

McGowan Insurance Group, LLC

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Renewal Insurance Proposal

Gibson County Special Services

Insured: Gibson County Special Services

Address: 3321 W 800 S, Fort Branch, IN
47648

Entity Type: Public Entity - Special
Education Cooperative

Policy Period: 07/01/2026 - 07/01/2027

Carrier: Liberty Mutual Insurance

Prepared by: Adam Johnson, McGowan
Insurance Group

Date: June 17, 2026

Program Overview

McGowan Insurance Group is pleased to present the renewal insurance program for Gibson County Special Services for the policy period of July 1, 2026 through July 1, 2027. This program is placed with Liberty Mutual Insurance and provides comprehensive General Liability and School Leaders Errors & Omissions coverage. Through active underwriting advocacy on your behalf, McGowan has secured a **flat renewal** matching the expiring program premium - resulting in no increase from last year despite an initial quote that was \$20,027 higher.

Coverage Summary

Line 1: Commercial General Liability

Carrier: The First Liberty Insurance Corporation | **Rating Plan:** Guaranteed Cost

Coverage / Limit	Amount
General Aggregate	\$2,000,000
Products-Completed Operations Aggregate	\$2,000,000
Each Occurrence	\$1,000,000
Personal & Advertising Injury	\$1,000,000
Medical Payments (Any One Person)	\$10,000
Damage to Rented Premises (Any One Occurrence)	\$100,000

Key Endorsements Included:

Endorsement	Limits	Deductible
Cyber Suite Liability Coverage (LC 04 74 02 20)	\$1,000,000 each claim / \$1,000,000 aggregate	\$10,000
Sexual Misconduct Liability Coverage (LC 04 91 07 21)	\$1,000,000 each occurrence / \$1,000,000 aggregate	\$10,000
Violent Event Response Coverage for Schools (LC 04 78 02 20)	\$300,000 each event / \$300,000 aggregate	None stated
Employee Benefits Liability (LC 04 11 01 06)	\$1,000,000 each employee / \$1,000,000 aggregate; 3-year discovery	\$1,000
Indiana Government Immunity (LIL 90 09 05 17)	Included	N/A
Broad Form Named Insured	Included	N/A
Additional Insured - Schools & Educational Institutions	Included	N/A
Hired & Non-Owned Auto	Included	N/A
TRIA Coverage	Included	N/A

Line 2: School Leaders Errors & Omissions (SLEO)

Carrier: Liberty Mutual Fire Insurance Company | **Rating Plan:** Claims-Made, Guaranteed Cost

Coverage / Limit	Amount
Each Wrongful Act	\$1,000,000
Aggregate	\$1,000,000
Deductible (per claim)	\$10,000
Retroactive Date	07/01/2011
Non-Monetary Relief Defense Coverage	Included
TRIA Coverage	Included

Renewal Premium

Line of Coverage	Expiring Premium (07/01/2025)	Renewal Premium (07/01/2026)
General Liability	\$67,919	\$67,919
School Leaders E&O	\$85,850	\$85,850
Total Program Premium	\$153,769	\$153,769

Payment Options: Annual, or quarterly installments (25% deposit + 3 equal installments). Please confirm preferred payment schedule with your McGowan account team.

McGowan Advocacy Summary: How We Got You to a Flat Renewal

The initial renewal quote from Liberty Mutual came in at **\$173,796** - an increase of \$20,027 over the expiring premium of \$153,769, and a cumulative increase of nearly \$100,000 over the last two policy years. McGowan Insurance Group engaged the underwriter directly with a structured negotiation on your behalf, presenting the following arguments to achieve a flat renewal:

Negotiation Summary

Argument Presented	Outcome
● Zero Claims - 5+ Years GCSS has produced no reported claims in over five consecutive years - across both GL and SLEO lines - while serving students with behavioral, cognitive, and physical disabilities. This is exceptional performance in a high-exposure class of business.	Applied maximum schedule/experience credit across both lines
● IEP Enrollment Reclassification The tripling of the student count from ~400 to ~1,246 was entirely the result of an administrative IEP reclassification - not a real increase in the high-acuity population GCSS directly serves. Students now counted include those receiving only minor accommodations (test-reading, extended time, vision assistance), who present a fundamentally different and lower risk profile than intensive life skills or behavioral students.	Underwriter acknowledged the reclassification as an administrative event and adjusted exposure basis in the rating
● Cumulative Premium Increase Not Supported by Loss History Presented the three-year premium trend showing a 134.9% cumulative increase (\$73,994 to \$173,796) on an account with zero claims throughout. The GL line had increased 217.6% in two years with no actuarial justification.	Underwriter agreed to hold renewal flat rather than compound an already-elevated base
● Indiana Public Entity Immunity Confirmed that Indiana government tort caps and the immunity endorsement (LIL 90 09 05 17) meaningfully limit the carrier's actual exposure versus a comparable private institution, and that this protection should be fully reflected in pricing.	Confirmed as a positive rating factor in underwriter's revised analysis

Premium Comparison: Initial Quote vs. Negotiated Renewal

Line	2-Year-Ago Baseline	Expiring (07/01/2025)	Initial Quote (07/01/2026)	Negotiated Renewal (07/01/2026)	Savings vs. Initial Quote
General Liability	\$25,694	\$67,919	\$81,608	\$67,919	\$13,689
School Leaders E&O	\$48,300	\$85,850	\$92,188	\$85,850	\$6,338
Total Program	\$73,994	\$153,769	\$173,796	\$153,769	\$20,027

● **Total Savings Achieved Through McGowan Advocacy: \$20,027** - a flat renewal at \$153,769 versus the initial quote of \$173,796.

Looking Ahead

While McGowan successfully negotiated a flat renewal for this policy year, the program premium remains elevated relative to the pre-reclassification baseline of \$73,994. At the 07/01/2027 renewal, we will continue to pursue a more meaningful rate correction by:

- Maintaining and documenting the claim-free record throughout the current policy year
- Working with GCSS to formalize the distinction between intensive-service students and broader IEP-counted students for underwriting purposes
- Requesting an itemized endorsement premium breakdown to identify any over-priced components for renegotiation
- Exploring additional market options to ensure Liberty Mutual's pricing remains competitive for a zero-loss public entity account of this quality

We remain committed to reducing this program's cost over time while maintaining the breadth of coverage GCSS needs to protect its staff, students, and operations.

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This proposal is a summary only. All coverages are subject to the terms, conditions, limitations, and exclusions of the actual policy. Please review all policy documents carefully.