Stockbridge

Where Community Connects

STOCKBRIDGE

CITY COUNCIL

Mayor

Anthony Ford

Mayor Pro Tem LaKeisha Gantt
District 1

Councilmember Alphonso Thomas
District 2

Councilmember Kyle D. Berry, Sr
District 3

Councilmember Yolanda Barber
District 4

Councilmember Elton Alexander
District 5

CITY MANAGER

Vacant

CITY CLERK

Vanessa Holiday

CITY TREASURER

Frank Milazi

CITY ATTORNEY

Quinton G. Washington

SPECIAL CALLED MEETING
Agenda
June 16, 2025 4:00 PM

STOCKBRIDGE CITY HALL

4640 NORTH HENRY BLVD.

STOCKBRIDGE, GA 30281

Website: www.stockbridgega.org

Phone: 770-389-7900

Fax: 770-389-7912

Translation and Interpretation Services are available with (7) days prior notice. Please contact the City's HR Manager at 770-389-7908 for assistance.

Stockbridge
Where Community Connects

AGENDA
SPECIAL CALLED MEETING
CITY OF STOCKBRIDGE

MONDAY, JUNE 16, 2025 4:00 PM

CALL TO ORDER

ROLL CALL

ADOPTION OF THE AGENDA

NEW BUSINESS

1 Council consideration to approve the 2025 -2026 Liability Insurance Policy.

EXECUTIVE SESSION (Exemptions to the Georgia Open Meetings Acts)

2 To discuss or deliberate upon the appointment, employment, compensation, hiring, disciplinary action or dismissal, or periodic evaluation or rating of a public officer or employee; O.C.G.A. §50-14-3 (6).

ADJOURNMENT

City of Stockbridge

2025 Property & Casualty Insurance Executive Summary

Matt Simmons | Senior Director Public Sector Practice
Daniel Duhart | Public Sector Broker

May 12, 2025

Insurance | Risk Management | Consulting

ajg.com

Executive Summary Agenda

- About Gallagher
- Gallagher’s CORE360 Approach to Risk Management
- Insurance Market Results
- Renewal Results
- Thank You for Your Business

About Gallagher

Gallagher administers a full array of insurance, risk management, self-insurance, claims management, and employee benefit products and services. Areas of industry specialization include higher education, healthcare and senior living, life sciences, construction, media and entertainment, public entity, and real estate.

1927	39,000+	850+	150	$6.9B	28+
FOUNDING YEAR	EMPLOYEES WORLDWIDE	OFFICES IN 68 COUNTRIES	COUNTRIES SERVED	REVENUE (2021)	INDUSTRY PRACTICES

To support these market segments, we have developed coverage specialties that include Surety, Property, General Liability, Employee Benefits, Executive Lines, Workers' Compensation, Cyber Liability, Fine Arts, Aviation, Foreign Liability, Marine, and Owner- and Contractor-Controlled Insurance Programs, among others.

Gallagher is comprised of several divisions: all working in tangent to provide you with the best services possible depending on your unique needs. Our primary US divisions are:

RETAIL

Gallagher
Insurance | Risk Management | Consulting

REINSURANCE

Gallagher Re

CLAIMS

GALLAGHER BASSETT

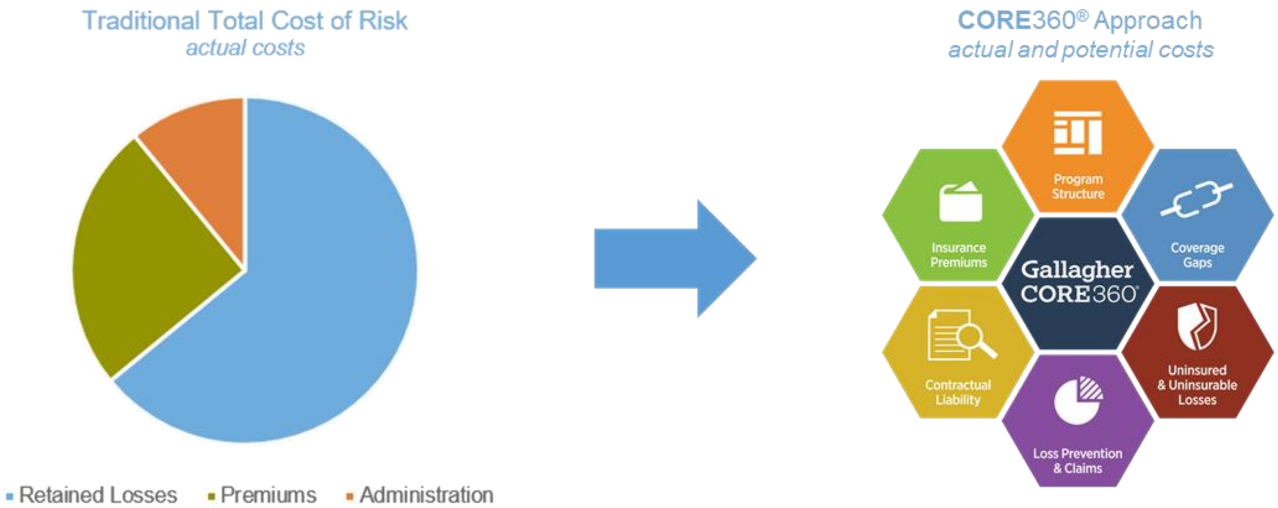
WHOLESALE

RPS RISK PLACEMENT SERVICES

ALTERNATIVE RISK

Artex

Gallagher's **CORE**360® Approach to Risk Management



The goal of our **CORE**360® approach is to optimize your total cost of risk.

We accomplish this goal by adhering to a comprehensive and well-organized process, under which we discuss each **CORE**360 cost driver, beginning with Insurance Premiums and ending with Contractual Liability.

The intended result is to drive value to each of your six cost drivers, which represents your total cost of risk.

INSURANCE PREMIUMS

Cost for all your existing insurance policies. It also includes our compensation as your broker.

UNINSURED & UNINSURABLE LOSSES

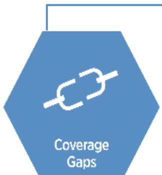
Potential or actual costs of any risks you knowingly or unknowingly leave uninsured or uninsurable.

PROGRAM STRUCTURE

How the individual pieces of your program work together, as well as how you balance your risk appetite against your loss experience.

LOSS PREVENTION & CLAIMS

Your participation in a loss, and how you minimize costs through appropriate loss prevention programs and claims management.



COVERAGE GAPS

Potential costs from any gaps in existing policies, such as sub limits, removable exclusions and extensions of coverage.

CONTRACTUAL LIABILITY

Costs resulting from the unsuccessful transfer of risk to, or assumption of uninsured liability from, a third party.

Insurance Market Report – April 2025

2025: Navigating a Stabilizing Yet Evolving Insurance Landscape

The property and casualty insurance market has entered 2025 with a greater sense of stability, offering a welcome respite for buyers after recent turbulent years. However, economic headwinds remain a significant concern, particularly the ongoing uncertainties surrounding US tariffs, inflation, and interest rates.

The insurance industry's strong capital reserves, coupled with the widespread remediation of underwriting portfolios, have bolstered carrier stability and financial strength. This improvement reflects the impact of prior rate increases and portfolio adjustments aimed at better aligning their books of business with anticipated claim costs.

Carriers are still closely monitoring the persistent challenges of social inflation and climate change. To navigate this evolving environment effectively, buyers should maintain close communication with their brokers to understand potential shifts in their carriers' capacity, pricing, and appetite.

At a Glance

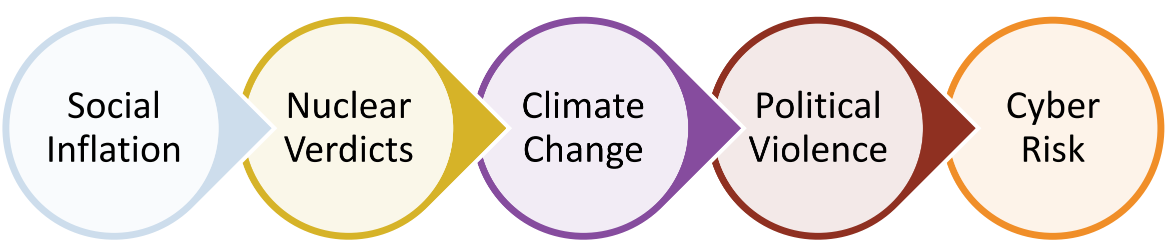
Property: The commercial property insurance market is in a strong position, with insurers looking to grow in 2025, driven by profitable property underwriting results, higher investment returns, strong premium growth, and reduced inflationary pressures. Although the market favors insureds, insurers will continue to differentiate them by risk profile and underwrite them accordingly.

Casualty: The commercial casualty insurance market's response to ongoing challenges persists into 2025, with continued rate increases, limit compression, and/or more restrictive policy terms for many insureds. Insurer carriers are working to address these long-standing challenges, especially within the commercial auto and umbrella/excess sectors, as insurers work to address long-standing issues.

Cyber: As threats increasingly turn into claims, the cyber insurance market continues to grow. Insureds continue to invest in resources to prevent incidents by implementing cyber-security controls such as multi-factor authentication (MFA). This has helped to keep premiums steady even as cyber incidents continue to climb in number and cost.

D&O: It's game on for D&O carriers as they continue to compete for business by reducing premiums and offering coverage enhancements, given the abundant amount of D&O capacity in the marketplace.

What is Impacting Market Conditions?



Renewal Results

	Expiring Program				Proposed 2025-26				Analytics		
Line of Business	Expiring Program	Retention	Rating Basis	Premium	Proposed Program	Retention	Rating Basis	Premium	Exposure Change	Premium Change	Net Rate Change
Primary Package	**Travelers**				**Travelers**						
Auto Liability	$1,000,000	$0	142	**$177,870**	$1,000,000	$0	178	**$256,244**	25.4%	44.1%	18.7%
Auto Physical Damage	Comp & Collision	$1,000	140	**$108,579**	Comp & Collision	$2,000	178	**$105,888**	27.1%	-2.5%	-29.6%
General Liability	$1,000,000	$0	$26,711,635	**$67,615**	$1,000,000	$0	$29,239,311	**$81,470**	9.5%	20.5%	11.0%
Law Enforcement Liability	$1,000,000	$5,000	64	**$39,498**	$1,000,000	$5,000	64	**$53,323**	0.0%	35.0%	35.0%
PE Management Liability	$1,000,000	$5,000	$26,711,635	**$18,680**	$1,000,000	$5,000	$29,239,311	**$20,040**	9.5%	7.3%	-2.2%
Employment Practices Liability	$1,000,000	$10,000	$26,711,635	**$38,463**	$1,000,000	$25,000	$29,239,311	**$50,133**	9.5%	30.3%	20.9%
Umbrella	$5,000,000	$10,000	$26,711,635	**$15,278**	$5,000,000	$10,000	$29,239,311	**$23,778**	9.5%	55.6%	46.2%
Property	**Travelers**		**$75,227,037**	**$122,341**	**Travelers**		**$80,093,122**	**$150,936**	6.5%	23.4%	16.9%
All Risk / Blanket	$75,227,037	$5,000	*$0.1626*		$79,291,722	$5,000	*$0.1885*		15.9%		
Flood*	$1,000,000	$50,000			$1,000,000	$50,000					
Earthquake	$1,000,000	$50,000			$1,000,000	$50,000					
Equipment Breakdown	$75,227,037	$5,000			$79,291,722	$5,000					
Inland Marine	**Travelers**		**$2,666,935**	**$19,345**	**Travelers**		**$2,668,615**	**$19,354**	0.1%	0.0%	0.0%
Miscellaneous Scheduled Items	$311,722	$1,000			$311,722	$1,000					
Contractors Equipment	$2,666,935	$1,000			$2,668,615	$1,000					
Cyber Liability	**Beazley**		$26,711,635	**$34,340**	**Beazley**		$29,239,311	**$34,340**	9.5%	0.0%	-9.5%
Data Breach Response	$3,000,000	$25,000			$3,000,000	$25,000					
Security Liability	$3,000,000	$25,000			$3,000,000	$25,000					
Ransomware	$3,000,000	$25,000			$3,000,000	$25,000					
Crime	**Travelers**		168	**$5,676**	**Travelers**		168	**$5,676**	0.0%	0.0%	0.0%
Employee Dishonesty	$500,000	$1,000			$500,000	$1,000					
Pollution - Premesis	**Chubb**			**$10,733**	**Chubb**			**$12,483**			
Per Occurrence	$1,000,000	$25,000			$1,000,000	$25,000					
	Hiscox				**Hiscox**						
Terrorism & Sabotage	$76,253,731	$10,000	$76,253,731	**$11,438**	$78,511,343	$10,000	$78,511,343	**$12,249**	3.0%	7.1%	4.1%
Active Shooter	$1,000,000	$10,000		**$5,554**	$1,000,000	$10,000		**$5,947**			
Grand Total				$675,410				$831,861	14.7%	23.2%	8.5%

Thank You for Your Business

We have enjoyed our partnership and appreciate the continued time, support and confidence you have placed in us as your risk management team. This past year has been successful as evidenced by your scorecard. Your total cost of risk is being impacted favorably and our strategy for this upcoming renewal continues to focus on ways to improve this positive impact on your profitability. Thank you.

Legal Disclaimer

City of Stockbridge

AGENDA ITEM

MEETING DATE

May 12, 2025

- [x] RESOLUTION
- [ ] ORDINANCE
- [ ] CONTRACT APPROVAL/RENEWAL
- [ ] PUBLIC HEARING
- [ ] PRESENTATION
- [ ] BID SELECTION/AWARD
- [ ] TASK ORDER
- [ ] CHANGE ORDER
- [ ] BUDGET AMENDMENT
- [ ] BUDGET TRANSFER
- [ ] PAYMENT APPROVAL
- [ ] OTHER

FUNDING SOURCE

- [x] GENERAL FUND
- [ ] FUND BALANCE
- [ ] SPLOST or TSPLOST
- [ ] ARPA
- [ ] GRANT
- [ ] HOTEL/MOTEL TOURISM
- [ ] COUNCIL INITIATIVE
- [ ] PARTNER/SPONSOR
- [ ] DEPARTMENT FUND BALANCE
- [ ] BONDING

ACCOUNT TRANSFER FROM:

ACCOUNT TRANSFER TO:

PRESENTER: Daniel Duhart/Najaa Hammonds

DEPARTMENT: Human Resources

ITEM/PROJECT/EVENT:

Council consideration to approve the 2025 General and Liability Insurance for the City.

BACKGROUND INFORMATION:

APPROVALS: CITY MANAGER______________________________

CITY TREASURER______________________________

CITY ATTORNEY______________________________

GRANTS ADMIN.______________________________

- [x] FINANCIAL IMPACT
- [ ] N/A

AMOUNT $ 831,861.00

ATTACHMENTS: [x]

ITEM/PROJECT/EVENT:

BACKGROUND INFORMATION:

STAFF RECOMMENDATION:

It is staff's recommendation that Council approve the annual premium for the city's general, liability a

Staff Signature________________________________