

MARKETING SUMMARY REPORT

Account Name: Regional Transit Authority
Line of Business: Property
Effective Date: 6/1/2021

Market	Status	Comments
Allied World Assurance Company	Declined	AWAC cannot support the deductible structure. Would need at least \$100,000 all other perils deductible and a 5% named storm deductible
Amwins Global Risks	Declined	Lloyd's is not competitive on pricing in any of the layers. Would be north of \$500,000 for the primary \$10,000,000 on this one. Given the other capacity that we have, they will not improve the program
ARCH Insurance Group	Quoted	Arch quoted their expiring capacity of 39.5% of the \$20,000,000 excess \$30,000,000 at a 2.5% rate increase
Arrowhead Insurance Risk Managers, LLC	Quoted	Arrowhead quoted their expiring capacity of 100% TIV excess of \$50,000,000 at a 10% rate increase.
Aspen Insurance	Quoted	Aspen quoted their expiring capacity of 15% of the \$20,000,000 x \$10,000,000 at a 7.5% rate increase
AXA XL, a division of AXA	Declined	AXA XL cannot support the pricing on the current property program. They are also not willing to support the deductibles. Would need at least \$100,000 all other perils deductible and 5% named storm deductible
AXA XL, a division of AXA – Terrorism	Quoted	AXA XL maintained their capacity on the account at a 1.6% rate increase
AXIS Insurance	Quoted	AXIS quoted their expiring capacity of 25% of the primary \$10,000,000 at 15% rate increase
Beazley USA	Quoted	Beazley quoted their expiring capacity of 25% of the primary \$10,000,000 at 4.71% rate increase
Berkshire Hathaway Specialty Insurance Company	Declined	Berkshire would be three times the current pricing on the program in the primary. They have no interest in the excess given the amount of money involved.
Canopus Underwriting Agency, Inc	Quoted	Canopus quoted increased capacity of the 20% (up from 15% from expiring) of primary \$10,000,000 at 4.65% rate increase
Catalytic Risk Managers & Insurance Agency, LLC	Declined	Catalytic is not competitive in regarding to pricing on the current program and cannot support the manuscript form
CNA	Declined	CNA would have to attach excess of \$30,000,000 given the New Orleans flood exposure. They would only be able to do 50% of the \$20,000,000 excess of \$30,000,000 and would need a minimum of \$200,000 for the layer. Given the current pricing in that property layer this would not improve the program. CNA pending quote on the Boiler & Machinery.
Colony Specialty	Declined	Colony cannot improve upon the pricing on the current program would be multiples of the pricing in any layer.

Continental Underwriters, Ltd.	Declined	Continental declined to the soft occupancy nature of the program
Core Specialty	Quoted	Core (StarStone) is a new market this year and has quoted 20% of the \$20,000,000 excess of \$10,000,000 at layer price of \$200,000. This is effectively a rate decrease of 20% against the highest price in the layer from expiring. Lexington had the highest price in the layer last year at \$250,000. Core's quote will replace Lexington.
Crum & Forster	Declined	Crum & Forster is not a competitive market in Louisiana. They cannot support the pricing or deductibles of the current program
CuroTech Specialty Inc.	Declined	CuroTech, cannot support the pricing, deductibles or manuscript form of the current program
Everest National Insurance Company	Declined	Everest cannot support the pricing of the current program. Would be multiples of current pricing for any layer based on their model impact to their portfolio
General Star	Declined	Genstar declined to offer terms based on the current pricing levels.
Global Excess Partners	Declined	Global Excess Partners is not looking to add any New Orleans exposure to their books right now
Hallmark E&S	Quoted	Hallmark quoted their expiring capacity of 12.5% of the \$40,000,000 excess of \$10,000,000 at 10% rate increase
Hiscox USA	Quoted	Hiscox had to reduce their capacity this year to 15% of the primary \$10,000,000. This is down from 20% from the previous year. This account is on their Metrix hit list for the amount of New Orleans aggregate deployed versus the pricing for the risk. Their pricing is a rate increase of 12%.
Hudson Insurance Group	Declined	Hudson declined due to the named wind exposure.
Intact Insurance	Declined	Intact (One Beacon) cannot participate on the program including named storm given age and construction on the buildings
Ironshore	Declined	Ironshore cannot support the pricing on any of the layers on the program. It does not model well for them internally.
James River Insurance Company	Quoted	James River quoted their expiring capacity of 23% of the \$20,000,000 excess of \$30,000,000 at 5% rate increase.
Kemah Capital LLC	Declined	Kemah would need \$1,000,000 for the primary \$5,000,000. This is not competitive at the current pricing on the program
Markel	Quoted	Markel quoted their expiring capacity of 12.5% of the \$20,000,000 excess of \$10,000,000 at flat rate renewal
Mitsui Sumitomo Insurance	Declined	Mitsui, is not competitive in the excess due to the pricing. Would need more than two times the pricing that Arrowhead in the TIV excess of \$50,000,000 layer
Munich Re America	Declined	Munich Re is not competitive at pricing levels of the current program

Nationwide E&S/Specialty	Declined	Nationwide cannot support the pricing levels of the current placement due to their modeling
Navigators Insurance Company	Declined	Navigators is not competitive on the pricing of the current program and is unwilling to support a blanket coverage program.
Risk Specialists Companies Insurance Agency, Inc.	Quoted	Lexington quoted their expiring capacity of 20% of the \$20,000,000 excess of the \$10,000,000 at 10% rate increase. This puts their layer pricing at \$275,000 this year, which is very expensive given the other pricing received for the layer. We have replaced them with Core in the program chart
Risksmith Insurance Services	Declined	Risksmith has declined due to modeling and pricing of the current program
Rivington Partners	Quoted	Rivington quoted their expiring capacity of 12.5% of the \$40,000,000 excess of \$10,000,000 at 6.38% rate increase
RSUI	Declined	RSUI has taken a lot losses in Louisiana over past couple of years. They are not competitive at RTA's current pricing levels
Sompo International	Quoted	Sompo quoted their expiring capacity of 12.5% of the \$40,000,000 excess of \$10,000,000 at 10% rate increase
SRU	Declined	SRU is not competitive regarding any layer on this one. Would be nearly three times the pricing on any layer.
Starr Technical Risks Agency, Inc.	Declined	Like RSUI, Starr has taken a lot of losses in Louisiana over the past couple of years. They are not looking to put more Louisiana on the books right now unless the pricing metrics are really good. They don't view this year as a good write given the current pricing levels on the program and their internal pricing tools.
Swiss Re	Declined	Swiss Re is not competitive in regarding the pricing on the current program. Would be multiples of the current layer prices for any layer
Velocity Risk Underwriters, LLC	Declined	This account doesn't model well for Velocity. They would be north of \$900,000 for the primary \$10,000,000.
Ventus Risk Management, Inc.	Declined	This account is not a good fit for Ventus, due to current pricing levels, deductibles and manuscript form
Waypoint (AmRisc)	Declined	AMRISC declined due to pricing mostly. They also are not comfortable with a lot of the smaller outdoor structures like the bus and trolley stops. They deem these structures as outdoor property and would need a sub-limit for these structures along with 10% deductible.
Westchester, A Chubb Company	Quoted	Westchester quoted their expiring capacity of 15% of the Primary \$30,000,000 at 12.5% rate increase
Zurich North America	Declined	Declined due to the pricing and deductibles. Would require a minimum deductible of \$100,000 for all other perils and a 5% deductible for Named Storm