ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Division of Insurance and Risk Management
117 West Duval Street
Suite 335
Jacksonville, FL 32202
(904) 630-7521
www.coj.net

MEMORANDUM

TO: Greg Pease, Chairperson, Professional Services Evaluation Committee

COPY: Alex Baker, PSEC Specialist

FROM: Twane Duckworth, Chief of Risk Management
Ann Willis, Property & Casualty Compliance Administrator

DATE: February 22, 2019

RE: 8518-03 Property Insurance Broker Services Contract – AMD #6 (revised)

The current contract No. 8518-03 Property Broker Services in the Scope of Services allows for placement of property, boiler & machinery and terrorism coverage as well as appraisal services as required by the City by Arthur J. Gallagher Risk Management Services, Inc. with a maximum indebtedness of $18,210.415.65.

It is respectfully requested that City Contract No. 8518-03, with Arthur J. Gallagher Risk Management Services, Inc., be amended to allow for appraisal services procured by the City's broker to update the City's property schedule for insurance and FEMA purposes set forth in Exhibit G, attached hereto, in the amounts of $77,450.00. It is also requested the same contract is amended for the placement, binding and ratification of the purchase of property, boiler and machinery, and terrorism coverage for the City of Jacksonville and Jacksonville Port Authority effective March 1, 2019 to March 1, 2020 for the property insurance program in a not to exceed amount of to $4,980,533.00 to cover the insurance renewal premium as set forth in Exhibit H. This will cause a total increase in maximum indebtedness of $5,057,983.00.

The new maximum indebtedness should be adjusted from $18,210,415.65 by a not to exceed amount of $5,057,983.00 for a new maximum indebtedness of $23,268,398.65. All other contract terms and conditions shall remain the same (nothing contained herein shall be amended, modified. or otherwise revised without prior PSEC and Mayor's approval).

Exhibits for your review:

Exhibit A - Original Contract # 8518-03 Property Broker Services
Exhibit G – Property Appraisal
Exhibit H – 2019 Property Insurance Renewal

Thank you for your consideration.

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EXHIBIT G

Building Appraisal Proposal

AssetWORKS

Insurance Appraisal Services Proposal

Submitted by:

Melvin Ngayan

Regional Director

261 Old York Road, Suite 305

Jenkintown PA 19046

melvin.ngayan@assetworks.com

www.assetworks.com

Phone: 215-354-1078

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AssetWORKS

February 5, 2019

Ms. Judy Arenz, CPCU

Area Senior Vice President

Arthur J. Gallagher & Co.

2255 Glades Road, Suite 200E

Boca Raton FL 33431

RE: *Insurance Appraisal Services Proposal for the City of Jacksonville*

Dear Ms. Arenz:

AssetWorks LLC is pleased to respond to your request for proposal to provide the City of Jacksonville (hereafter known as the "City") comprehensive property insurance appraisal and supplemental property data collection services. Our valuation solution will assist with developing an insurable values base for **equitable distribution of premiums**, reliable insurance to value for **risk identification**, assure accurate coverage for **risk quantification**, supplemental property exposure data for risk financing **and provide proof –of-loss documentation** in the event of a loss.

I, Melvin Ngayan, am authorized to make representations for AssetWorks. Neither our Firm, nor any individuals assigned to provide services to the City have any conflicts of interest with the City.

Thank you for the opportunity to offer AssetWorks' customized property appraisal services. Please contact me at 800-876-0363 X1352 if you have any questions or to schedule a meeting at your convenience.

Respectfully submitted,

AssetWorks LLC

Melvin P. Ngayan

Regional Director

261 Old York Road, Suite 305 | Jenkintown, PA 19046 | 215.354.1078 (P) | 215.354.1086 (F) | www.assetworks.com

1. Executive Summary

AssetWorks is a wholly owned subsidiary of Constellation Software, Inc. The organization has more than 2,200 employees and is publicly traded on the TSX under the symbol CSU. CSI's 2017 consolidated revenues exceeded US $2.1 Billion.

AssetWorks is an industry leading provider of technology and consulting solutions for asset and infrastructure intensive organizations in government, education, utilities, telecommunications, transportation, healthcare and the commercial sector. Our suite of Enterprise Asset Management (EAM) software solutions and professional consulting services enable organizations to improve maintenance practices, streamline operations, and improve accountability for mission-critical capital assets.

AssetWorks is confident in our ability to provide the expertise and experience to implement property valuation solutions. This includes the collection of comprehensive property data and the development of accurate insurable values. AssetWorks has provided customized solutions to the risk management community across the country and has recently served over 50 risk pools which included appraising over 150,000 public entity buildings for insurance purposes.

1.1 Property Appraisal Services

Our innovative solutions help organizations to vastly improve their property insurance and tracking programs, financial reporting and accounting compliancy, and much more. Maintaining a strong presence nationally, AssetWorks has the experience and capacity to provide efficient and timely services.

Manage the Risk of Property Exposure with Values that are Current and Accurate

AssetWorks is uniquely qualified to provide property appraisals that achieve accurate insurance placement and act as a benchmark for proof-of-loss substantiation in the event of a loss. Our combination of valuation consultants and state of the art technology offers innovative, customized and cost effective services for initial and long-term solutions associated with property insurance and risk management.

Ensure you are Properly Insured

Our valuation consultants go the extra mile to ensure you receive the most accurate and up-to-date values possible helping to ensure you receive the coverage you need

Secure the Best and Most Accurate Rates

By collecting detailed COPE and catastrophe modeling data you gain a more complete picture of your risk profile which when run through modeling programs can result in more favorable rates

Increase Confidence in the Quality of Your Data

Every engagement includes certified appraisal reports with insurance detail per building and a comparison of values prior to and following the appraisal project

Leverage the Benefits of a True Partnership

The relationships we build with our clients are important to us. From kick-off meeting through project completion, we believe open communication is paramount to our success and yours

There's No Substitute for a Physical Inspection

Insurance companies and underwriters are becoming more selective in the values they will accept. Desktop appraisal methods and multiple years of value trending depend solely on the accuracy of the data provided at the time a structure is added to the statement of values. These methods can result in inconsistent values and/or the exclusion of structures that exist but are not listed on the current statement of values. An on-site appraisal will assure an accurate schedule of values and property underwriting data, resulting in equitable allocation of premiums and competitive rates in the market place.

1.2 AMP Property Risk Management Software (Value Added Service)

Bridge the Gap between Valuation Results and Valuation Management

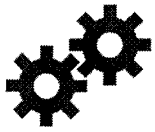
As an organization, being exposed to a variety of risks is inevitable. Which means, being prepared for the event of a risk occurrence is critical. When it comes to managing property data for your organization, the AMP Property Risk Management module from AssetWorks offers an innovative approach. By maintaining data about buildings and structures, property-in-the-open, fixed assets, and licensed vehicles, in a single, comprehensive database, AMP can help bridge the gap between valuation results and valuation management.

Simplify the Renewal Process

Maintain all property data and insurable values in a single, sophisticated database accessible by all approved users in real-time

Easily Prepare Reports

Run standard or create custom reports for data mapping for catastrophe modeling, proof-of-loss documentation, and the insurance renewal procedure



Increase Efficiency

Automate workflow processes for adding new properties, modifying/approving changes to existing properties, and removing entries from current property schedules

Secure Accurate Rates

Experience greater leverage in the insurance market with respect to coverage and premiums as a result of submitting accurate data and a detailed risk model

2. Qualifications and Personnel

2.1 Qualifications

AssetWorks is confident in our ability to respond to the current and future needs of the City, providing the expertise to provide professional and accurate data collection, valuation estimates, and supplemental data needed for property insurance underwriting purposes. AssetWorks' service will assist with managing property exposure, achieve accurate insurance placement, allocation of property premiums and act as a benchmark for proof-of-loss substantiation in the event of a catastrophe.

Our innovative solutions help organizations to vastly improve their property insurance and tracking programs, insurance and accounting compliancy, generate detailed and customized reports, and much more.

You can confidently select AssetWorks as your partner for the following reasons:

- AssetWorks maintains professional affiliations with national insurance associations including the Florida PRIMA, Florida Association of Counties (FAC), Association of Governmental Risk Pools (AGRIP), Public Risk Management Association (PRIMA) and the Risk and Insurance Management Society (RIMS). AssetWorks is a proud sponsoring member of **AGRIP's Quality Education Initiative.**
- **Quality Assurance** - AssetWorks has developed internal project management standards which assure consistent application of property data collection, valuation methodology and deliverables of draft and final reports. Our management analysis process includes several levels of report review including project manager, regional director and customized systems to assure accuracy of reported data and consistency in values.
- AssetWorks is the technology pioneer in asset management and property appraisal solutions. AssetWorks developed a comprehensive proprietary web based property management system (**AMP™**) to provide our clients the ability to manage, report, and perpetuate valuation data.
- Our project team consists of **full-time employees** (no-subcontractors) and professional valuation consultants associated with the American Society of Appraisers. Our team specializes in providing property appraisal services to government entities. AssetWorks assists with the design and implementation of programs to enhance the marketing of your property insurance program, provide consistent and accurate data for the reinsurance market, and also supplemental property data for loss control purposes.
- AssetWorks takes pride in being true public entity specialists, generating over ninety percent of our annual revenue serving public entities, **including over 50 pooling groups nationally, several county associations, in total appraising over 150,000 public entity buildings over the past two decades.**

2.2 Key AssetWorks Personnel

AssetWorks identifies 'quality' as being the primary focus in all projects. Quality work results in a highly satisfied client and has been the basis of our success. Systems in place lead to shorter study periods, reliable data, minimized rework and a more useful reporting tool. The five stages of quality control include:

- Project Design & Implementation Plan – **Project Manager**
- Daily Data Review – **Project Manager**
- Finalized Data Review – **Quality Control Manager**
- Preliminary Reports Review – **Customer**
- Data Integrity Review – **ISG Processor**

Our aggressive quality control regime is led by a corporate philosophy of "Quality First, Profitability Second." Annual client surveys along with the partnerships of long-term clients have taught us that this is never to be overlooked.

The core of our success is our dedicated and qualified personnel. Our asset services professional staff is comprised of consultants possessing backgrounds in a wide range of specialties, including architecture, engineering, construction estimating, accounting, real estate, finance, and business management. Members of our staff maintain affiliations with various professional associations focusing on the American Society of Appraisers (ASA). AssetWorks has a unique combination of highly skilled professionals and cutting edge technology that allows us to assess, execute, and support each client's specific valuation requirements in a professional, timely, and cost effective manner.

Partnership Manager

To ensure mutual success, AssetWorks designates an empowered contact who serves as your Partnership Manager.

Mr. Melvin Ngayan is the designated partnership manager and liaison for AssetWorks. The Partnership Manager is obligated to view the project from the client's perspective and make sure that AssetWorks always acts in the interest of the client. The Partnership Manager has the ability to make decisions and command resources beyond the project at hand. The goal is to establish loyalty and build a long-term, successful relationship. Mr. Ngayan is well qualified to serve as the Partnership Manager. He is the current Regional Director. His tenure at AssetWorks has included regional project management, the planning and execution of numerous property appraisals, and capital asset accounting studies for municipalities, county governments, pooling organizations and various other public sector entities.

**** Professional qualifications of AssetWorks staff are included in Addendum B***

3. Project Scope

The scope of this project is to physically inspect and appraise all insured buildings of the City of Jacksonville with a Replacement Cost greater than or equal to $100,000 and as listed on Addendum A – Property List. The Purpose is to obtain uniform and reliable insurable values for buildings/structures, including contents modeling, so accurate values can be used for insurance placement and allocation of premiums. The resulting data will provide current insurable values, enhanced COPE data, proof-of-loss documentation, as well as the basis for underwriting and insurance premiums. The proposed services will be performed in accordance with industry-wide appraisal standards (USPAP – Uniform Standards of Professional Appraisal Practice).

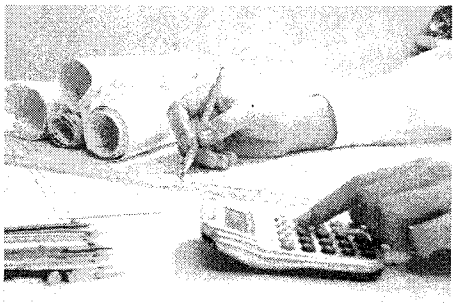
4. Appraisal Services & Procedures

4.1 General Buildings & Structures

The basis for valuations of each building lie in the data recorded while onsite. Each building will be physically inspected and a description for each building will be developed and recorded, depicting primary Construction, Occupancy, Protection and Exposure (**COPE**) data to be included on the insured property as it is related to property loss prevention and valuation. **Construction** details will include: building wall, floor and roof material, dates of construction, building dimensions, total square footage. **Occupancy** details will include general building use. **Protection** details include sprinkler systems, fire detection and alarm systems. **Exposure** details include our observation of interior and exterior hazard exposures. AssetWorks is proposing a comprehensive appraisal of insured property, the study will include:

- Onsite property insurance appraisals resulting in accurate insurable values and proof-of-loss documentation for buildings and structures.
- Contents within the buildings will be reported based on a modeling technique and included in the valuations data.
- Proper identification of primary Construction, Occupancy, Protection and Exposure (COPE) data for each structure.
- Identification of flood zones for each structure

Single digital photographs will be prepared for each building and integrated into the final reports. Each building will either be physically measured or square footage verified through a review of blueprints or client supplied information. Additionally, a complete physical address will be identified and included as best possible. If rural locations have not been assigned a numbered address, our description will include locators appropriate for ease of future identification.

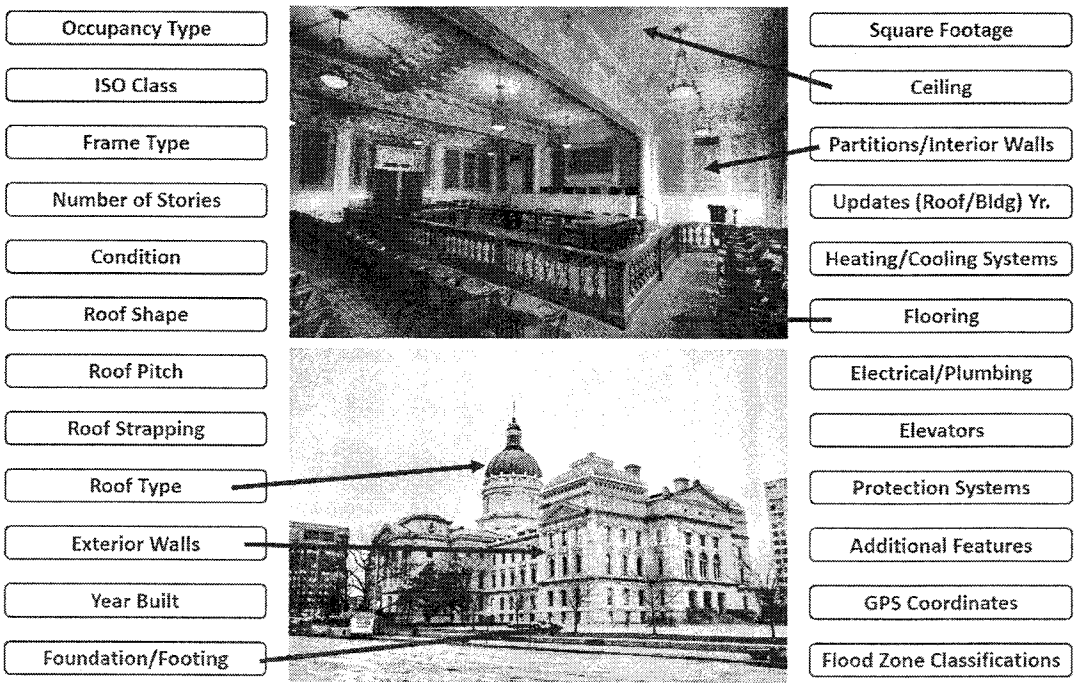


4.2 ISO/Construction Classifications

One of the primary goals of underwriting for property insurance is determining the risk of fire. One of the main considerations in making that determination is assigning the proper construction class. Properly identifying the construction class can help the underwriter understand the construction type and rate the risk more accurately. AssetWorks reports will include ISO classes 1-6, as defined by the Commercial Fire Rating Schedule (CFRS) defined in terms of the Marshall and Swift construction classes:

ISO Class	M&S Class	Description
1	D	**Frame/Combustible** (wood walls & roof)
2	C	**Joisted Masonry** (free standing masonry shell flammable roof)
3	S	**Noncombustible** (light steel construction)
4	C	**Masonry Noncombustible** (free standing masonry walls with noncombustible floors and roof)
5	A	**Modified Fire Resistive** (noncombustible, 1 hour fire rating)
6	B	**Fire Resistive** (noncombustible, 2 hour fire rating)

4.3 Construction Occupancy Protection Exposure Data



4.4 Secondary Building Characteristics

- Year of Last Electrical Upgrade
- Year of Last Plumbing Upgrade
- Year of Last HVAC Upgrade
- Year of Last Roof Upgrade
- Nearest Ocean/Body of Water Distance
- Nearest Fire Hydrant Distance

4.5 Flood Zone Designation

Flood Zone designations are based on GPS coordinates and mapped via satellite. Identifying flood zones based on address can lead to an incorrect designation as many sites include multiple acres and multiple flood zones. In some cases, the flood zone actually intersects the structure and this has to be represented or an incorrect designation may be applied, particularly when only using a physical address as the determining factor. FEMA is currently undertaking the task of updating flood zones across the country as many zones have adjusted over time with the increase of construction, paving, terraforming and resulting changes from weather patterns and events. AssetWorks subscribes to FEMA updates as it relates to flood zone updates and maintains a strong relationship with a geo-mapping group to support zone designations and provide our clients with the accuracy required in this category.

5. Valuation Methodology

Our investigation of each property will follow generally accepted appraisal techniques and valuations in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) incorporating various sources to develop cost conclusions for each building. Sources include price lists, trade journals, industry publications, pricing subscription services, as well as direct cost research. It is an ongoing task to identify and continuously substantiate values. Multiple sources of value exist, but to rely on only one can be limiting as they all have positive points to be reflected. Sources of construction cost information include:

- Direct cost information from recent projects
- Inquiries with local contractors and architects
- US Department of Labor – Bureau of Labor Statistics
- Marshall and Swift / Boeckh
- RS Means Construction Cost Index
- Reed Construction Data
- Previous AssetWorks appraisal data
- Internal Developed Systems

Definitions of Value

Replacement Cost New Cost of Replacement New is the amount required to reproduce a property entirely at one time, as of a specific date, in like size, kind and quality and in accordance with current market prices for labor, materials, manufactured equipment, contractors overhead, profit and fees, but with no provisions for overtime or bonuses, or for premiums for materials and equipment. In determining replacement cost new, AssetWorks will not consider costs associated with demolition of property, debris removal, or partial loss into our analysis.

This methodology takes local wages and material costs into account, as well as specific structural attributes and current construction code that will cause an increase or decrease in base value such as sprinkler systems, elevators, exterior wall adjustments, actual building occupancy, and quality of construction as related to industry standards.

Insurance Exclusion is a provision in an insurance contract describing property, or types of property, that are not covered by an insurance policy. Based upon a review of current policy specifics, we identify the items to be excluded under terms of the policy. The insurance exclusion amount is deducted from replacement cost to arrive at an insurable value, specific to each structure.

Content Values will be included based on a "modeling" approach that was developed to meet the valuation needs of public entities without the extensive time required for a detailed inventory. AssetWorks utilizes computer models of more than 100 building types and their contents. A field inspection of each building is conducted and the building's contents will be identified.
We then estimate the value of contents in a particular building by taking a square foot equipment index of a like facility and applying it to the calculated area of the building. Equipment values may adjust to account for variations in density and quality of equipment present. Special consideration are given to buildings with specialty equipment (labs, EDP, warehouse...etc.), where content value can vary greatly.

Actual Cash Value is the Replacement Cost Value less depreciation.

Cost of Reproduction New (Historical Properties), is the amount required to reproduce a duplicate or replica of the entire property at one time in like kind and materials, in accordance with current market prices for materials, labor and manufactured equipment, contractor's overhead, profit, and fees, but with no provisions for overtime, bonuses for labor, or premiums for material.

6. Approach and Work Plan

6.1 Project Plan

The core of success in a property appraisal project begins on the front-end, and by way of dialogue, a truly customized project plan is developed to meet the specifications and needs of the City. This includes communication and high levels of active listening, meshing the interests and requests of all parties involved from the City, Brokers, Insurers and potentially Reinsurers. Our approach is not a template and is catered towards not only client requests but by way of our experience and expertise can bring new solutions to the table and aid in determining suitability.

City Staff Expectations

AssetWorks believes that clients retain our services with the expectation that AssetWorks staff, as paid professionals and consultants, will perform the necessary tasks with the highest level of industry professionals to successfully complete the project on time. We do view our clients as active participants and anticipate their assistance with the following:

- **Pre-Project Planning and Scheduling** – AssetWorks will identify key items to have prepared for the project kickoff meeting. We ask that you prepare and distribute a memo to all City Departments receiving an appraisal announcing the project and give the general purpose and time frame. AssetWorks will perform the appraisals by geographic region. We ask that you assist with scheduling the appraisals by geographic region as best as possible.
- **Availability of Existing Building Records** – AssetWorks will utilize existing records, as provided by the City. Blueprints, for example, can aid in the accuracy of calculating square foot area. Direct construction costs from the City are another source of valuable information we collect.
- **Access to All Sites** – AssetWorks appraisers will be granted access to all sites and buildings based on a mutually agreed upon appraisal schedule.

Project 'Kickoff' Meeting

Our project team will hold a comprehensive project-planning meeting with City representatives in advance of the onsite fieldwork. We advise that members of the administrative, risk management and facilities staff or other directly involved personnel attend this meeting. Topics of discussion include confirmation of project scope and time frames, the physical appraisal schedule, accessibility to buildings, and contacts for each City Departments. This meeting lays the foundation for the methods and procedures used during the onsite fieldwork.

6.2 Project Schedule

AssetWorks' automated approach and depth of experienced staff qualify us to complete all phases of this project in a timely fashion. We propose the following implementation plan based on the project scope, geographic breakdown and building counts, but have the flexibility to adjust in either direction to meet your needs.

A. Project Planning Meeting	Who	Results
Review project scope	AssetWorks/City	Confirm project understanding
Receive most recent schedule of values	AssetWorks/City	Scheduling/data verification
Obtain contact list	City	Contact intro
Develop schedule	AssetWorks	Timing/City notification
Develop project log/project status reporting	AssetWorks	Weekly status reporting
Define supplemental exposure data	AssetWorks/City	Field data collection
Review underwriting requirements	AssetWorks/City	Deliverable formatting
Review Deliverables	AssetWorks/City	Confirm reporting
Project team introduction	AssetWorks/City	AssetWorks staff intro
B. Site Inspection	**Who**	**Results**
Physically inspect each site (inside/outside)	AssetWorks	Accurate property data
Generate square footage (plans/measure/supplied)	AssetWorks	Square footage drives value
Collect COPE data	AssetWorks	Favorable insurance rates
Record ISO class	AssetWorks	Building rating
Building digital photo/GPS coordinates	AssetWorks	ID building, proof-of-loss
C. Office Valuation	**Who**	**Task Description**
Develop insurable value	AssetWorks	Underwriting/premium allocation
MS Boeckh	AssetWorks	Nationally recognized
RS Means	AssetWorks	Supplemental value source
Direct costing (actual construction cost)	AssetWorks	Reconcile new construction
D. Report Preparation	**Who**	**Task Description**
Management review (values, data, USPAP)	AssetWorks	Quality/consistent reporting
Summary report, client review	City	City review prior to finals
Final report-detail	AssetWorks	Detail underwriting data
Final report-summary	AssetWorks	Site/location totals
Data file	AssetWorks	System import/perpetuation

6.3 Proposed Implementation Schedule

Upon receipt of your authorization, a mutually agreeable schedule for the project planning of all appraisals and our on-site inspections will take place.

AssetWorks LLC staff assigned to this project will work exclusively out of our Pennsylvania offices for the duration of the engagement. AssetWorks LLC can have a team instantaneously deployed in the event of an immediate need for service. The current workload within the Asset Services Division allows for the dedication of 100% of the project team time allocated to the City's project. Project workload will not interfere with the progress and completion of this project.

7. Reports & Deliverables

7.1 Certification Letter

Certified appraisal reports are bound in an easy-to-read format. AssetWorks will provide a set of insurance summary and insurance detail reports. The certified appraisal report will include the Letter of Certification, which will:

- Identify the property appraised
- State the purpose of the appraisal
- Specify the appraisal date
- Define the level of value sought and the premise of value employed
- Describe the nature of the property included and excluded
- Discuss the appraisal investigation
- Indicate the factual data considered
- Present the conclusions of value (Replacement Cost unless otherwise ordered)
- Outline the qualifying and limiting conditions
- Include the signature of an authorized officer of the company

7.2 Preliminary Reports

AssetWorks project manager will send draft summary and detail reports directly to the member via email in .pdf format for review. Preliminary reports will also include a "Variance Report", comparing old values to new, providing an added tool for analysis. Additionally, the City and the agent for the member will be copied on the draft reports. AssetWorks will provide two weeks (10 business days) to the member for review and to determine acceptability of the final data. Upon approval, AssetWorks will then prepare and deliver final reports in electronic format. Any additional days requested by the member past the two week review period will have to be approved by the City.

7.3 Final Reports & Data

Electronic Reports & Data

- Excel File of Reports Data
- .PDF Files of all Hard Copy Reports

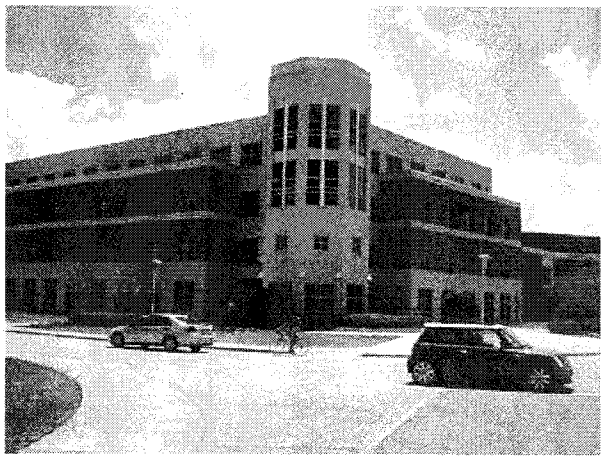
7.4 Sample Reports

Sample Summary Report

SB05X — Insurance Summary by Building — Page: 1

Code	Building Description / Address	City	Replacement Cost New	Exclusion Amount	Replacement Cost Less Exclusions	Actual Cash Value	Contents Value
Entity: 001	SAMPLE ENTITY USA						
Site: 005	SAMPLE SITE #1						
001	MAIN BUILDING #1 / 200 ANY STREET	ANY TOWN, US 12345	4,865,300	239,930	4,625,370	4,865,300	917,200
002	OUT BUILDING #1 / 200 ANY STREET	ANY TOWN, US 12345	21,900	1,080	20,820	21,900	4,900
	Site total for 005:	Asset Count 2	4,887,200	241,010	4,646,190	4,887,200	922,100
Site: 006	SAMPLE SITE #2						
001	MAIN BUILDING #2 / 300 ANY STREET	ANY TOWN, US 12345	13,313,700	796,870	12,514,830	12,381,700	1,688,900
002	OUT BUILDING #2 / 300 ANY STREET	ANY TOWN, US 12345	103,300	0	103,300	103,300	31,300
003	OUT BUILDING #3 / 300 ANY STREET	ANY TOWN, US 12345	103,300	0	103,300	103,300	31,300
	Site total for 006:	Asset Count 3	13,520,300	796,870	12,721,430	12,588,300	1,751,500
	Entity total for 001:	Asset Count 5	18,407,500	1,039,880	17,367,620	17,475,500	2,673,600
	Report Total:	Asset Count 5	18,407,500	1,039,880	17,367,620	17,475,500	2,673,600

Sample Building Detail Report



Entity:	001	SAMPLE ENTITY USA
Site:	003	COLLEGE/UNIVERSITY
Building:	001	UNIVERSITY BUILDING 200 ANY STREET ANY TOWN, US 12345
Department:	2009	2009 APPRAISAL
Year Built:	2001	Year Acquired: 2001
Nbr. of Stories:	4	Square Footage: 105,545
Basement:	NO	Adds/Renovations: NO
Occupancy:	COG	COLLEGE - CLASSROOM
Frame Type:	ST	STEEL
ISO Class:	4	MASONRY NON COMBUSTIBLE
GPS Latitude:		26°26.125N
GPS Longitude:		081°11.935W
Flood Zone:		X
Fire Protection:		SPRINKLER SYSTEM INTRUSION SYSTEM FIRE ALARM - MANUAL FIRE ALARM - AUTOMATIC

GENERAL BUILDING CHARACTERISTICS

Exterior Walls:	DECORATIVE CONCRETE BLOCK, GLASS METAL CURTAIN
Roofing:	METAL (2%), SINGLE MEMBRANE (98%)
Foundation:	CONCRETE SLAB ON GROUND, CONCRETE FOOTING FOUNDATION
Floor Finish:	CARPETING, CERAMIC TILE
Ceiling Finish:	ACOUSTICAL, DRYWALL
Partitions:	CONCRETE BLOCK, DRYWALL/STUDS

Services:
ELECTRICAL
PLUMBING
HEATING - CENTRAL (HOT WATER)
AIR CONDITIONING - CENTRAL

Features:
BUILT-INS (CABINETS, LOCKERS, BOOKCASES)
COVERED ENTRANCE WAY
COVERED WALKWAY
PASSENGER ELEVATOR
BUILT-IN SEATING
MEZZANINE

Notes:
ROOF = 2% HIGH PITCH & 98% FLAT
AVERAGE WALL HEIGHT = 16'

VALUATION CONCLUSIONS

Replacement Cost New:	17,995,400
Exclusion Amount:	1,079,770
Replacement Cost Less Exclusions:	16,915,630
Actual Cash Value:	16,555,800
Exclusion Amount:	993,400
Actual Cash Value Less Exclusions:	15,562,400
Contents Value:	11,470,600

Produced by AssetWorks

AssetWORKS

Sample Variance Report

Code	Building Description Address		Replacement Cost Less Exclusions	Replacement Cost - SOV	Replacement Cost Difference	% Change
Entity: 001	SAMPLE ENTITY USA					
Site: 005	SAMPLE SITE #1					
001	MAIN BUILDING #1	Building	4,625,370	3,800,000	825,370	17.84 %
	200 ANY STREET	Contents	917,200	800,000	117,200	12.77 %
	ANY TOWN, US 12345					
002	OUT BUILDING #1	Building	20,820	17,300	3,520	15.90 %
	200 ANY STREET	Contents	4,900	2,000	2,900	59.18 %
	ANY TOWN, US 12345					
	Site total for 005:	Building	4,646,190	3,817,300	828,890	17.84 %
		Contents	922,100	802,000	120,100	13.02 %
Site: 006	SAMPLE SITE #2					
001	MAIN BUILDING #2	Building	12,514,830	11,022,521	1,492,309	11.92 %
	300 ANY STREET	Contents	1,688,900	1,330,627	358,273	21.21 %
	ANY TOWN, US 12345					
002	OUT BUILDING #2	Building	103,300	85,000	18,300	17.71 %
	300 ANY STREET	Contents	31,300	18,000	13,300	42.49 %
	ANY TOWN, US 12345					
003	OUT BUILDING #3	Building	103,300	85,000	18,300	17.71 %
	300 ANY STREET	Contents	31,300	18,000	13,300	42.49 %
	ANY TOWN, US 12345					

8. Catastrophe Modeling Characteristics (optional service)

(specific to the RMS Program for CAT Modeling)

Windstorm

AssetWorks will assist in gathering windstorm information pertinent to characteristics of a building or structure. If available, the information collected per structure are:

- Roof Framing Type
- Roof Covering
- Roof Age/Condition
- Roof Geometry
- Roof Parapets/Chimneys
- Roof Anchor
- Commercial Appurtenant Structures
- Wind Tier/Hazard Zone
- Roof Sheathing Attachment
- Flashing and Coping Quality
- Wind Missiles
- Contents Vulnerability Due to Wind
- Roof Maintenance
- Cladding Type
- Residential Appurtenant Structures
- Mechanical/Electrical Equipment (Side of Building)
- Ground Level Equipment
- Opening Protection
- Resistance – Doors
- Flood Protection
- Construction Quality
- Basement
- Frame-Foundation Connection
- Contents Vulnerability Due to Water
- Roof Equipment Hurricane Bracing
- Tree Density

9. Terms & Conditions

The following terms and conditions apply to the proposal ("Proposal") submitted by AssetWorks LLC ("AssetWorks" or "Company") and any resulting contract ("Final Contract") between AssetWorks and the legal entity to which the Proposal is submitted ("Customer") with respect to AssetWorks' services ("Services").

1. Proposal Terms

1.1 In the event of a conflict between the terms of the request for proposal ("RFP") presented by Customer and the Proposal, the Proposal shall govern and take precedence over the RFP.

1.2 In the event any portions of the Proposal will be incorporated into the Final Contract, only the portions of the Proposal which are deemed a contractual commitment will be included in the Final Contract as a direct provision thereof and not the entirety of the Proposal.

1.3 By accepting the Proposal, Customer agrees to these terms and conditions.

1.4 The fees set forth in the Proposal are valid for a period of 90 days.

2. Standard Service Terms

2.1 AssetWorks shall provide guidance to Customer in determining the data required by AssetWorks for purposes of performing the Services. Customer agrees to provide AssetWorks with all data specifically requested, including documentation and information, (collectively, "Data") in a timely manner. In its performance of the Services, AssetWorks will rely on the Data provided by Customer. AssetWorks shall assume, without incurring liability therefore, that all Data provided by Customer is correct and complete. In the event that Customer provides additional and/or corrected Data at a later date, AssetWorks' efforts with respect to such additional and/or corrected Data shall be deemed additional Services and subject to additional fees.

2.2 Customer agrees to cooperate with AssetWorks in providing access to Customer's property and assets as required for AssetWorks to perform the Services. Failure to provide such access will cause delay and be subject to additional fees.

2.3 Project completion will be upon delivery of the final reports. Final report delivery occurs upon the earlier of: (i) acceptance of the preliminary reports by Customer or (ii) 10 business days after the date of preliminary report delivery, at which time the preliminary reports are then deemed the final reports.

2.4 In the performance of the Services, AssetWorks will specifically exclude the following assets types from its analysis: intangible assets, easements, rights of way, records, drawings, software, fine arts, consumables, spare parts, and third party property.

3. General Terms

3.1 AssetWorks will invoice 70% of the fees upon completion of the fieldwork portion of the project and the remaining 30% of fees upon delivery of the preliminary reports. Payments are due within 30 days of invoice date. Past due amounts may be subject to late fees of 1.5% per month.

3.2 Customer and AssetWorks shall each retain ownership of, and all right, title, and interest in and to, their respective pre-existing intellectual property and any derivatives thereof, and no license therein, whether express or implied, will be granted by the RFP or the Proposal. To the extent the parties wish to grant to the other license rights or interests in pre-existing intellectual property, mutually acceptable license terms shall be set forth in the Final Contract or other written agreement executed by the parties.

3.3 AssetWorks' aggregate liability under the Final Contract, whether in contract, tort, or otherwise, shall not exceed the amounts paid under the Final Contract during the 12-month period immediately preceding the claim and neither party shall be liable for any indirect, incidental, consequential, exemplary, special, or punitive damages including, without limitation, any damages resulting from loss of use, loss of business, loss of revenue, loss of profits, or loss of data, even if a party has been advised of the possibility of such damages.

10. Project Fees & Authorization

AssetWorks fees are based on the City of Jacksonville statement of values provided. Our fees for the proposed services, including expenses are:

Initial Here

2019 Standard AssetWorks Appraisal

- Appraisal of Buildings/Structures
- Primary COPE Data (Includes GPS Coordinates)
- Secondary Building Characteristics
- Value Comparison Reports
- Modeling of Building Contents
- Classification of Flood Zones

Estimated Total– 509 Structures $76,350

The above fees are based on the supplied property schedule which included 509 buildings/locations. Additional buildings/locations found in excess of 509 will be included at a fee of $150 per building.

Optional Service

- Catastrophe Modeling Characteristics $20 per building
  (Only for buildings without existing attributes)

Estimated Total– 55 Catastrophe Modeling Characteristics $1,100

Please indicate your acceptance of the services offered by executing the acceptance block and returning one copy of this document to the undersigned via fax at 215-354-1086. We look forward to working with you on this important project.

Estimated Grand Total – City of Jacksonville Investment $77,450 _____

RESPECTFULLY OFFERED BY:
AssetWorks LLC

Melvin Ngayan
Regional Director

February 22, 2019

ACCEPTED BY:
City of Jacksonville

_____
Signature

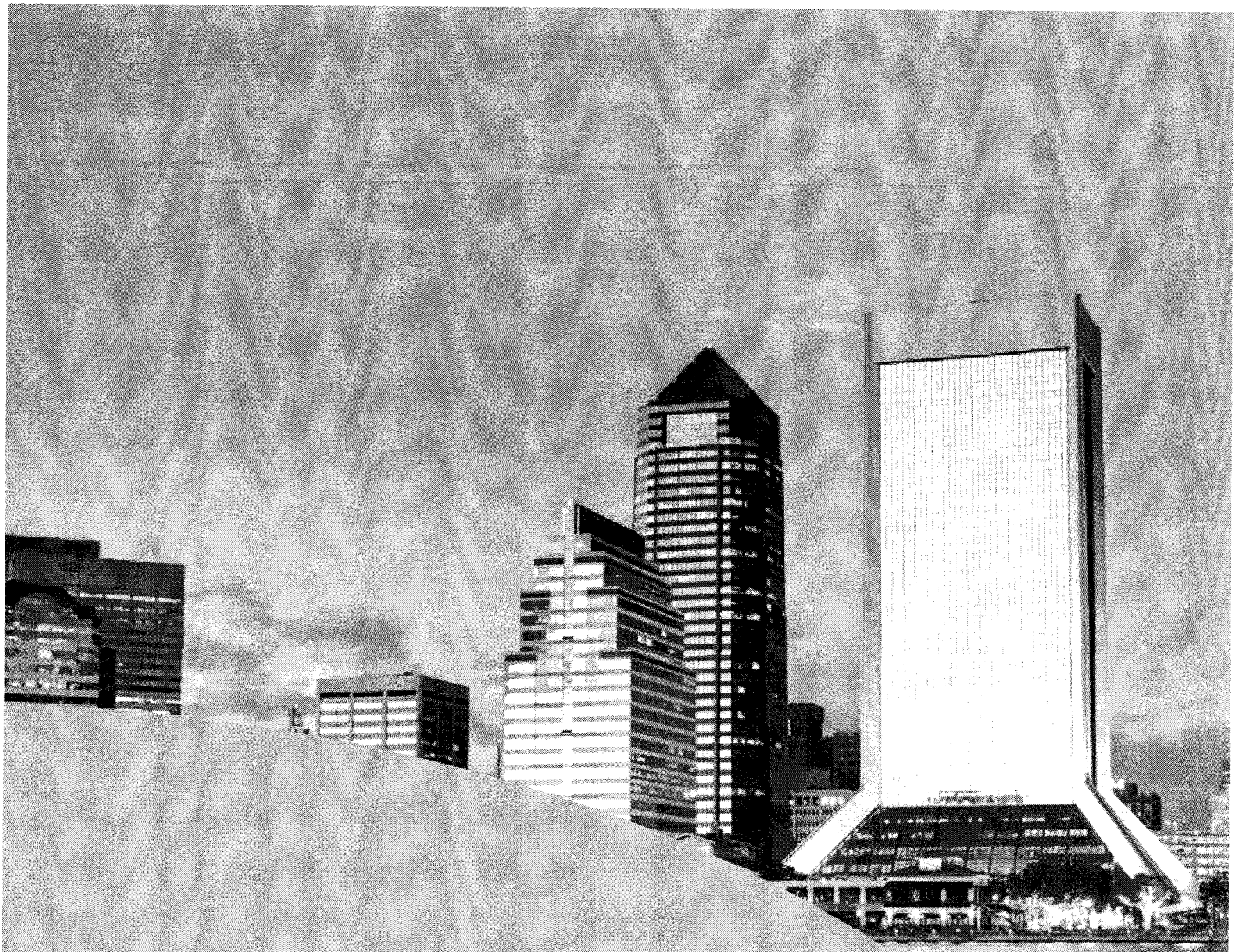
_____
Name

_____
Title

_____
Date

EXHIBIT H

Property Renewal 2019 - 2020



City of Jacksonville, Florida
117 West Duval Street, Suite 335
Jacksonville, FL 32202-3381
2019 Property Program Renewal Proposal

Presented: February 8, 2019

Line(s) of Coverage: Property, Terrorism, Boiler & Machinery

Coverage Effective: March 1, 2019

Judith A. Arenz, CPCU | Area Senior Vice President

Tom Gill, MBA, CIC, CRM | Area Assistant Vice President
Arthur J. Gallagher Risk Management Services, Inc. 2255 Glades Rd., Suite 200E
Boca Raton, FL 33431
www.ajg.com

Gallagher

Insurance | Risk Management | Consulting

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Overview

Thank you for the opportunity to present this Strategic Review. The purpose of the report and this meeting is to set the stage for your upcoming Property Program renewal. The intent of our CORE360™ approach is to help you optimize your total cost of risk, thereby improving your profitability, and making this discussion critical to the program's evaluation.

Arthur J. Gallagher Risk Management Services, Inc. and your Service Team have prepared this overview to discuss the renewal of your program effective March 1, 2019.

- Property
- Boiler and Machinery
- Terrorism

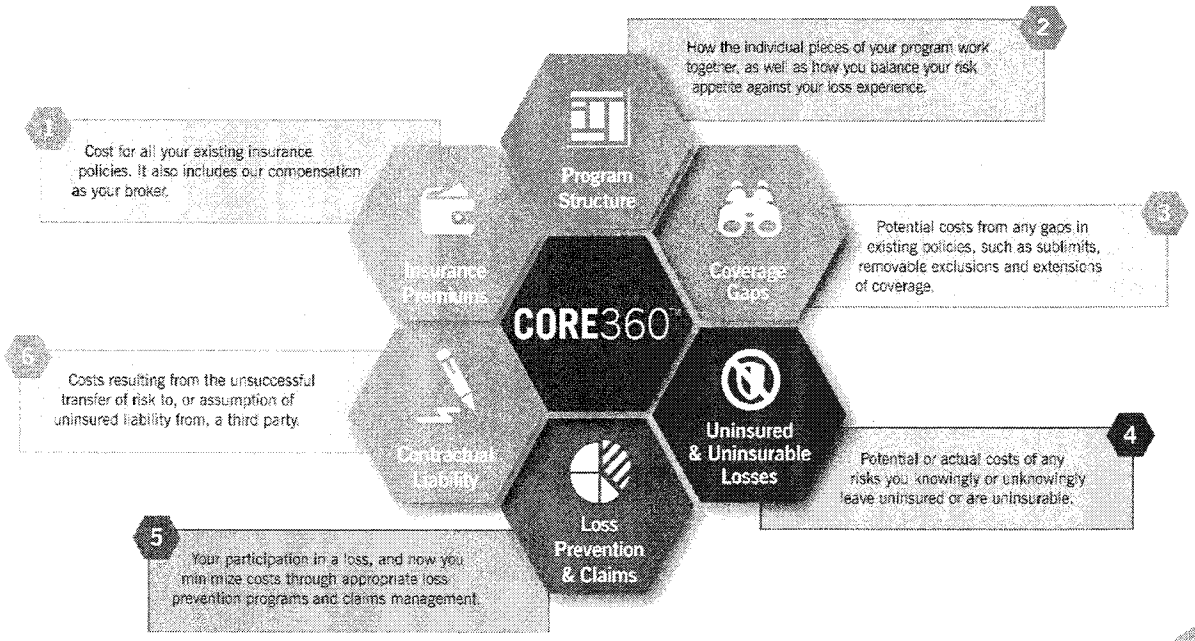
The report summarizes the key accomplishments from your last renewal (current program) and it examines the current marketplace, our past results and any changes to your organization or risk appetite. It also challenges our past work and suggests future improvements.

We highlight each **CORE**360™ cost driver, beginning with Insurance Premiums and ending with Contractual Liability. This will not only organize the document, but also ensure we are deliberate in driving value to each of your six cost drivers, which represent your total cost of risk.

This is an interactive process and we look forward to your strategic input to ensure a successful renewal. The results of this strategy will be summarized in the Executive Summary, which will accompany your renewal proposal. We know that you have a choice and we appreciate your business.

Based on our past risk strategies and results, the current State of the Market and any changes of risk or risk appetite, the overriding goal of this meeting is to answer the following questions:

- What is our go-to-market strategy by line of coverage?
- Do we approach additional markets, and if so, which ones?
- What are our renewal expectations or goals by cost driver?
- What additional tools or resources do we need to implement?



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Agreed Renewal Strategy

The strategies below reflect discussions with Risk Management. We completed market meetings with the London Market and incorporated International feedback into our Domestic market submission and strategy discussions.

- **Property Go To Market Strategy** – Negotiate with property markets, including the incumbents. There is enough capacity should any of the current markets not match our target pricing.

- **Deductibles** – Negotiate to continue the cap on named wind deductibles. Consider options should pricing become an obstacle.
- **Limits** – Continue limits in place based on modeling, benchmarking, and County strategy.
- **Property CAT Modeling** – Service included at no cost to the City to help determine limits and negotiate with carriers.

- **Loss Summaries** – Review loss summaries to set the stage for how past losses could impact renewal negotiations with carriers and impact deductibles and limits.
- **Claim Advocacy** – Continue to work with Risk Management/Adjuster/Carrier/Broker to resolve all open Hurricane Claims

Risk Update

Statement of Values				
ITEM	**2017-2018**	**2018-2019**	**2019-2020**	**Variance**
Building Values	$2,634,381,151	$2,704,203,017	$2,711,755,212	1.7%
Contents values	$360,395,151	$387,446,234	$396,723,641	0.3%
PITO Values	$89,651,237	$135,857,407	$128,888,296	-5.1%
BI & EE Values	$32,000,000	$32,000,000	$32,000,000	0.0%
Fine Arts (added mid-term 2015)	$6,881,586	$6,881,586	$6,931,586	0.7%
Total Insured Values	**$3,123,309,882**	**$3,266,388,243**	**$3,276,298,734**	0.3%

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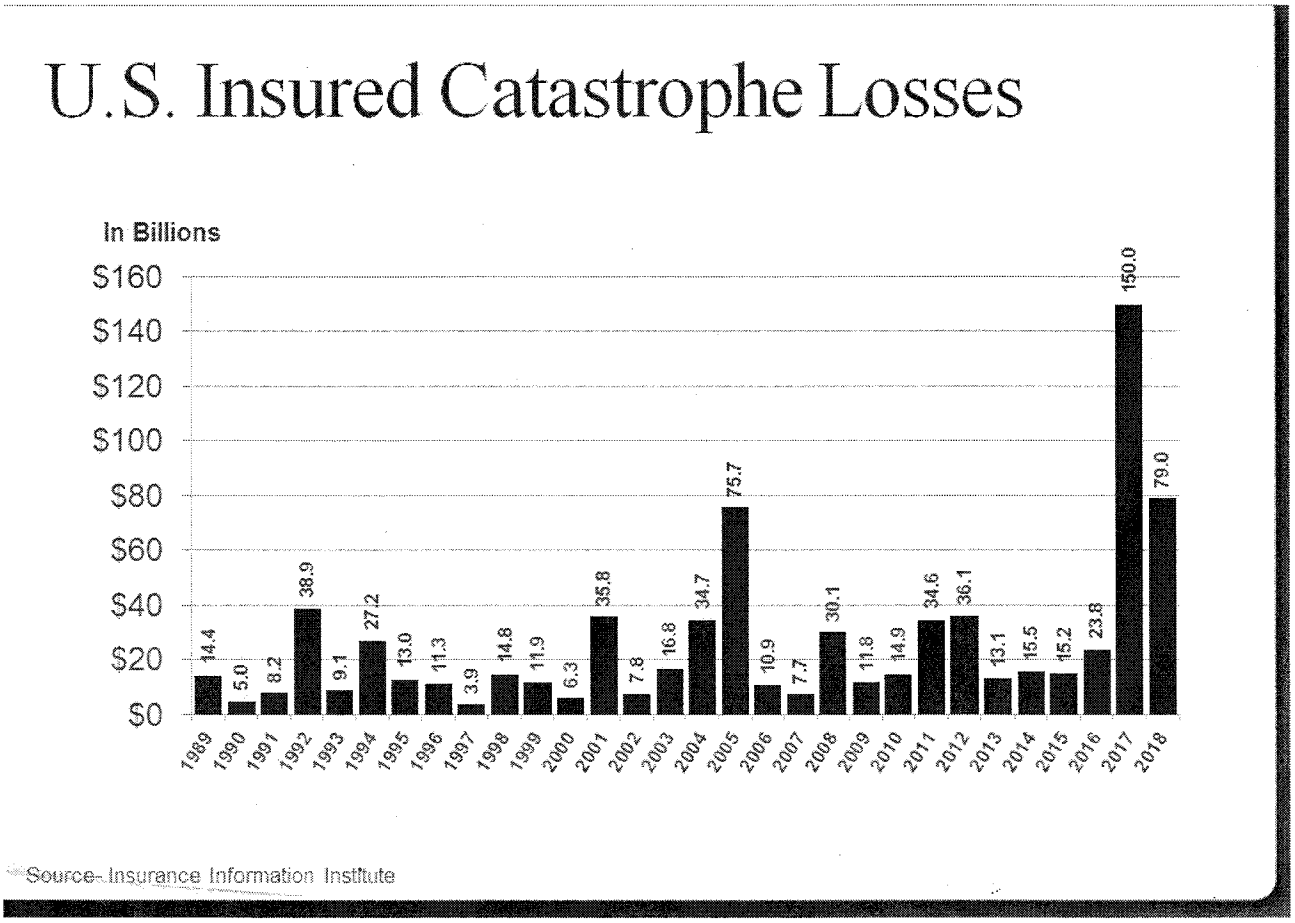
Q4 Insurance Market Update

The market continues to be both interesting and transitional. The events of Michael, Florence, and California wildfires throughout the year have racked up over $79B in Insured Loss estimates. Add this year's $79B to the $150B we had in 2017 from Harvey, Irma, Maria and others and it quickly becomes apparent that the major insurers of the world are struggling to make a profit.



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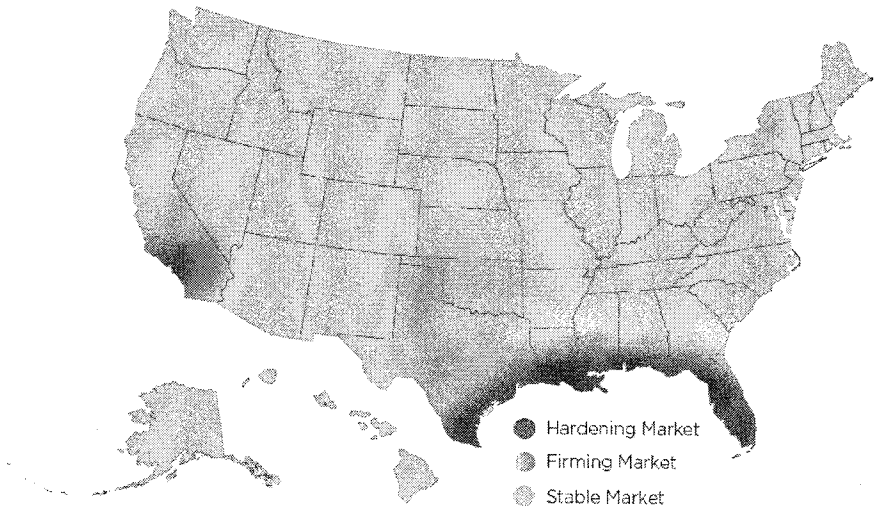
State of the Market - Continued

Some anticipated a significant market tightening in 2018 because of the catastrophic events that occurred at the end of 2017. Traditional insurance markets are pushing for pricing increases to continue based on these results. Despite troubled times the market continues to be interesting. The industry continues to be impacted by major catastrophic events, poor models, and a lack of rate adequacy. However, behind the curtain there is an industry that continues to be pumped with alternative capital. The insurance industry would not seem to be an attractive investment. However, the investment opportunity for alternative capital is more of a diversity play requiring a lower return. The money is not going away, the industry is well capitalized, and this is keeping markets more competitive than originally projected.

As we move forward into 2019, we would expect the property market to continue to transition. There will be greater carrier focus on rates, terms, coverage conditions, and the broadness of manuscript forms. Overall property market pricing is expected to be up 2.5% - 7.5%. Accounts in the CAT exposed areas such as Florida will likely see rates increase 10%-15%+ range because of the impact of major hurricanes had on the industry. The accounts that have been adversely impacted by catastrophic events could see a higher increase.

The table and heat map below show that overall pricing on most lines of coverage remained flat to a single-digit rate increase.



LINE OF COVERAGE	CURRENT MARKET PLACE (RANGE OF RATE INCREASES)
Property	0% to +5%
General Liability	-3% to +2%
CAT Property	+5% to +15%*
Umbrella	0% to +5%
Management Liability (Private)	0% to +5%
Management Liability (Public)	+5% to +10%
Auto	+5% to +15%
Workers Compensation	-10 to +0%

*CAT Property defined as a location portfolio with exposure to catastrophic loss (i.e., California EQ, Flood, Florida/Texas/Gulf Coast– wind/hail, the Carolinas, etc.)

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Property Loss Summary

This chart shows the premiums and losses over the history of the account.

City of Jacksonville Historical Program Exhibits						
Policy Year	Limit	Premium	T.I.V.	Rate	Paid Losses XS of $100k	Description
1995	$100,000,000	$2,409,438	$3,005,066,227	0.0802	$0	
1996	$100,000,000	$2,693,028	$3,174,405,719	0.0848	$0	
1997	$500,000,000	$2,415,055	$3,373,287,264	0.0716	$0	
1998	$500,000,000	$2,081,781	$2,699,296,475	0.0771	$0	
1999	$500,000,000	$1,597,038	$2,699,296,475	0.0592	$0	
2000	$100,000,000	$1,708,647	$2,844,127,666	0.0601	$0	
2001	$200,000,000	$2,283,484	$1,482,104,727	0.1541	$0	
2002	$200,000,000	$3,515,700	$1,366,628,661	0.2573	$0	
2003	$200,000,000	$3,688,771	$1,749,256,168	0.2109	$0	
2005	$300,000,000	$3,388,592	$1,937,377,855	0.1749	$0	
2006	$150,000,000	$4,992,338	$2,117,774,940	0.2357	$0	
2007	$200,000,000	$5,335,926	$2,339,008,928	0.2281	$0	
2008	$500,000,000	$5,877,420	$2,359,872,702	0.2491	$22,454,481	Microburst damaged cranes
2009	$480,000,000	$6,065,787	$2,095,715,561	0.2894	$0	
2010	$500,000,000	$5,699,074	$2,140,944,662	0.2662	$0	
2011	$500,000,000	$5,394,886	$2,160,587,013	0.2497	$0	
2012	$600,000,000	$6,207,078	$2,562,020,535	0.2423	$0	
2013	$400,000,000	$5,850,252	$2,778,365,919	0.2106	$97,694	Fire - Lightning
					$94,128	Water Damage
2014	$400,000,000	$5,587,921	$3,055,557,154	0.1829	$203,857	Electrical Fire
2015	$400,000,000	$4,341,250	$3,046,408,737	0.1425	$0	
2016	$400,000,000	$3,893,525	$3,081,027,915	0.1264	$0*	Hurricane Hermine *Estimated
					$5,000,000*	Hurricane Mathew *Estimated
2017	$400,000,000	$4,063,342	$3,123,309,883	0.1301	$5,500,000*	Hurricane Irma *Estimated
2018	$400,000,000	$4,671,923	$3,266,388,243	0.1430	$400,000	Fire
		$93,762,256			**$34,250,160**	

*Reserves as of Jan. 1, 2019

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Catastrophic Wind Modeling

We provide an RMS model annually to assist the City with risk management decisions. This model is only a tool that estimates the potential loss due to windstorm.

2019 Catastrophic Modeling Results - RMS Risk Browser version 18.0

- Ground UP = loss is the amount of loss sustained before deductions, underlying coverages and reinsurance are applied.
- According to RMS RiskBrowser, there is a 1.00% annual probability (a.k.a. the 100 year event) that a single hurricane event will cause losses that will exceed $20,452,473.

Exceedance Probability Analysis for Hurricane (Named Storm)

The tables below illustrate the probability of losses exceeding various amounts due to one event in a given year as described by the Occurrence Exceedance Probability (OEP) curve. Losses are shown as Ground Up (no deductible or layering contemplated). Deductible (loss to deductible layer), and Net of Deductible and Layering (takes deductible into account and isolates layer being analyzed). The Average Annual Loss (AAL) is also shown along with the variability of this amount (Standard Deviation) which is representative of the uncertainty in the magnitude of losses from an occurring event.

For a discussion of RMS methodology for modeling PMLs and AALs see page 7.

U.S. Hurricane (Named Storm) Key Return Period Losses - Wind and Storm Surge

Critical Probability	Return Period (years)	Ground Up Loss	Deductible Loss	Loss Net of Deductible and Layering
0.010%	10,000	362,581,909	25,000,000	348,055,914
0.020%	5,000	289,208,915	25,000,000	271,582,068
0.100%	1,000	147,735,062	25,000,000	124,061,012
0.200%	500	98,173,685	24,215,667	74,629,192
0.400%	250	56,999,269	18,082,058	36,405,242
1.000%	100	20,452,473	12,946,544	7,336,816
2.000%	50	7,205,985	7,432,380	880,490
4.000%	25	2,037,611	1,938,181	5,841
10.000%	10	33,587	10,008	9
20.000%	5	11	4	3
Average Annual Loss		953,548	393,463	560,085
Standard Deviation		10,264,436	2,214,331	8,863,082

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Insurance Premiums

PROGRAM RESULTS

Property Program Annual Comparison

	2016-2017	2017-2018	2018-2019	2019-2020	Variance	Variance %
Property Premium	$3,893,525.00	$4,063,342.02	$4,671,923.65	$4,830,589.00	$158,665.35	3.40%
Other Assessments	$791.00	$568.91	$570.00	$625.00	$55.00	9.65%
EMPA	$100.00	$104.00	$112.00	$116.00	$4.00	3.57%
Total Property	**$3,894,416.00**	**$4,064,014.93**	**$4,672,605.65**	**$4,831,330.00**	**$158,724.35**	**3.40%**
B&M	$49,283.00	$49,927.00	$37,223.00	$37,336.00	$113.00	0.30%
Fees & Assesments	$0.00	$0.00	$0.00	$0.00	$0.00	#DIV/0!
Total B&M	**$49,283.00**	**$49,927.00**	**$37,223.00**	**$37,336.00**	**$113.00**	**0.30%**
Terrorism	$153,450.00	$153,000.00	$111,867.00	$111,867.00	$0.00	0.00%
Fees & Assesments	$0.00	$0.00	$0.00	$0.00	$0.00	#DIV/0!
Total Terrorism	**$153,450.00**	**$153,000.00**	**$111,867.00**	**$111,867.00**	**$0.00**	**0.00%**
TOTAL	**$4,097,149.00**	**$4,266,941.93**	**$4,821,695.65**	**$4,980,533.00**	**$158,837.35**	**3.29%**

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2019 Insurance Program Highlights

Municipal Property Program:

- We were successful in continuing the terms and conditions as expiring:
  - Limits remain at $400 Million
  - Named Storm deductible remains at 5% applying separately to Building and Contents (P.I.T.O 5% of value of item damaged), subject to a minimum of $250,000 and maximum of $25,000,000 any one occurrence as per expiring.
- Hurricane Claims
  - There are several Hurricane claims still open.
  - There has been proposals made by the adjuster/carriers but not finalized with the City.
  - The London market includes a subjectivity that any upward changes in the current reserves for the open Hurricane claims may impact the renewal pricing.
- Market partnerships remain strong
  - Lexington chose not to continue on the program. They have non-renewed several accounts in the State of Florida based on their corporate results.
  - We have replaced Lexington with Everest who has offered capacity for each of the past three years. This placement is in the primary $100M layer, which is priced more aggressively than the primary $50M layer.
  - We have discussed options regarding the structure of the program and have included an alternative to the expiring.
- Layer Pricing
  - The primary layers involved in the losses have taken a premium increase of 7.5%.
  - The excess layers not involved in recent losses have a premium increase averaging 5%.
  - The overall premium increase for the property insurance as proposed is 3.4%.

Boiler and Machinery:

- We marketed this coverage and secured a significant rate reduction in 2018.
- The carrier has offered to continue the rate as expiring.
- Premium increase of 0.3% is in line with valuation updates.

Terrorism:

- We marketed this coverage last year and it is now placed through the London market.
- In moving the program in 2018, we significantly improved pricing and coverage terms for the City.
- The premium and terms for the renewal remain the same.

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CITY OF JACKSONVILLE

PROGRAM PROJECTED PARTICIPATION

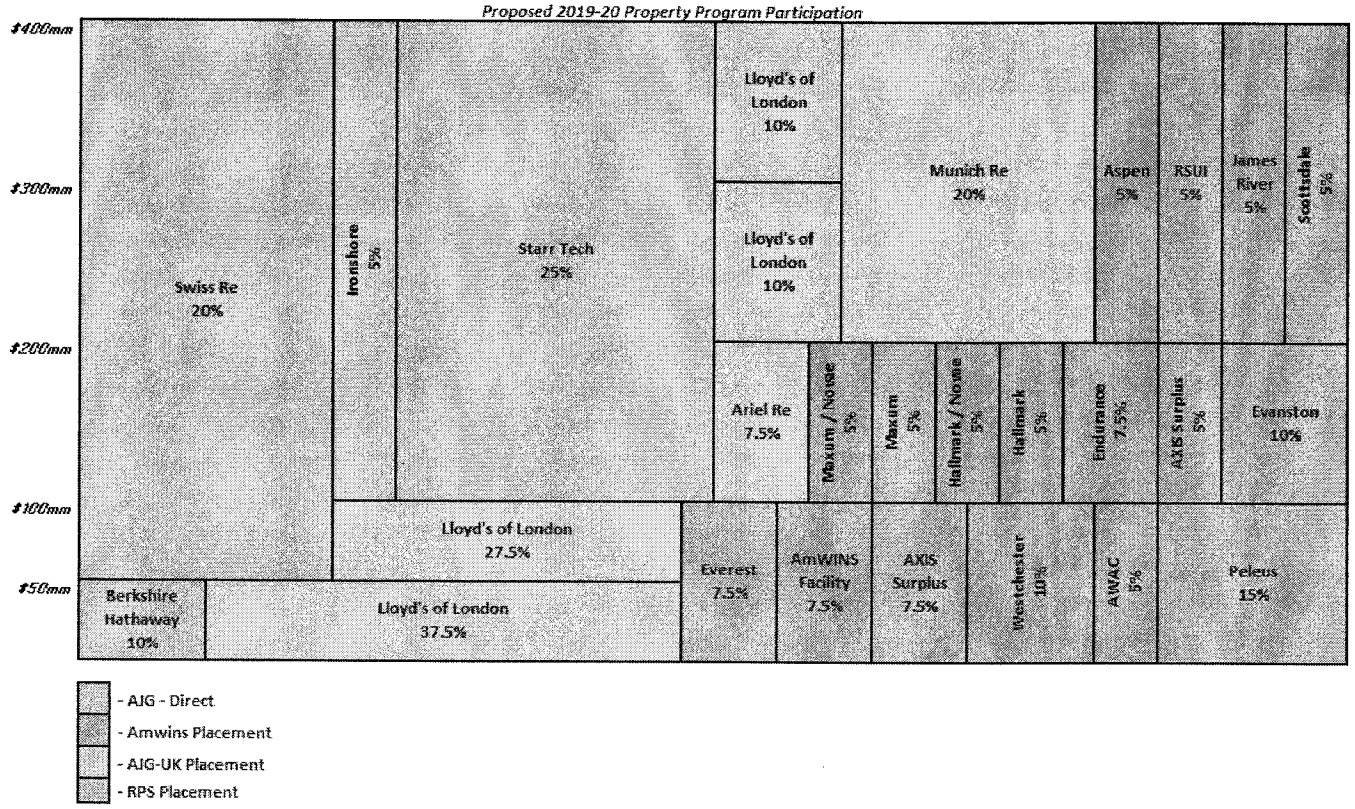
TOTAL INSURED VALUES: $3,276,298,734

LOSS LIMIT:

$400,000,000 Per Occurrence

NAMED WINDSTORM DEDUCTIBLE:

5% subject to $250,000 Minimum and $25,000,000 Maximum



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Program Proposed GTACP

Coverage(s)	Carrier Name	Wholesaler, MGA, Co-Broker, or Intermediary Name	Estimated Annual Premium	Commission % or Fee	Wholesaler, MGA or Intermediary %	Total Commission %	Total Commission $	AJG RMS Commission	AJG UK Commision	RPS Commission	Amwins Commission
Excess Property	Various	Direct	$1,140,247.50	10.00%	0.00%	10.00%	$114,024.75	$114,024.75			
Excess Property	Various	AJG UK	$1,649,766.26	4.00%	6.00%	10.00%	$164,976.63	$65,990.65	$98,985.98		
Excess Property	Various	AmWins	$1,806,200.00	5.00%	5.00%	10.00%	$180,620.00	$90,310.00			$90,310.00
Excess Property	Various	RPS	$234,375.00	5.00%	5.00%	10.00%	$23,437.50	$11,718.75		$11,718.75	
Boiler & Machinery	Travelers	RPS	$37,336.00	6.00%	4.00%	10.00%	$3,733.60	$2,240.16		$1,493.44	
Terrorism	Lloyds	AJG UK	$111,867.00	6.00%	4.00%	10.00%	$11,186.70	$6,712.02	$4,474.68		
						Total Commission	$497,979.18	$290,996.33	$103,460.66	$13,212.19	$90,310.00

Total Premium	AJG Commission	Intermediary Commission	Average Commission %
$4,979,791.76	$290,996.33	$206,982.85	10.00%

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Your Team

Judith A. Arenz has primary service responsibility for your company. Your Gallagher team is a true partner. We have the expertise to understand your business and we are here to service and stay alongside you, every step of the way. Your Service Team consists of:

Name/Title	Phone	Email	Role
Primary Service Team			
Judith A. Arenz, Area Senior Vice President	561.998.6780 C 561.719.2085	Judy_Arenz@ajg.com	Team Leader
Tony Abella Jr, Area Senior Vice President	305.639.3108 C 305.282.0100	Tony_abellajr@ajg.com	Catastrophic Property Specialist
Tom Gill Area Assistant Vice President	561.998-6812 C 561.866.0574	Tom_Gill@ajg.com	Account Executive
Agnes Polom Senior Account Manager	561-998.6799	Agnes_Polom@ajg.com	Service Manager
Elise Lewis Client Service Associate	561.998.6822	Elise_Lewis@ajg.com	Account Manager
Claims & Loss Control			
Andrea Tomasek Claims Advocate	561.998.6757	Andrea_Tomasek@ajg.com	Claims Advocate
Senior Resources			
Dave Marcus Area Chairman	561.998.6800	Dave_Marcus@ajg.com	Surplus Lines Broker
Zeb Holt Regional Executive Vice President – Florida	305.639.3113	Zeb_Holt@ajg.com	AJG Leadership
Wholesale Market Partners – Risk Placement Services (RPS)			
Vince Rossi Executive Director	London 44 020.7204.6000	Vince_rossi@ajg.com	London Broker
Susan Flemming Area Vice President	321.872.7632	Susan.flemming@amwins.com	Wholesale Broker
Rep Plasencia Area Senior Vice President	561.241.9757	Rep_Plasencia@rps.com	Wholesale Broker

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Gallagher

Any Challenge. Any Risk. Anywhere in the World.

Gallagher

Insurance | Risk Management | Consulting

Grow your business with confidence by protecting your future and ensuring that your employees are securely invested in it. Gallagher's holistic approach keeps your best interests in focus.

GLOBAL REACH. LOCAL PRESENCE.

Founded in

1927

$4.6B

Total Adjusted Brokerage & Risk Management Revenues (2017)

26,700+

Employees worldwide

700+

Offices in 33 countries

150+

Countries served

4 AREAS OF FOCUS

- Organic growth
- Mergers and acquisitions
- Productivity and quality enhancements
- Unique, team-oriented sales culture

HIGHLY SPECIALIZED, DEEP EXPERTISE.

Alternative Risk & Captives	Environmental	Private Client Services
Aviation	Enterprise Risk Management	Property
Casualty	Equity Advisors	Risk Management
Commercial Surety & Bonds	Fine Arts	Trade Credit & Political Risk Insurance
Cyber Liability	Law Firms	
Entertainment	Management Liability	

Our Approach to Risk.

CORE360™ Gallagher's proprietary, comprehensive approach that considers 6 cost drivers of a client's risk management program.

16+ INDUSTRY PRACTICES

Automotive, Construction, Energy, Financial Institutions, Food & Agribusiness, Healthcare, Higher Education, Life Sciences, Marine, Nonprofit, Public Sector, Real Estate & Hospitality, Religious, Restaurant, Technology, Transportation

LEADERS WHERE IT COUNTS

Gallagher Named One of the World's Most Ethical Companies for 2018

The only insurance broker to have received this honor, Gallagher has been named as one of the World's Most Ethical Companies by the Ethisphere® Institute, a global leader in defining and advancing the standards of ethical business practices, seven years in a row.

2018 WORLD'S MOST ETHICAL COMPANIES™ WWW.ETHISPHERE.COM

SHARED VALUES + PASSION FOR EXCELLENCE = PROMISES DELIVERED

The Gallagher Way

25 tenets that have guided a team-oriented culture for 80+ years

Social Responsibility

Companywide focus on ethical conduct, employee health and welfare, environmental integrity, and community service

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