

## PRICE TABULATION

## Purchase of Commercial Lines of Insurance Coverage

Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
1	General	NO BID	NO BID					
	Liability (to							
	include Law							
	Enforcement							
	Liability)							
2	Umbrella	NO BID	NO BID					
3	Educators	NO BID	NO BID					
	Legal							
	Liability							
4	Medical	NO BID	NO BID					
	Professional							
	Liability							
Annual Premium		NO BID	NO BID					
for items 1 - 4								
PRICE RANK		NOT RANKED	NOT RANKED					
TECHNICAL RANK		NOT RANKED	NOT RANKED					
OVERALL RANK		NOT RANKED	NOT RANKED					



Item	Description	Flor & Associates	Flor & Associates	Harding Conley	Southwest	Southwest	USI Southwest,
		proposal #1	proposal #2	Drawert Tinch	Business	Business	Inc.
				Insurance Agency,	Corporation,	Corporation,	
				Inc., Dba. HCDT	SWBC Insurance	SWBC Insurance	
					Services	Services	
					proposal #1	proposal #2	
1	General	NO BID	NO BID	\$109,762.00	\$83,780.00	NO BID	\$127,913.00
	Liability (to						
	include Law						
	Enforcement						
	Liability)						
2	Umbrella	NO BID	NO BID	\$69,235.00	\$45,945.00	NO BID	\$107,992.00
3	Educators	NO BID	NO BID	\$123,067.00	NO BID	NO BID	\$170,697.00
	Legal Liability						
4	Medical	NO BID	NO BID	Included in item	Included in item	NO BID	Included in item
	Professional			#1 above	#1 above		#1 above
	Liability						
Annual Premium		NO BID	NO BID	\$302,064.00	NO BID	NO BID	\$406,602.00
for items 1 -4							
PRICE RANK		NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED	2
TECHNICAL RANK		NOT RANKED	NOT RANKED	2	NOT RANKED	NOT RANKED	1
OVERALL RANK		NOT RANKED	NOT RANKED	2	NOT RANKED	NOT RANKED	1



Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Risk	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Management	
		Insurance	Insurance	Insurance	Insurance	proposal #1	Services, Inc.	
		proposal #1	proposal #2	proposal #3	proposal #4		proposal #2	
5	Property	\$771,599.00	\$691,662.00	\$750,247.00	\$639,904.00	NO BID	NO BID	NO BID
	(Buildings and							
	Contents, Fine	w/Terrorism	w/Terrorism	w/Terrorism	w/Terrorism			
	Arts, Mobile	Risk Insurance	Risk Insurance	Risk Insurance	Risk Insurance			
	Equipment and	Act \$21,413.00	Act \$21,413.00	Act \$21,413.00	Act \$21,413.00			
	Inland Marine)							
	Estimated							
	Total	\$793,012.00	\$713,075.00	\$771,660.00	\$661,317.00			
6	Boiler and	\$21,273	\$21,273	\$21,273	\$21,273	NO BID	NO BID	NO BID
	Machinery							
Annual		\$814,285.00	\$734,348.00	\$792,933.00	\$682,590.00	NO BID	NO BID	NO BID
Premium for								
items 5 and 6								
PRICE RANK		4	3	2	1	NOT RANKED	NOT RANKED	NOT RANKED
TECHNICAL		1	1	4	4	NOT RANKED	NOT RANKED	NOT RANKED
RANK								
OVERALL RANK		3	1	4	2	NOT RANKED	NOT RANKED	NOT RANKED



Item	Description	Flor &	Flor & Associates	Harding Conley	Southwest	Southwest	USI Southwest,
		Associates	proposal #2	Drawert Tinch	Business	Business	Inc.
		proposal #1		Insurance	Corporation,	Corporation,	
				Agency, Inc., Dba.	SWBC Insurance	SWBC Insurance	
				HCDT	Services	Services	
					proposal #1	proposal #2	
5	Property	NO BID	NO BID	NO BID	NO BID	NO BID	\$891,928.00
	(Buildings and						
	Contents, Fine						w/Terrorism Risk
	Arts, Mobile						Insurance Act
	Equipment and						\$13,308.00
	Inland Marine)						\$20,000 Fees
							\$86,250.00 Excess
	Estimated Total						\$1,011,486.00
6	Boiler and	NO BID	NO BID	NO BID	NO BID	NO BID	\$37,600.00
	Machinery						
Annual Premium		NO BID	NO BID	NO BID	NO BID	NO BID	\$1,049,086.00
for items 5 and 6							
PRICE RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	5
TECHNICAL RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	3
OVERALL RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	5



Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
7	Automobile	NO BID	NO BID					
	Liability and							
	Physical							
	Damage							
	(including							
	Garage-							
	keepers Legal							
	Liability)							
Annual		NO BID	NO BID					
Premium for								
item 7								
PRICE RANK		NOT RANKED	NOT RANKED					
TECHNICAL		NOT RANKED	NOT RANKED					
RANK								
OVERALL RANK		NOT RANKED	NOT RANKED					



Item	Description	Flor & Associates proposal #1	Flor & Associates proposal #2	Harding Conley Drawert Tinch Insurance Agency, Inc., Dba. HCDT	Southwest Business Corporation, SWBC Insurance Services proposal #1	Southwest Business Corporation, SWBC Insurance Services proposal #2	USI Southwest, Inc. proposal
7	Automobile Liability and Physical Damage (including Garage- keepers Legal Liability) Estimated Total	NO BID	NO BID	NO BID	\$138,294.00 - Liability \$25,294.00 - Physical Damage \$163,913.00	NO BID	\$83,471.00
Annual Premium for item 7		NO BID	NO BID	NO BID	\$163,913.00	NO BID	\$83,471.00
PRICE RANK		NOT RANKED	NOT RANKED	NOT RANKED	2	NOT RANKED	1
TECHNICAL RANK		NOT RANKED	NOT RANKED	NOT RANKED	2	NOT RANKED	1
OVERALL RANK		NOT RANKED	NOT RANKED	NOT RANKED	2	NOT RANKED	1



Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
8	Crime	NO BID	NO BID					
Annual		NO BID	NO BID					
Premium for								
item 8								
PRICE RANK		NOT RANKED	NOT RANKED					
TECHNICAL		NOT RANKED	NOT RANKED					
RANK								
OVERALL RANK		NOT RANKED	NOT RANKED					

Item	Description	Flor & Associates	Flor & Associates	Harding Conley	Southwest	Southwest	USI Southwest,
		proposal #1	proposal #2	Drawert Tinch	Business	Business	Inc.
				Insurance	Corporation,	Corporation,	
				Agency, Inc., Dba.	SWBC Insurance	SWBC Insurance	
				HCDT	Services	Services	
					proposal #1	proposal #2	
8	Crime	NO BID	NO BID	NO BID	\$22,003.00	NO BID	NO BID
Annual Premium		NO BID	NO BID	NO BID	\$22,003.00	NO BID	NO BID
for item 8							
PRICE RANK		NOT RANKED	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED
TECHNICAL		NOT RANKED	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED
RANK							
OVERALL RANK		NOT RANKED	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED



Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
9	Excess	NO BID	NO BID	NO BID	NO BID	\$73,457	\$82,847	NO BID
	Workers							
	Compensation							
	and							
	Employers'							
	Liability							
Annual Premium		NO BID	NO BID	NO BID	NO BID	\$73,457	\$82,847	NO BID
for item 9								
PRICE RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	2	3	NOT RANKED
TECHNICAL		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	1	2	NOT RANKED
RANK								
OVERALL RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	1	3	NOT RANKED



Item	Description	Flor & Associates	Flor & Associates	Harding Conley	Southwest	Southwest	USI Southwest,
		proposal #1	proposal #2	Drawert Tinch	Business	Business	Inc.
				Insurance	Corporation,	Corporation,	
				Agency, Inc., Dba.	SWBC Insurance	SWBC Insurance	
				HCDT	Services	Services	
					proposal #1	proposal #2	
9	Excess	NO BID	NO BID	NO BID	\$56,336	NO BID	NO BID
	Workers						
	Compensation						
	and						
	Employers'						
	Liability						
Annual Premium		NO BID	NO BID	NO BID	\$56,336	NO BID	NO BID
for item 9							
PRICE RANK		NOT RANKED	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED
TECHNICAL RANK		NOT RANKED	NOT RANKED	NOT RANKED	3	NOT RANKED	NOT RANKED
OVERALL RANK		NOT RANKED	NOT RANKED	NOT RANKED	2	NOT RANKED	NOT RANKED

Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
10	Cyber Risk	NO BID	NO BID					
Annual		NO BID	NO BID					
Premium for								
item 10								
PRICE RANK		NOT RANKED	NOT RANKED					
TECHNICAL		NOT RANKED	NOT RANKED					
RANK								
OVERALL RANK		NOT RANKED	NOT RANKED					



Item	Description	Flor & Associates	Flor & Associates	Harding Conley	Southwest	Southwest	USI Southwest,
		proposal #1	proposal #2	Drawert Tinch	Business	Business	Inc.
				Insurance	Corporation,	Corporation,	
				Agency, Inc., Dba.	SWBC Insurance	SWBC Insurance	
				HCDT	Services	Services	
					proposal #1	proposal #2	
10	Cyber risk	\$88,397.50	\$110,970.20	NO BID	\$79,000.00	60,039.00	NO BID
Annual Premium				NO BID	\$79,000.00	60,039.00	NO BID
for item 10		\$88,397.50	\$110,970.20				
PRICE RANK		3	4	NOT RANKED	2	1	NOT RANKED
TECHNICAL RANK		4	3	NOT RANKED	1	1	NOT RANKED
OVERALL RANK		3	4	NOT RANKED	2	1	NOT RANKED

Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
11	Pollution	NO BID	NO BID					
Annual Premium		NO BID	NO BID					
for item 11								
PRICE RANK		NOT RANKED	NOT RANKED					
TECHNICAL		NOT RANKED	NOT RANKED					
RANK								
OVERALL RANK		NOT RANKED	NOT RANKED					



Item	Description	Flor & Associates	Flor & Associates	Harding Conley	Southwest	Southwest	USI Southwest,
		proposal #1	proposal #2	Drawert Tinch	Business	Business	Inc.
				Insurance	Corporation,	Corporation,	
				Agency, Inc., Dba.	SWBC Insurance	SWBC Insurance	
				HCDT	Services	Services	
					proposal #1	proposal #2	
11	Pollution	\$35,691.00	NO BID	NO BID	\$35,396.00	NO BID	NO BID
Annual Premium		\$35,691.00	NO BID	NO BID	\$35,396.00	NO BID	NO BID
for item 11							
PRICE RANK		2	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED
TECHNICAL RANK		2	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED
OVERALL RANK		2	NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED

Item	Description	American	American	American	American	Arthur J	Arthur J	CIEE, Inc.
		Financial	Financial	Financial	Financial	Gallagher Risk	Gallagher Risk	Dba. iNext
		Services Inc.,	Services Inc.,	Services Inc.,	Services Inc.,	Management	Management	Insurance
		Dba. Borden	Dba. Borden	Dba. Borden	Dba. Borden	Services, Inc.	Services, Inc.	
		Insurance	Insurance	Insurance	Insurance	proposal #1	proposal #2	
		proposal #1	proposal #2	proposal #3	proposal #4			
12	Study					\$9,900.00	\$9,063	\$89,971.20
	Abroad							w/Terrorism
	Medical							Risk Insurance
								Act \$3,168
	Estimated							
	Total	NO BID	NO BID	NO BID	NO BID			\$93,139.20
13	Foreign							Included in
	Liability	NO BID	NO BID	NO BID	NO BID	\$5,231.00	\$10,865.00	item 12
Annual Premium		NO BID	NO BID	NO BID	NO BID	\$15,131.00	\$19,928.00	\$89,971.20
for item 12 and								
13								
PRICE RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	2	3	4
TECHNICAL RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	1	2	4
OVERALL RANK		NOT RANKED	NOT RANKED	NOT RANKED	NOT RANKED	1	3	4



Item	Description	Flor & Associates	Flor &	Harding Conley	Southwest	Southwest	USI Southwest,
		Proposal #1	Associates	Drawert Tinch	Business	Business	Inc.
			proposal #2	Insurance	Corporation,	Corporation,	
				Agency, Inc., Dba.	SWBC Insurance	SWBC Insurance	
				HCDT	Services	Services	
					proposal #1	proposal #2	
12	Study Abroad		NO BID	Included in item			
	Medical	NO BID		13	NO BID	NO BID	NO BID
13	Foreign	\$6,836 – Liability	NO BID				
	Liability	\$2,743.00 – Kidnap					
		and Ransom					
	Estimated Total	\$9,579.00		\$12,301.00	NO BID	NO BID	NO BID
Annual Premium		NO BID	NO BID	\$12,301.00	NO BID	NO BID	NO BID
for items 12 and							
13							
PRICE RANK		NOT RANKED	NOT RANKED	1	NOT RANKED	NOT RANKED	NOT RANKED
TECHNICAL RANK		NOT RANKED	NOT RANKED	3	NOT RANKED	NOT RANKED	NOT RANKED
OVERALL RANK		NOT RANKED	NOT RANKED	2	NOT RANKED	NOT RANKED	NOT RANKED

Note:

No proposals were received for item #14, and is deleted. An extension of the contract with Bill Beatty Insurance Agency, Inc. will be executed to continue the purchase of coverage, and to align with the contract term herein.