Limit | \$5,000,000 | \$1,000,000 |
| Abuse/Improper Sexual Conduct – Each Claim Aggregate | \$5,000,000 | \$3,000,000 |
| Abuse/ Sexual Conduct- Deductible | \$0 (completed training) / \$100,000 (no training) | \$0 |
| Employee Benefits Liability – Occurrence Limit | \$5,000,000 | \$1,000,000 |
| Employee Benefits Liability – Aggregate Limit | \$5,000,000 | \$3,000,000 |
| Employee Benefits Liability – Deductible | \$0 | \$1,000 |
| Law Enforcement Activities Liability | \$5,000,000 occ/agg. | Excluded |



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Insurance | Risk Management | Consulting

| | | |
|--|---|--|
| Commercial Umbrella/Excess | | Hanover/Evanston/Fireman's Fund |
| Each Occurrence | \$50,000,000 | \$30,000,000 |
| General Aggregate | \$50,000,000 | \$30,000,000 |
| Notable Exclusion | | ELL(E&O, D&O & Employment Practices) |
| Commercial Auto | | Hanover |
| Hired & Non-Owned Auto Liability – Combined Single Limit | \$5,000,000 occ/agg. | \$1,000,000 |
| Auto Physical Damage | \$1,000,000 occ/agg. | \$1,000,000 |
| Hired Auto Physical Damage – Collision Deductible | \$500 | \$500 |
| Student Accident | | QBE Insurance |
| Student Accident | \$50,000 per injury/ accident | \$25,000 |
| Volunteer Accident | \$25,000 per injury/ accident | Unknown |
| Catastrophic Student Accident | | \$7.5m/\$500k Cat Cash |
| Executive Package | | Hanover |
| Directors & Officers Liability | \$5,000,000 | Shared with Educators' Legal |
| Directors & Officers Liability Retention | \$100,000 | \$50,000 |
| Employment Practices Liability Limit | \$5,000,000 | \$1,000,000 |
| Employment Practices Liability Retention | \$100,000 | \$150,000 |
| Wage & Hour Defense | | Excluded |
| Wage & Hour Defense Deductible | | Excluded |
| Fiduciary Liability | \$1,000,000 | \$1,000,000 |
| Fiduciary Liability Retention | \$100,000 | \$10,000 |
| Pollution | | |
| Pollution liability | \$1,000,000 occ/ agg. \$5M combined annual agg. | |
| Deductible | \$10,000 | |
| Cyber | | Houston Casualty |
| Cyber Liability | \$1,000,000 per claim/ agg. \$5M combined annual agg. | \$1,000,000 |
| Deductible | \$10,000 per claim | \$25,000 |



Gallagher

Insurance | Risk Management | Consulting

| Commercial Crime | | Hanover |
|-------------------------|-------------------------------------|----------------|
| Employee Theft | \$1,000,000 | \$1,000,000 |
| Forgery or Alteration | \$1,000,000 | \$1,000,000 |
| Deductible per Claim | Varies on # of claims (\$500-\$20k) | \$5,000 |



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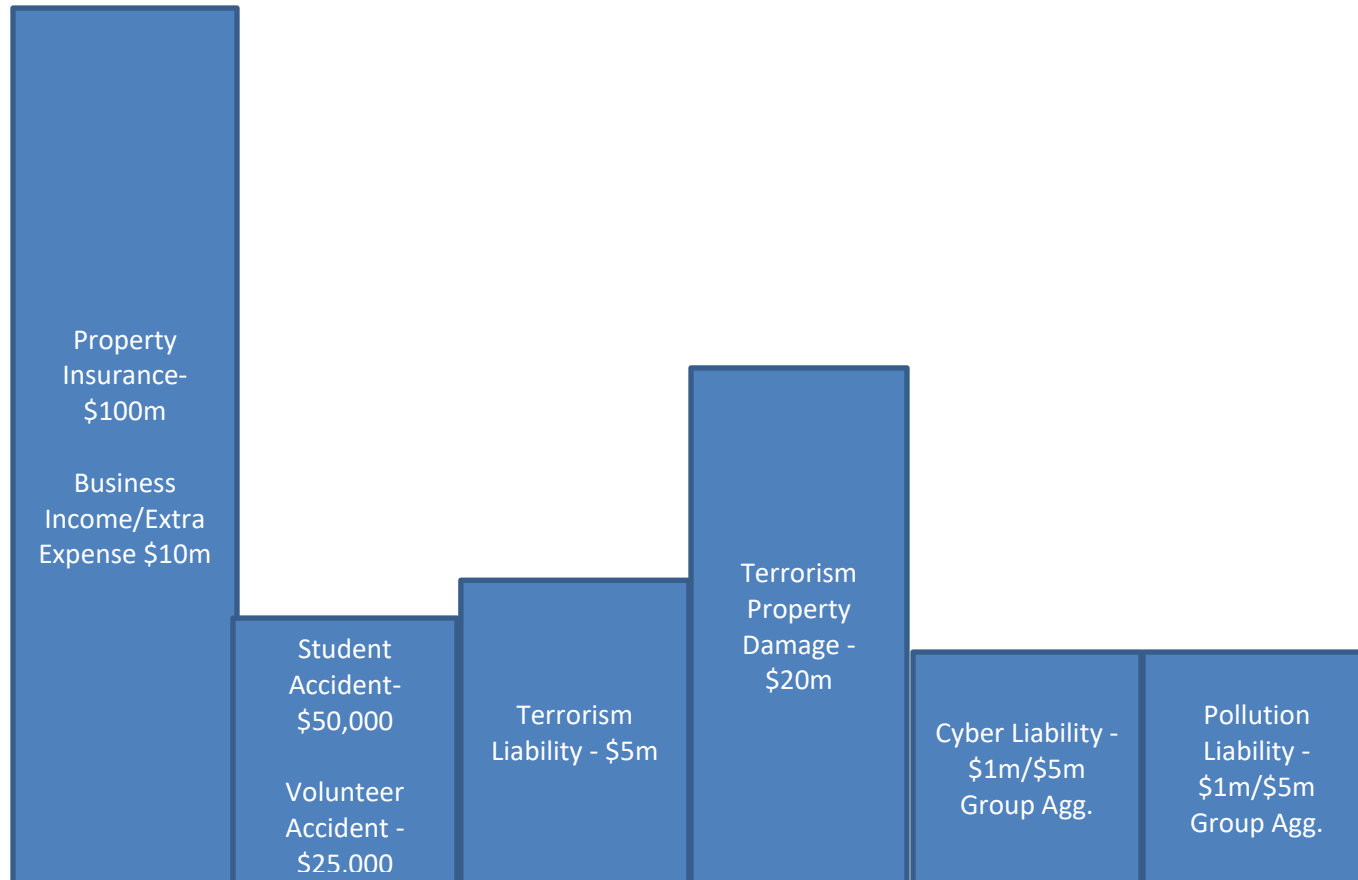
Insurance | Risk Management | Consulting

CharterSAFE Coverage Chart- Liability Insurance





CharterSAFE Coverage Chart- Other Insurance



**ECRCHS
2021-2022 INSURANCE PROPOSALS
COMPARISONS TO OTHER CONVERSION CHARTERS**

INSURANCE

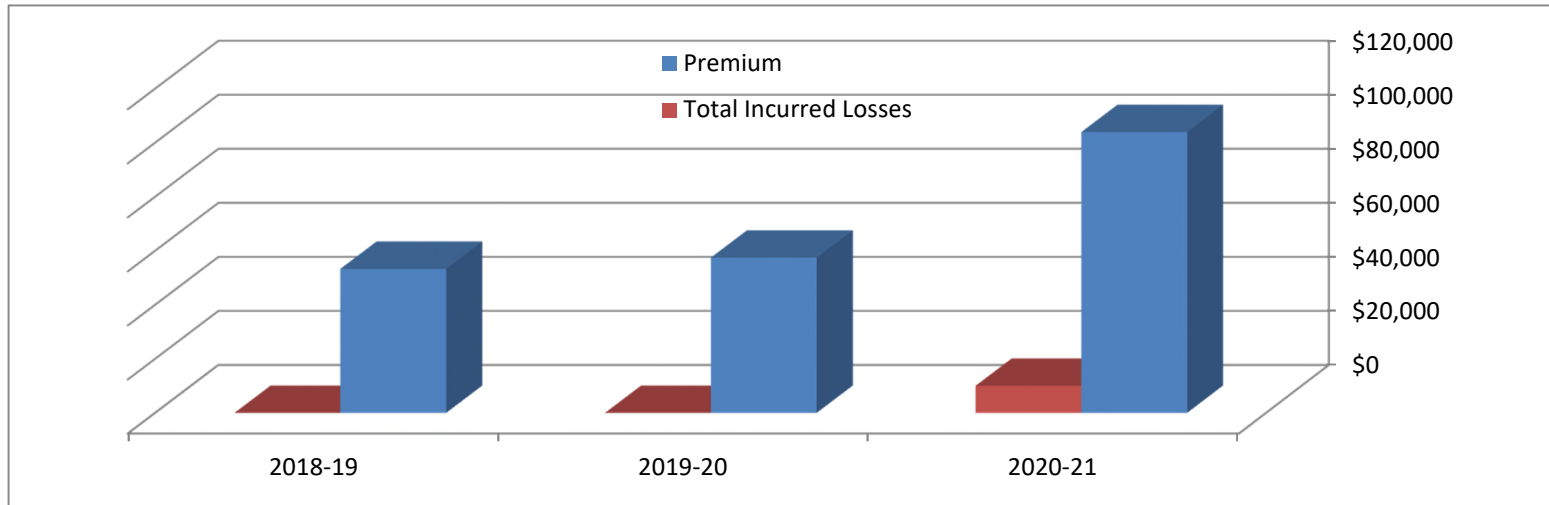
| | PAYROLL | STUDENTS | BUDGET | WORKERS COMP | All other | TOTAL | COVID Credit | Sub.-Total | Comparable Adjustments (a) | Adjusted Total-2021/2022 | 2020/2021 Insurance Exp | Increase |
|---|---------------|----------|---------------|--------------|------------|--------------|--------------|--------------|----------------------------|--------------------------|-------------------------|----------|
| EL CAMINO REAL CHARTER HIGH SCHOOL | \$ 19,800,000 | 3,620 | \$ 45,751,000 | | | | | | | | | |
| Bolton | | | | \$ 210,291 | \$ 459,251 | \$ 669,542 | 0 | \$ 669,542 | \$ 10,860 | \$ 680,402 | \$ 473,647 | 44% |
| CharterSafe | | | | \$ 228,374 | \$ 439,530 | \$ 667,904 | 0 | \$ 667,904 | \$ 13,032 | \$ 680,936 | | |
| BIRMINGHAM CHARTER HIGH SCHOOL | \$ 17,149,000 | 3,200 | NA | \$ 203,872 | \$ 400,520 | \$ 604,392 | \$ (7,555) | \$ 596,837 | | \$ 596,837 | NA | |
| CharterSafe | | | | | | | | | | | | |
| GRANADA HILLS CHARTER HIGH SCHOOL | \$ 34,774,000 | 6,075 | \$ 87,354,000 | \$ 717,032 | \$ 350,185 | \$ 1,067,217 | \$ (13,340) | \$ 1,053,877 | | \$ 1,053,877 | \$ 959,275 | 10% |
| CharterSafe | | | | | | | | | | | | |
| PALISADES CHARTER HIGH SCHOOL | \$ 20,158,000 | 3,040 | \$ 39,950,000 | \$ 226,767 | \$ 404,912 | \$ 631,679 | \$ (7,896) | \$ 623,783 | \$ 9,000 | \$ 632,783 | \$ 504,719 | 25% |
| CharterSafe | | | | | | | | | | | | |

(a)- Bolton offers Optional Pollution Coverage for \$10,860, CharterSafe Included in proposal
CharterSafe Proposal offers Separate Student Accident Insurance Policy for \$13,032. Bolton included



El Camino Real Alliance Commercial General Liability Premium and Loss Summary

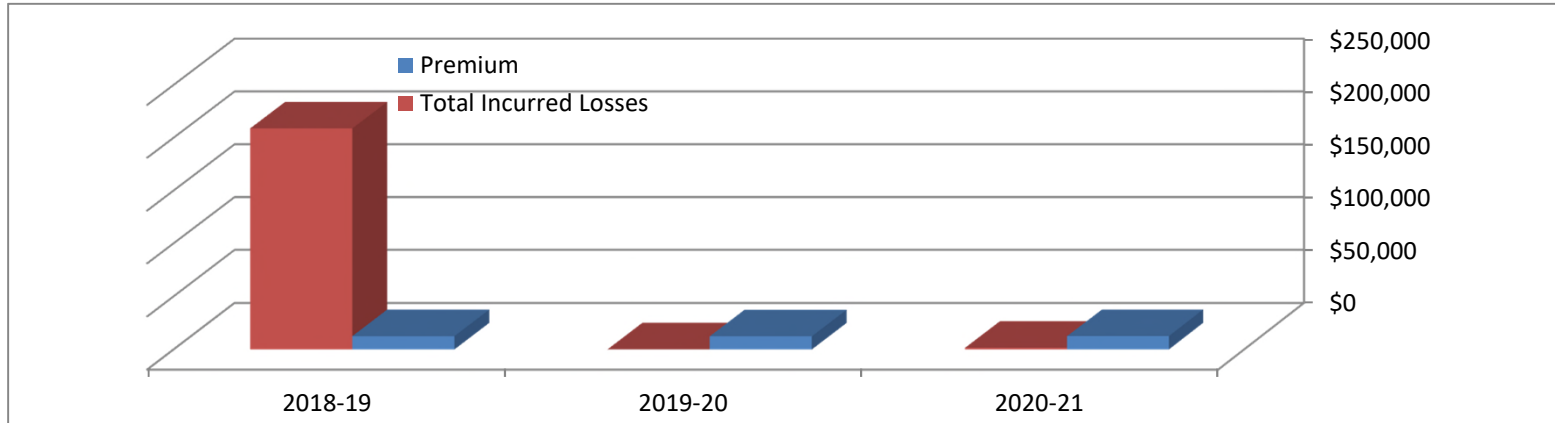
| Year | Carrier | Premium | Total Claims | Paid Losses | Reserved Losses | Total Incurred Losses | Avg. Cost Per Claim | Loss Ratio |
|---------|---------|------------------|--------------|-------------|-----------------|-----------------------|---------------------|------------|
| 2020-21 | Hanover | \$103,946 | 1 | \$0 | \$10,000 | \$10,000 | \$10,000 | 10% |
| 2019-20 | Hanover | \$57,459 | 0 | \$0 | \$0 | \$0 | \$0 | 0% |
| 2018-19 | Hanover | \$53,298 | 0 | \$0 | \$0 | \$0 | \$0 | 0% |
| | | \$214,703 | 1 | \$93 | \$10,000 | \$10,000 | \$10,000 | 5% |





EI Camino Real Alliance Educators Legal Liability Liability Premium and Loss Summary

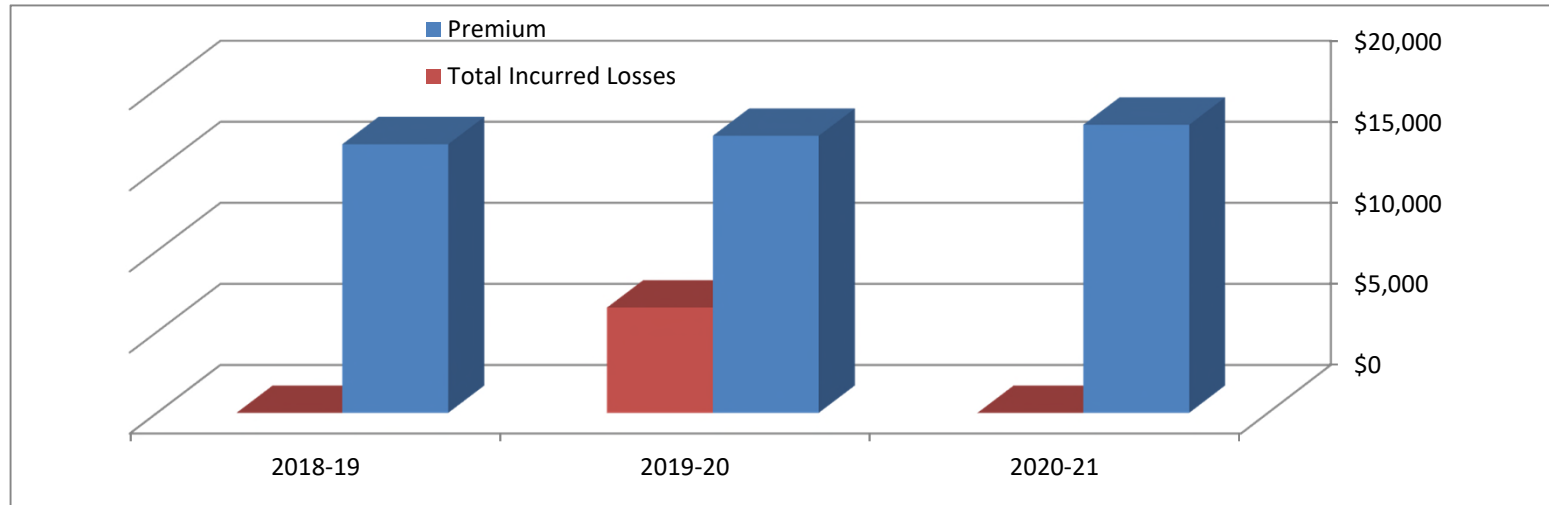
| Year | Carrier | Premium | Total Claims | Paid Losses | Reserved Losses | Total Incurred Losses | Avg. Cost Per Claim | Loss Ratio |
|---------|---------|-----------------|--------------|------------------|-----------------|-----------------------|---------------------|-------------|
| 2020-21 | Hanover | \$12,551 | 2 | \$0 | \$1,500 | \$1,500 | \$750 | 12% |
| 2019-20 | Hanover | \$12,366 | 6 | \$112 | \$0 | \$112 | \$19 | 1% |
| 2018-19 | Hanover | \$12,487 | 8 | \$208,842 | \$0 | \$208,842 | \$26,105 | 1672% |
| | | \$37,404 | 16 | \$208,954 | \$1,500 | \$210,454 | \$13,153 | 563% |





El Camino Real Alliance Commercial Property Liability Premium and Loss Summary

| Year | Carrier | Premium | Total Claims | Paid Losses | Reserved Losses | Total Incurred Losses | Avg. Cost Per Claim | Loss Ratio |
|---------|---------|-----------------|--------------|----------------|-----------------|-----------------------|---------------------|------------|
| 2020-21 | Hanover | \$17,775 | 0 | \$0 | \$0 | \$0 | \$0 | 0% |
| 2019-20 | Hanover | \$17,092 | 1 | \$6,496 | \$0 | \$6,496 | \$6,496 | 38% |
| 2018-19 | Hanover | \$16,575 | 0 | \$0 | \$0 | \$0 | \$0 | 0% |
| | | \$51,442 | 1 | \$6,496 | \$0 | \$6,496 | \$6,495.67 | 13% |





El Camino Real Alliance Workers' Compensation Liability Premium and Loss Summary

| Year | Carrier | Premium | Total Claims | Paid Losses | Reserved Losses | Total Incurred Losses | Avg. Cost Per Claim | Loss Ratio |
|---------|-----------|------------------|--------------|------------------|------------------|-----------------------|---------------------|------------|
| 2020-21 | Benchmark | \$228,642 | 1 | \$47,802 | \$37,128 | \$84,930 | \$84,930 | 37% |
| 2019-20 | Benchmark | \$243,801 | 7 | \$12,167 | \$21,442 | \$33,609 | \$4,801 | 14% |
| 2018-19 | Benchmark | \$272,706 | 20 | \$94,336 | \$61,356 | \$155,692 | \$7,785 | 57% |
| | | \$745,149 | 28 | \$154,305 | \$119,927 | \$274,232 | \$0 | 37% |

