



City of Ann Arbor

Proposal

PRESENTED BY HYLANT

JPaul Dixon

Senior Vice President

Nikole Moore

Market Service Leader, Vice President

Kiimberly Cassey

Risk Advisor – Casualty, Vice President

Deborah Neff

Senior Client Service Specialist

June 5, 2025

201 Depot Street | Ann Arbor, MI 48104
P (734) 741-0044 F (734) 741-1850

hylant.com

HYLANT



PREMIUM SUMMARY

	Renewal Date	Expiring 2024 / 2025	Renewal 2025 / 2026	Increase/ Decrease
Michigan Excess Workers' Compensation	1-Jul	Midwest Employers	Midwest Employers	
Aggregate Limit		\$ 5,000,000	\$ 5,000,000	
Specific Retention		\$ 500,000	\$ 500,000	
Retention - Police and Fire		\$ 750,000	\$ 750,000	
Total Annual Payroll		\$ 69,361,994	\$ 77,401,545	11.6%
Premium		\$ 100,966	\$ 113,393	12.3%
Workers' Compensation - employees outside	1-Jul	Midwest Employers	Midwest Employers	
States included		IN, NC	IN, NC	
Workers/ Compensation		Statutory Benefits	Statutory Benefits	
Employers' Liability Limits		\$1M / \$1M / \$1M	\$1M / \$1M / \$1M	
Total Annual Payroll		\$ 163,840	\$ 285,840	74.5%
Premium		\$ 599	\$ 657	9.7%
Auto Physical Damage	1-Jul	Allianz	Allianz	
Deductible per vehicle, maximum \$75K each occ.		\$ 25,000	\$ 25,000	
Total values (purchase price)		\$ 24,869,425	\$ 25,111,639	1.0%
Rate per '100		\$ 0.43410	\$ 0.45594	5.0%
Premium		\$ 107,957	\$ 114,494	6.1%
Total		\$ 209,522	\$ 228,544	9.1%

Hylant Disclaimer / Confidentiality Statement: The information and concepts provided throughout this document are not intended to express any legal opinion as to the nature of coverage. They are intended to provide a basic understanding of coverages but do not alter any policy conditions. Always refer to your policy(s) for specific coverages, limitations, and restrictions. Any information and concepts outlined are solely for your internal evaluation. Hylant considers this information Confidential and Proprietary and no other use or distribution of these documents is permitted or authorized. All Hylant documents are subject to our record retention policy. Please refer to our website at www.hylant.com for a complete listing of all document types and retention periods for any documents stored within the Hylant organization. Regardless of your choice for premium payment terms, Hylant will not be responsible for the cancellation (and consequences thereof) of your insurance policy(s) due to late payment or non-payment of premium.



2025 AUTOMOBILE PHYSICAL DAMAGE SUMMARY

Insurance to cover physical damage claims to the City's vehicle fleet is currently placed with Allianz. There is a slight rate increase year over year but the increase in premium is being driven by an exposure increase from \$23,906,394 in values to \$25,111,639. This was marketed extensively last year therefore we did not send to alternative markets this year.

Hylant Disclaimer / Confidentiality Statement: The information and concepts provided throughout this document are not intended to express any legal opinion as to the nature of coverage. They are intended to provide a basic understanding of coverages but do not alter any policy conditions. Always refer to your policy(s) for specific coverages, limitations, and restrictions. Any information and concepts outlined are solely for your internal evaluation. Hylant considers this information Confidential and Proprietary and no other use or distribution of these documents is permitted or authorized. All Hylant documents are subject to our record retention policy. Please refer to our website at www.hylant.com for a complete listing of all document types and retention periods for any documents stored within the Hylant organization. Regardless of your choice for premium payment terms, Hylant will not be responsible for the cancellation (and consequences thereof) of your insurance policy(s) due to late payment or non-payment of premium.



AUTOMOBILE PHYSICAL DAMAGE INSURANCE

NAMED INSURED: City of Ann Arbor

INSURANCE COMPANY: AGCS Marine Insurance Company (Allianz)

POLICY TERM: 7/1/2025 to 7/1/2026

UNSCHEDULED EQUIPMENT

COVERAGE DESCRIPTION	MAXIMUM PER ITEM	LIMIT	COINS
Vehicle schedule on file with company		\$25,111,639	
Additionally Acquired Property (45 days)		\$250,000	
Unscheduled Non-Owned Vehicles and Equipment	\$500,000	\$1,000,000	
Deductible – per vehicle		\$25,000	

VALUATION:

- Actual cash value

CAUSE OF LOSS:

- “All Risk” of direct physical loss or damage to covered property from any external cause except those causes of loss excluded per policy form

EXCLUSIONS INCLUDE BUT ARE NOT LIMITED TO:

- Nuclear
- War and military action
- Unexplained disappearance
- Wear and tear
- Mechanical breakdown
- Insects, birds, rodents
- Rust or other corrosion

ADDITIONAL COVERAGES INCLUDE BUT ARE NOT LIMITED TO:

- Rental Reimbursement of Additional Transportation Expense: \$10,000

COVERAGE TERMS INCLUDE BUT ARE NOT LIMITED TO:

- Deductible is capped at three per occurrence

Hylant Disclaimer / Confidentiality Statement: The information and concepts provided throughout this document are not intended to express any legal opinion as to the nature of coverage. They are intended to provide a basic understanding of coverages but do not alter any policy conditions. Always refer to your policy(s) for specific coverages, limitations, and restrictions. Any information and concepts outlined are solely for your internal evaluation. Hylant considers this information Confidential and Proprietary and no other use or distribution of these documents is permitted or authorized. All Hylant documents are subject to our record retention policy. Please refer to our website at www.hylant.com for a complete listing of all document types and retention periods for any documents stored within the Hylant organization. Regardless of your choice for premium payment terms, Hylant will not be responsible for the cancellation (and consequences thereof) of your insurance policy(s) due to late payment or non-payment of premium.



2025 EXCESS WORKERS' COMPENSATION SUMMARY

Midwest Employers' Casualty has been the excess workers' compensation carrier for the City of Ann Arbor since 2015. They have been an excellent partner for the City and have maintained a competitive program for these 10 years.

Submissions were sent to the marketplace to confirm Midwest continues to be the most competitive program available.

Submissions and sent and feedback received feedback from the following carriers:

1. Midwest Employers – provided renewal quote – maintain expiring split SIR structure of \$500k / \$750k per occurrence. The \$750k SIR is applicable for all police and fire classified employees.
2. Safety National – provided an indication. Requiring a higher split SIR and cannot compete with Midwest pricing, and pricing does not include aggregate coverage.
3. Arch – indication provided, but no aggregate coverage available. Requiring split SIR and cannot compete with Midwest pricing.
4. US Specialty (State National) – they have been purchased by Safety National.
5. Bridge – declined. They do not write police / fire.
6. ACE/Chubb – minimum premium \$200,000 and minimum SIR \$1m.

Midwest has provided a competitive renewal quote, requesting only a 1% increase and will guarantee this rate for 2026. They are also agreeable to renewing the guaranteed cost work comp coverage for the 3 employees that live and work outside of Michigan. Annual premium is up slightly due to the addition of adding Arizona to the policy midterm 2024.

Hylant Disclaimer / Confidentiality Statement: The information and concepts provided throughout this document are not intended to express any legal opinion as to the nature of coverage. They are intended to provide a basic understanding of coverages but do not alter any policy conditions. Always refer to your policy(s) for specific coverages, limitations, and restrictions. Any information and concepts outlined are solely for your internal evaluation. Hylant considers this information Confidential and Proprietary and no other use or distribution of these documents is permitted or authorized. All Hylant documents are subject to our record retention policy. Please refer to our website at www.hylant.com for a complete listing of all document types and retention periods for any documents stored within the Hylant organization. Regardless of your choice for premium payment terms, Hylant will not be responsible for the cancellation (and consequences thereof) of your insurance policy(s) due to late payment or non-payment of premium.



EXCESS WORKERS' COMPENSATION - MICHIGAN

NAMED INSURED: City of Ann Arbor
INSURANCE COMPANY: Midwest Employers Casualty Co
POLICY TERM: 7/1/2025 to 7/1/2027

COVERAGE DESCRIPTION	LIMIT
Worker's Compensation	Statutory
Employers' Liability – Each Accident	\$1,000,000
Employers' Liability – Disease – Policy Limit	\$1,000,000
Employers' Liability – Disease – Each Employee	\$1,000,000

SELF-INSURED RETENTION	
Each Accident SIR: Police and Fire	\$750,000
Each Accident SIR: All Other	\$500,000
Employers' Liability – Disease – Policy Limit	\$1,000,000
Policy Aggregate Retention	\$3,898,445
Aggregate Limit over Retention	\$5,000,000

EXCLUSIONS INCLUDE BUT ARE NOT LIMITED TO:

- Injury to leased/temporary workers
- Volunteers
- Liability assumed under a contract
- Punitive or exemplary damages because of bodily injury to an employee employed in violation of the law
- Bodily injury occurring outside the US, its territories and possessions, Canada
- Damages arising out of discharge or discrimination against any employee in violation of the law

COVERAGE TERMS INCLUDE BUT ARE NOT LIMITED TO:

- Premium is subject to audit
- Cancellation provision – 60 days

PAYROLL ESTIMATE: \$77,401,545

Hylant Disclaimer / Confidentiality Statement: The information and concepts provided throughout this document are not intended to express any legal opinion as to the nature of coverage. They are intended to provide a basic understanding of coverages but do not alter any policy conditions. Always refer to your policy(s) for specific coverages, limitations, and restrictions. Any information and concepts outlined are solely for your internal evaluation. Hylant considers this information Confidential and Proprietary and no other use or distribution of these documents is permitted or authorized. All Hylant documents are subject to our record retention policy. Please refer to our website at www.hylant.com for a complete listing of all document types and retention periods for any documents stored within the Hylant organization. Regardless of your choice for premium payment terms, Hylant will not be responsible for the cancellation (and consequences thereof) of your insurance policy(s) due to late payment or non-payment of premium.



GUARANTEED COST WORKERS COMPENSATION – NC, IN, AZ

NAMED INSURED: City of Ann Arbor
INSURANCE COMPANY: Midwest Employers Casualty Co
POLICY TERM: 7/1/2025 to 7/1/2026

COVERAGE DESCRIPTION	LIMIT
Worker's Compensation	Statutory
Employers' Liability – Each Accident	\$1,000,000
Employers' Liability – Disease – Policy Limit	\$1,000,000
Employers' Liability – Disease – Each Employee	\$1,000,000

COVERAGE:

- Workers' Compensation - applies to work related bodily injury by accident or bodily injury by disease, including death. Benefits are determined by the applicable state's workers' compensation law.
- Employers Liability - pays amounts you legally must pay as damages, as permitted by law, because of bodily injury to your employees.

EXCLUSIONS INCLUDE BUT ARE NOT LIMITED TO:

- Injury to leased/temporary workers
- Volunteers
- Liability assumed under a contract
- Punitive or exemplary damages because of bodily injury to an employee employed in violation of the law
- Bodily injury occurring outside the US, its territories and possessions, Canada
- Damages arising out of discharge or discrimination against any employee in violation of the law

COVERAGE TERMS INCLUDE BUT ARE NOT LIMITED TO:

- Premium is subject to audit
- Other States Insurance - None

PAYROLL ESTIMATES:

STATE	CODE	CLASSIFICATION	ESTIMATED PAYROLL
NC	8810	Clerical	\$90,000
IN	8810	Clerical	\$73,840
AZ	8871	Clerical telecommuters	\$122,000

Hylant Disclaimer / Confidentiality Statement: The information and concepts provided throughout this document are not intended to express any legal opinion as to the nature of coverage. They are intended to provide a basic understanding of coverages but do not alter any policy conditions. Always refer to your policy(s) for specific coverages, limitations, and restrictions. Any information and concepts outlined are solely for your internal evaluation. Hylant considers this information Confidential and Proprietary and no other use or distribution of these documents is permitted or authorized. All Hylant documents are subject to our record retention policy. Please refer to our website at www.hylant.com for a complete listing of all document types and retention periods for any documents stored within the Hylant organization. Regardless of your choice for premium payment terms, Hylant will not be responsible for the cancellation (and consequences thereof) of your insurance policy(s) due to late payment or non-payment of premium.