



August 17, 2022

City of Corpus Christi
Attn: Gilbert Sanchez
1201 Leopard Street
Corpus Christi, TX 78401

RE: Excess Workers' Compensation and Excess Liability Renewal Marketing
Policy Term 10/01/2022 to 10/01/2023

Dear Mr. Sanchez,

On behalf of the City of Corpus Christi, Carlisle Insurance solicited quotes for Excess Workers' Compensation and Excess Liability. Your incumbent carrier, Safety National, is the only carrier writing both Excess Workers' Compensation and Excess Liability for public entities in the state of Texas. Other carriers only offer one or the other, and with higher Self-Insured Retentions. As evidenced below, the ability to package all casualty lines together creates meaningful savings that would not be available by placing the lines of coverage with separate carriers. Market responses are provided below.

- Safety National (Recommended Option)

Carriers offering Excess Work Comp Only:

- Midwest Employers Casualty – \$1M Min. SIR / \$400K Min. Indication
- Arch – \$1.25M Min. SIR / \$350K Min. Indication
- Chubb – \$1.5M Min. SIR for Police & Fire/ \$1M Min. SIR All Other / \$300K Min. Indication

Carriers offering Excess Liability Only:

- Munich Re - Indicated LEL alone would be more than \$420K Premium
- Berkley Public Entity – Could Match Terms, but minimum premium of \$750K
- Hudson – Min. SIR on all lines of \$1M / \$500K - \$600K Premium Indication

Unfortunately, the marketplace is very limited for public entity Excess Workers' Compensation and Liability in Texas. Furthermore, the City's poor loss history, including recent large losses on Excess Work Comp and Liability, has hindered the ability to obtain favorable results with the other markets.

Respectfully,

Chase Carlisle, CIC, CMIP, CPCU
Vice President
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