

RIVER BLUFF BOARD OF DIRECTORS AGENDA

Called by: Jim Knutson, Chairman

DATE: Tuesday, July 18, 2023

TIME: 3:00 PM

Members: Trent Brass, John Butitta,
Jay Ferraro, Teresa Gobeli, Bernice
Marinelli, Bob Nieman, Frank
Perrecone

LOCATION: **Finch Room**
River Bluff Nursing Home
4401 North Main Street
Rockford, IL 61103

AGENDA:

- A. Call to Order
- B. Roll Call
- C. Approval of June 20, 2023 minutes
- D. Public Comment – This is the time we invite the public to address the River Bluff Nursing Home Board of Directors with issues and concerns. We ask you to limit your comments to three minutes. Personal attacks or inappropriate language of any sort will not be tolerated. We will allow a maximum of five speakers on a first come basis with sign up at the meeting. Speakers may not address zoning matters which are pending before the ZBA, the Zoning Committee or the County Board. Personnel matters or pending or threatened litigation may not be addressed in open session. An individual may speak a maximum of three times per calendar year on the same topic. This prohibition shall include the repetition of the same topic in a statement on what is purported to be a different topic. After acknowledgement by the chair, please stand and state your name. Thank you.
- E. Closed Session to Discuss Personnel and Pending Litigation
- F. States Attorney Office – Brief History of Litigation involving River Bluff
- G. River Bluff Health and Rehabilitation Marketing Strategies Presentation – Danielle Grindle, Winnebago County Communications Director
- H. Discussion Item – Financial Report (Steve Schultz and Mary Ann Wigton)
 - 1. May 2023 Financials (see attachment)
 - 2. HMO Status
 - 3. 2023 – 2024 Budget (see attachment)
- I. Policy for Professional Liability Insurance for River Bluff Nursing Home
- J. Discussion Item – By-Laws
- K. Establish Time, Date and Location of Next Meeting

L. Other Matters

M. Adjournment

Winnebago County Board
River Bluff Board of Directors Meeting
River Bluff Nursing Home
4401 North Main Street, Finch Room
Rockford, IL 61103

Tuesday, June 20, 2023
3:00 PM

Present:

Jim Knutson, **Chairperson**
Frank Perrecone, **Vice Chairperson**
Trent Brass
John Butitta
Jay Ferraro
Teresa Gobeli
Bernice Marinelli
Bob Nieman

Others Present:

Patrick Thompson, County Administrator
Steve Schultz, Chief Financial Officer
Ann Johns, Purchasing Director
Danielle Grindle, Communications Director
Pat McDiarmid, Administrator, River Bluff Nursing Home
Laura Shaffer, Asst. Administrator, River Bluff Nursing Home
Mary Ann Wigton, Office Manager, River Bluff Nursing Home

AGENDA:

- A. Call to Order
- B. Roll Call
- C. Approval of May 16, 2023 Minutes
- D. Public Comment– This is the time we invite the public to address the Finance Committee with issues and concerns. We ask you to limit your comments to three minutes. Personal attacks or inappropriate language of any sort will not be tolerated. We will allow a maximum of five speakers on a first come basis with sign up at the meeting. Speakers may not address zoning matters which are pending before the ZBA, the Zoning Committee or the County Board. Personnel matters or pending or threatened litigation may not be addressed in open session. An individual may speak a maximum of three times per calendar year on the same topic. This prohibition shall include the repetition of the same topic in a statement on what is purported to be a different topic. After acknowledgement by the Chairman, please stand and state your name. Thank you.
- E. Discussion Item – Administrator’s Report (Pat McDiarmid)
 1. Census
 2. Status of Association Memberships
 3. Summary of 5-Star Rating
 4. Admission Policy
- F. Discussion Item – Financial Report (Steve Schultz and Mary Ann Wigton)
 1. April 2023 Financials (see attachment)
 2. HMO Status
 3. Budget (see attachment)
- G. New Laundry and Linen Services at River Bluff Nursing Home (Informational only, no action required)
- H. Therapy Services Agreement at River Bluff Nursing Home (Informational only, no action required)
- I. Staff Report on SB1779 – 103rd Illinois General Assembly
- J. Establish Time, Date and Location of Next Meeting
- K. Other Matters
- L. Adjournment

Call to Order

Chairperson Knutson called the meeting of the River Bluff Board of Directors to order at 2:59 PM.

Roll Call

Chairperson Jim Knutson yes, John Butitta yes, Trent Brass yes, Jay Ferraro yes, Teresa Gobeli yes, Bernice Marinelli yes, Bob Nieman yes, Vice Chairperson Frank Perrecone yes.

Chairperson Knutson reported the resignation of Mr. Schultz from the River Bluff Board of Directors and acknowledged Mr. Schultz as the new Winnebago County Chief Financial Officer.

Approval of May 16, 2023 Minutes

Motion: Mr. Butitta. Second: Mr. Nieman.

- Discussion followed. A request was made to provide an Organizational Chart.

Motion passed by unanimous voice vote.

Public Comment

Chairperson Knutson omitted reading the Public Comment Section of the Agenda due to no one present to speak.

Discussion Item – Administrator’s Report (Pat McDiarmid)

River Bluff Administrator, Ms. McDiarmid presented the Administrator’s report.

1. Census – Census is at 150, 49.34% filled, 7 Med-A, 25 Hospice, 23 Private.
2. Status of Association Memberships – Payment was sent last week for IHCA membership. A consultant was chosen and the contract is the State’s Attorney.
3. Summary of 5-Star Rating – Ms. McDiarmid gave a presentation on the 5-Star Quality Rating Program. Discussion followed.
4. Admission Policy – The Board reviewed the current Admission Policy. Discussion followed on strengthening financial guarantees for payment from insurance companies and increasing the number of healthcare provider contracts.

Discussion Item – Financial Report (Steve Schultz and Mary Ann Wigtion)

Chief Financial Officer, Mr. Schultz reviewed the financial report through April 2023. Ms. Wigtion reported on the Draft Budget for the year beginning October 2023. Discussion followed.

New Laundry and Linen Services at River Bluff Nursing Home (Informational only, no action required)

Ms. Johns gave background information on the laundry and linen services contracts and discussed the search for a new vendor. The new vendor contracts were reviewed by the State’s Attorney’s office. Approval is required by the River Bluff Board before the contracts are presented to the Operations & Administrative Committee for final approval. Discussion followed.

Motion: Mr. Butitta made the motion to approve the vendor contracts for Laundry and Linen Services at River Bluff Nursing Home, as written now, with the contract providing flexibility to make changes at a later date. Second: Bernice Marinelli.

Chairperson Knutson called for any questions or comments. Discussion followed.

Motion passed with unanimous voice vote.

Therapy Services Agreement at River Bluff Nursing Home (Informational only, no action required)

Ms. Johns discussed the selection process in choosing Select Physical Therapy as the provider of therapy services at River Bluff Nursing Home. Ms. Johns noted the State’s Attorney’s office has reviewed the agreement. Approval is required by the River Bluff Board before the Agreement is presented to the Operations & Administrative Committee for final approval. Discussion followed.

Motion: Mr. Butitta made the motion to recommend to the Operations & Administrative Committee the approval of the Therapy Services Agreement for River Bluff Nursing Home. Motion was seconded by River Bluff Board Members.
Motion passed with unanimous voice vote.

Staff Report on SB1779 – 103rd Illinois General Assembly

Mr. Butitta advised at the May 16 meeting the Board agreed to support SB1779 which has subsequently failed.

Establish Time, Date and Location of Next Meeting

The next meeting of the River Bluff Board of Directors is scheduled Tuesday, July 18, 2023, 3:00 pm in the Finch Room at River Bluff Nursing Home.

Other Matters

1. Marketing Proposal/Presentation - Mr. Butitta introduced Danielle Grindle, Winnebago County Communications Director. Ms. Grindle advised she has been working with River Bluff staff on rebranding and marketing and will provide a Marketing Proposal and Presentation at the July meeting.
2. Replacement Board Member - Mr. Butitta advised Chairman Chiarelli is charged with selecting a candidate to be nominated for appointment to the River Bluff Board of Directors due to the resignation of Mr. Schultz.
3. Position Organizational Chart.
4. Open Meetings Act Training – Discussion took place on complying with the OMA on-line training within the 90 day timeframe for public officials.

Adjournment

Motion: Chairperson Knutson made the motion to adjourn the meeting. Second: River Bluff Board.

Motion passed with unanimous voice vote.

Respectfully submitted,

Nancy Bleile
Administrative Assistant

**CLOSED SESSION TO
DISCUSS PERSONNEL &
PENDING LITIGATION**

**STATES ATTORNEY
OFFICE**

**RIVER BLUFF HEALTH &
REHABILITATION MARKETING
STRATEGIES PRESENTATION**

**DISCUSSION ITEM –
FINANCIAL REPORT
(STEVE SCHULTZ & MARY
ANN WIGTION)**

County of Winnebago, Illinois
Schedule of Revenues, Expenses and Changes in Net Position
Budget and Actual
River Bluff Nursing Home

For the Month Ended May 31, 2023 (Unaudited)

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	Variance with Budget Over (Under)	% of Budget <i>(Target 66.7%)</i>
Operating Revenues					
Charges for Services, net of bad debt exp	8,689,275	13,873,801	10,544,652		
Intergovernmental charges for services	766,451	-	666,017		
Other	16,176	1,200	15,746		
Total Operating Revenues	9,471,902	13,875,001	11,226,415	(2,648,586)	80.91%
Operating Expenses					
Personnel	5,427,597	8,833,885	5,506,581	(3,327,304)	62.33%
Supplies and services	10,985,422	8,593,930	6,373,692	(2,220,238)	74.17%
Depreciation	369,679	355,000	-	(355,000)	0.00%
Capital Outlay	-	-	-	-	0.00%
Total Operating Expenses	16,782,698	17,782,815	11,880,273	(5,902,542)	66.81%
Operating income (loss)	(7,310,796)	(3,907,814)	(653,858)	3,253,956	
Non-Operating Revenues(Expenses)					
Property Taxes	1,901,282	1,900,000	1,153	(1,898,847)	0.06%
Interest Expense (Debt)	3,883	(3,132)	-	3,132	0.00%
Transfer from Other Funds	4,516,776	1,427,000	-	(1,427,000)	0.00%
Total Non-Operating Rev (Exp)	6,421,941	3,323,868	1,153	(3,322,715)	0.03%
Net increase (decrease) in net position	(888,855)	(583,946)	(652,705)	(68,759)	
Total net position, beginning of period	215,923	(672,932)	(672,932)		
Prior period adjustment	-	-	-		
Total net position, end of period	(672,932)	(1,256,878)	(1,325,637)		
RBNH Expenses Paid by County:					
Employer Share Payroll Taxes	489,536		345,726		
Employer Share IMRF	353,623		129,953		
Worker's Comp & Settlements	24,152		NA		
Total other RBNH expenses	867,311	-	475,679	-	-

County of Winnebago, Illinois
 Operating Revenues Detail
 Budget and Actual
 River Bluff Nursing Home

For the Month Ended May 31, 2023 (Unaudited)

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	Variance with Budget Over (Under)	% of Budget <i>(Target 66.7%)</i>
Operating Revenues					
Charges for Services					
Federal Matching Aid	279,476		248,256		
State Quality Improvement	-		28,249		
Medicare	542,117	4,076,116	245,364		
Medicare-contractual allowance	1,074,168		460,881		
Medicaid	7,387,138	6,996,492	4,262,559		
Medicaid-contractual allowance	1,369,651		2,357,371		
Hospice	1,117,532	615,938	838,645		
Hospice-contractual allowance	271,619		386,278		
Insurance/Priv Pay	1,355,087	2,331,355	1,294,057		
Insurance-contractual allowance	219,673		40,610		
Ancillary revenue	410,082	103,900	374,492		
Other patient revenue	(39,606)		-		
Food charges	-		7,890		
TIF revenue	2,946		-		
Souvenir and other	-		-		
Total Charges for Services	13,989,883	14,123,801	10,544,652	(3,579,149)	74.66%
Less: Bad Debt Expense	(5,300,608)	(250,000)	-	250,000	0.00%
	8,689,275	13,873,801	10,544,652	(3,329,149)	76.00%
Other					
Uniform fees	83		-		
Stimulus/Grant funds	766,451		666,017		
Donations	-		-		
Other unclassified revenue	16,093		15,746		
Total Other	782,627	1,200	681,763	680,563	
Total Operating Revenues	9,471,902	14,125,001	11,226,415	(2,898,586)	79.48%

County of Winnebago, Illinois
 Personnel Expense Detail
 Budget and Actual
 River Bluff Nursing Home

For the Month Ended May 31, 2023 (Unaudited)

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	Variance with Budget <i>Over (Under)</i>	% of Budget <i>(Target 66.7%)</i>
Personnel					
Admin & Business Office (70500)					
Regular Salaries	515,735	557,145	813,825	256,680	
Vacation Payouts	-	-	-	-	
Part-time Salaries	29,177	35,000	24,013	(10,987)	
Overtime	29,545	43,000	19,626	(23,374)	
Life Insurance	267	546	252	(294)	
IMRF Employer	-	-	-	-	
Health Insurance	69,554	120,834	53,178	(67,656)	
Total Admin & Business Office	644,278	756,525	910,894	154,369	120.41%
Activities (71000)					
Regular Salaries	155,475	200,000	119,988	(80,012)	
Vacation Payouts	315	-	-	-	
Part-time Salaries	21,236	10,000	10,062	62	
Overtime	11,089	12,000	15,929	3,929	
Life Insurance	145	318	136	(182)	
Health Insurance	64,205	99,167	35,006	(64,161)	
Total Activities	252,465	321,485	181,121	(140,364)	56.34%
Social Services (71500)					
Regular Salaries	168,881	167,581	115,128	(52,453)	
Vacation Payouts	-	-	-	-	
Overtime	7,505	7,500	3,126	(4,374)	
Life Insurance	152	228	147	(81)	
Health Insurance	61,512	61,512	40,220	(21,292)	
Total Social Services	238,050	236,821	158,621	(78,200)	66.98%
Dietary (72020/72021/72023)					
Regular Salaries	564,811	639,017	430,185	(208,832)	
Vacation Payouts	726	-	604	604	
Part-time Salaries	54,347	60,000	36,472	(23,528)	
Overtime	55,897	100,000	40,668	(59,332)	
Life Insurance	499	955	579	(376)	
Health Insurance	126,076	269,295	86,138	(183,157)	
Total Dietary	802,356	1,069,267	594,646	(474,621)	55.61%

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	Variance with Budget Over (Under)	% of Budget <i>(Target 66.7%)</i>
Daily Services (72500/72530/72532)					
Regular Salaries	2,582,877	2,952,736	1,483,211	(1,469,525)	
Vacation Payouts	16,293	-	5,058	5,058	
Part-time Salaries	125,595	150,000	115,503	(34,497)	
Overtime	913,071	980,000	599,288	(380,712)	
Life Insurance	1,632	2,642	1,430	(1,212)	
Health Insurance	620,775	694,509	391,529	(302,980)	
Total Daily Services	4,260,243	4,779,887	2,596,019	(2,183,868)	54.31%
Housekeeping (73000)					
Regular Salaries	250,779	300,000	193,115	(106,885)	
Vacation Payouts	-	-	1,540	1,540	
Part-time Salaries	6,747	50,000	-	(50,000)	
Overtime	30,933	30,000	33,769	3,769	
Life Insurance	250	455	271	(184)	
Health Insurance	67,328	80,106	56,947	(23,159)	
Total Housekeeping	356,037	460,561	285,642	(174,919)	62.02%
Laundry (73500)					
Regular Salaries	53,052	52,023	26,356	(25,667)	
Life Insurance	33	46	25	(21)	
Health Insurance	22,821	22,895	2,642	(20,253)	
Total Laundry	75,906	74,964	29,023	(45,941)	38.72%
Nursing Admin (74000)					
Regular Salaries	956,153	914,775	586,515	(328,260)	
Vacation Payouts	17,834	-	26,056	26,056	
Overtime	8,700	15,000	9,248	(5,752)	
Life Insurance	328	501	287	(214)	
Health Insurance	184,989	204,098	128,509	(75,589)	
Total Nursing Admin	1,168,004	1,134,374	750,615	(383,759)	66.17%
Change in Pension Estimate	(2,341,380)				
Change in OPEB Estimate	(28,362)				
Total Personnel	5,427,597	8,833,884	5,506,581	(3,327,303)	62.33%

County of Winnebago, Illinois
Supplies & Services Expense Detail
Budget and Actual
River Bluff Nursing Home

For the Month Ended May 31, 2023 (Unaudited)

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	Variance with Budget <i>Over (Under)</i>	% of Budget <i>(Target 66.7%)</i>
Supplies & Services					
Food & Beverage (42250)	819,621	909,350	574,861		
Medical & Dental Supplies (42260)	352,366	450,500	306,047		
Other Departmental Supplies (42290)	540,078	578,800	361,682		
COVID-19 Related Supplies (42295)	53,917	-	130		
Consulting (43120-see detail below)	873,061	658,656	414,063		
IDHS Bed Assessments (43952/43953)	764,897	1,066,440	249,469		
Other Professional Services (43190 see detail below)	3,533,783	2,352,370	2,933,703		
All Others	4,047,699	2,577,814	1,533,737		
	<u>10,985,422</u>	<u>8,593,930</u>	<u>6,373,692</u>	<u>(2,220,238)</u>	<u>74.17%</u>
 Consulting (43120)					
Administration (70500)	299,873	56,000	25,000		
Activity Consulting (71000)	4,347	3,456	2,016		
Social Svc Consulting (71500)	656	1,800	656		
Dietary Consulting (72000)	40,890	47,000	24,389		
Medical Records Consulting (72500)	-	-	-		
Therapy/Rehab (72533:72535)	505,880	530,000	346,202		
Medical Director (72539)	17,400	17,400	13,050		
Pastoral Care (72540)	4,015	3,000	2,750		
	<u>873,061</u>	<u>658,656</u>	<u>414,063</u>	<u>(244,593)</u>	<u>62.86%</u>
 Other Professional Services (43190)					
Activities (71000)	1,440	3,000	3,920		
Baker Tilly (70500)	-	-	37,630		
Nursing Temps (72500)	3,520,456	2,329,370	2,886,910		
Other	11,887	20,000	5,243		
	<u>3,533,783</u>	<u>2,352,370</u>	<u>2,933,703</u>	<u>581,333</u>	<u>124.71%</u>

County of Winnebago, Illinois
Statement of Net Position
River Bluff Nursing Home

For the Month Ended May 31, 2023 (Unaudited)

	FY 2022 Actual (Audited)	FY 2023 Actual (8-Month)	Variance with Prior Year Over (Under)
Current assets			
Cash and investments	-	-	-
Receivables, net property taxes	1,975,577	1,667,029	(308,548)
Receivables, net patient	4,391,164	4,810,351	419,187
Receivable from other governments	47,970	-	(47,970)
Inventory	100,619	100,619	-
Total current assets	6,515,330	6,577,999	62,669
Noncurrent assets			
Restricted cash and investments	76,542	82,441	5,899
Restricted net pension asset	9,051,346	9,051,346	-
Capital assets not being depreciated	645,548	645,548	-
Capital assets being depreciated, net	2,614,493	2,614,493	-
Total noncurrent assets	12,387,929	12,393,828	5,899
Total assets	18,903,259	18,971,827	68,568
Deferred outflows of resources			
Other post-employment benefit items	97,442	97,442	-
Pension items-IMRF	291,565	291,565	-
Total deferred outflows of resources	389,007	389,007	-
Total asset and deferred outflows of resources	19,292,266	19,360,834	68,568
Current liabilities			
Accounts payable	4,508,488	2,663,808	(1,844,680)
Accrued payroll	207,318	207,318	-
Payable to other governments	519,575	275,384	(244,191)
Total current liabilities	5,235,381	3,146,510	(2,088,871)
Noncurrent liabilities			
Compensated absences	209,982	209,982	-
Advances from other funds	6,053,960	8,864,102	2,810,142
Net pension liability	-	-	-
Other post-employment benefit obligation	598,938	598,938	-
Total noncurrent liabilities	6,862,880	9,673,022	2,810,142
Total liabilities	12,098,261	12,819,532	721,271
Deferred inflows of resources			
Property taxes levied for next period	1,899,810	1,899,810	-
Other post-employment benefit items	142,267	142,267	-
Pension items - IMRF	5,824,860	5,824,860	-
Total deferred inflows of resources	7,866,937	7,866,937	-
Total liabilities and deferred inflows of resources	19,965,198	20,686,469	721,271
Net position			
Net investment in capital assets	3,260,041	3,260,041	-
Restricted for net pension asset	9,051,346	9,051,346	-
Restricted for patient funds-expendable	76,542	82,441	5,899
Unrestricted	(13,060,861)	(13,719,463)	(658,602)
Total net position	(672,932)	(1,325,635)	(652,703)
Total liabilities, deferred inflows and net position	19,292,266	19,360,834	68,568

HMO STATUS

County of Winnebago, Illinois
Schedule of Revenues, Expenses and Changes in Net Position
FY2023 Projections and FY2024 Budget
River Bluff Nursing Home

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	FY 2023 Projected	FY 2024 Budget
Operating Revenues					
Charges for Services, net of bad debt exp	8,689,275	13,873,801	10,544,652	15,572,105	16,264,812
Intergovernmental charges for services	766,451	-	666,017	666,018	-
Other	16,176	1,200	15,746	15,000	14,319
Total Operating Revenues	<u>9,471,902</u>	<u>13,875,001</u>	<u>11,226,415</u>	<u>16,253,123</u>	<u>16,279,131</u>
Operating Expenses					
Personnel	5,427,597	8,833,885	5,506,581	8,155,324	10,651,765
Supplies and services	10,985,422	8,593,930	6,373,692	9,063,637	7,497,942
Depreciation	369,679	355,000	-	355,000	355,000
Capital Outlay	-	-	-	-	-
Total Operating Expenses	<u>16,782,698</u>	<u>17,782,815</u>	<u>11,880,273</u>	<u>17,573,961</u>	<u>18,504,707</u>
Operating income (loss)	<u>(7,310,796)</u>	<u>(3,907,814)</u>	<u>(653,858)</u>	<u>(1,320,838)</u>	<u>(2,225,576)</u>
Non-Operating Revenues(Expenses)					
Property Taxes	1,901,282	1,900,000	1,153	1,901,945	2,821,157
Interest Expense (Debt)	3,883	(3,132)	-	-	-
Transfer from Other Funds	4,516,776	1,427,000	-	1,337,000	-
Total Non-Operating Rev (Exp)	<u>6,421,941</u>	<u>3,323,868</u>	<u>1,153</u>	<u>3,238,945</u>	<u>2,821,157</u>
Net increase (decrease) in net position	<u>(888,855)</u>	<u>(583,946)</u>	<u>(652,705)</u>	<u>1,918,107</u>	<u>595,581</u>

County of Winnebago, Illinois
Operating Revenues Detail
FY2023 Projections and FY2024 Budget
River Bluff Nursing Home

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	FY 2023 Projected	FY 2024 Budget
Operating Revenues					
Charges for Services					
Federal Matching Aid	279,476		248,256	379,642	379,642
State Quality Improvement	-		28,249	45,000	44,571
Medicare	542,117	4,076,116	245,364	367,862	1,332,703
Medicare-contractual allowance	1,074,168		460,881	690,976	-
Medicaid	7,387,138	6,996,492	4,262,559	6,390,643	10,313,629
Medicaid-contractual allowance	1,369,651		2,357,371	3,534,289	-
Hospice	1,117,532	615,938	838,645	1,257,339	1,831,885
Hospice-contractual allowance	271,619		386,278	579,127	-
Insurance/Priv Pay	1,355,087	2,331,355	1,294,057	1,940,115	2,000,000
Insurance-contractual allowance	219,673		40,610	60,885	-
Ancillary revenue	410,082	103,900	374,492	561,457	599,984
Other patient revenue	(39,606)		-		
Food charges	-		7,890	12,000	10,000
TIF revenue	2,946		-	2,770	2,398
Souvenir and other	-		-	-	-
Total Charges for Services	13,989,883	14,123,801	10,544,652	15,822,105	16,514,812
Less: Bad Debt Expense	(5,300,608)	(250,000)	-	(250,000)	(250,000)
	8,689,275	13,873,801	10,544,652	15,572,105	16,264,812
Other					
Uniform fees	83		-	-	-
Stimulus/Grant funds	766,451		666,017	666,018	-
Donations	-		-	-	-
Other unclassified revenue	16,093		15,746	15,000	14,319
Total Other	782,627	1,200	681,763	681,018	14,319
Total Operating Revenues	9,471,902	14,125,001	11,226,415	16,503,123	16,529,131

County of Winnebago, Illinois
 Personnel Expense Detail
 FY2023 Projections and FY2024 Budget
 River Bluff Nursing Home

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	FY 2023 Projected	FY 2024 Budget
Personnel					
Admin & Business Office (70500)					
Regular Salaries	515,735	557,145	813,825	1,062,400	1,015,522
Vacation Payouts	-	-	-	-	-
Part-time Salaries	29,177	35,000	24,013	37,457	62,118
Overtime	29,545	43,000	19,626	29,418	30,000
Life Insurance	267	546	252	378	546
IMRF Employer	-	-	-	-	-
Health Insurance	69,554	120,834	53,178	80,000	120,834
Total Admin & Business Office	644,278	756,525	910,894	1,209,653	1,229,020
Activities (71000)					
Regular Salaries	155,475	200,000	119,988	173,940	279,933
Vacation Payouts	315	-	-	-	-
Part-time Salaries	21,236	10,000	10,062	9,156	-
Overtime	11,089	12,000	15,929	25,843	15,000
Life Insurance	145	318	136	210	318
Health Insurance	64,205	99,167	35,006	52,935	99,167
Total Activities	252,465	321,485	181,121	262,084	394,418
Social Services (71500)					
Regular Salaries	168,881	167,581	115,128	172,733	191,126
Vacation Payouts	-	-	-	-	-
Overtime	7,505	7,500	3,126	4,522	4,522
Life Insurance	152	228	147	222	228
Health Insurance	61,512	61,512	40,220	60,836	61,512
Total Social Services	238,050	236,821	158,621	238,313	257,388
Dietary (72020/72021/72023)					
Regular Salaries	564,811	639,017	430,185	640,489	992,139
Vacation Payouts	726	-	604	604	-
Part-time Salaries	54,347	60,000	36,472	57,268	60,000
Overtime	55,897	100,000	40,668	65,919	65,918
Life Insurance	499	955	579	867	1,049
Health Insurance	126,076	269,295	86,138	127,402	273,806
Total Dietary	802,356	1,069,267	594,646	892,549	1,392,912

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	FY 2023 Projected	FY 2024 Budget
Daily Services (72500/72530/72532)					
Regular Salaries	2,582,877	2,952,736	1,483,211	2,219,865	3,776,083
Vacation Payouts	16,293	-	5,058	5,058	-
Part-time Salaries	125,595	150,000	115,503	181,465	180,005
Overtime	913,071	980,000	599,288	921,524	978,500
Life Insurance	1,632	2,642	1,430	2,175	2,642
Health Insurance	620,775	694,509	391,529	595,231	694,509
Total Daily Services	4,260,243	4,779,887	2,596,019	3,925,318	5,631,739
Housekeeping (73000)					
Regular Salaries	250,779	300,000	193,115	295,895	398,049
Vacation Payouts	-	-	1,540	1,540	-
Part-time Salaries	6,747	50,000	-	-	-
Overtime	30,933	30,000	33,769	54,354	45,000
Life Insurance	250	455	271	423	455
Health Insurance	67,328	80,106	56,947	87,208	82,000
Total Housekeeping	356,037	460,561	285,642	439,420	525,504
Laundry (73500)					
Regular Salaries	53,052	52,023	26,356	38,324	29,118
Life Insurance	33	46	25	36	45
Health Insurance	22,821	22,895	2,642	4,529	4,895
Total Laundry	75,906	74,964	29,023	42,889	34,058
Nursing Admin (74000)					
Regular Salaries	956,153	914,775	586,515	894,887	972,128
Vacation Payouts	17,834	-	26,056	38,668	-
Overtime	8,700	15,000	9,248	14,876	10,000
Life Insurance	328	501	287	438	500
Health Insurance	184,989	204,098	128,509	196,229	204,098
Total Nursing Admin	1,168,004	1,134,374	750,615	1,145,098	1,186,726
Change in Pension Estimate	(2,341,380)				
Change in OPEB Estimate	(28,362)				
Total Personnel	5,427,597	8,833,884	5,506,581	8,155,324	10,651,765

County of Winnebago, Illinois
Supplies & Services Expense Detail
FY2023 Projections and FY2024 Budget
River Bluff Nursing Home

	FY 2022 Actual <i>(Audited)</i>	FY 2023 Revised Annual Budget	FY 2023 Actual <i>(8 months)</i>	FY 2023 Projected	FY 2024 Budget
Supplies & Services					
Food & Beverage (42250)	819,621	909,350	574,861	737,948	933,500
Medical & Dental Supplies (42260)	352,366	450,500	306,047	535,717	525,500
Other Departmental Supplies (42290)	540,078	578,800	361,682	450,380	578,800
COVID-19 Related Supplies (42295)	53,917	-	130	223	-
Consulting (43120-see detail below)	873,061	658,656	414,063	445,196	709,406
IDHS Bed Assessments (43952/43953)	764,897	1,066,440	249,469	538,170	550,000
Other Professional Services (43190 see detail below)	3,533,783	2,352,370	2,933,703	3,662,141	2,027,000
All Others	4,047,699	2,577,814	1,533,737	2,693,862	2,173,736
	<u>10,985,422</u>	<u>8,593,930</u>	<u>6,373,692</u>	<u>9,063,637</u>	<u>7,497,942</u>
 Consulting (43120)					
Administration (70500)	299,873	56,000	25,000	42,857	56,000
Activity Consulting (71000)	4,347	3,456	2,016	2,469	3,456
Social Svc Consulting (71500)	656	1,800	656	1,125	1,800
Dietary Consulting (72000)	40,890	47,000	24,389	32,215	47,000
Medical Records Consulting (72500)	-	-	-	-	-
Therapy/Rehab (72533:72535)	505,880	530,000	346,202	345,487	530,000
Medical Director (72539)	17,400	17,400	13,050	17,400	17,400
Pastoral Care (72540)	4,015	3,000	2,750	3,643	3,750
MDS Consultant (74000)	-	-	-	-	50,000
	<u>873,061</u>	<u>658,656</u>	<u>414,063</u>	<u>445,196</u>	<u>709,406</u>
 Other Professional Services (43190)					
Activities (71000)	1,440	3,000	3,920	3,677	7,000
Baker Tilly (70500)	-	-	37,630	37,630	-
Nursing Temps (72500)	3,520,456	2,329,370	2,886,910	3,572,464	2,000,000
Other	11,887	20,000	5,243	48,370	20,000
	<u>3,533,783</u>	<u>2,352,370</u>	<u>2,933,703</u>	<u>3,662,141</u>	<u>2,027,000</u>



Resolution Executive Summary

Prepared By: Debbie Crozier
Committee: Operations and Administrative
Committee Date: July 20, 2023
Resolution Title: RESOLUTION TO APPROVE A POLICY FOR PROFESSIONAL LIABILITY INSURANCE FOR RIVER BLUFF NURSING HOME
Board Meeting Date: July 27, 2023

Budget Information:

Was item budgeted? No	Appropriation Amount:
If not, explain funding source:	
ORG/OBJ/Project Code: 70500 43510	Budget Impact: \$133,946.00
Describer: River Bluff Administration Liability Insurance	

Background Information: Enrollment of the elderly in Medicare Advantage Plans (over 50% of Medicare eligible seniors) continues to increase. River Bluff Nursing Home must be in-network with the various Medicare Advantage Plans in order to provide skilled care to potential residents. These plans require that the Facility has liability insurance that is not a “self-insured type program” as River Bluff Nursing Home currently is. Due to not having liability insurance coverage, the Facility is unable to admit Advantage Plan patients from hospitals for a skilled nursing stay. In addition, if a patient is admitted to an Intermediate Care Facility (ICF) and later needs skilled care, especially therapies, River Bluff Nursing Home cannot provide such services to residents.

Having a professional liability policy in place at River Bluff Nursing Home will allow the Facility to admit hospital patients with Medicare Advantage Plans.

Recommendation: County Administrator, Patrick Thompson, Chief Financial Officer, Steve Schultz, Human Resources Director, Debbie Crozier and River Bluff Nursing Home Administrator, Pat McDiarmid have reviewed the professional liability policy (Resolution Exhibit A) and recommend approval.

Contract/Agreement: This is one year policy agreement.

Legal Review: Completed.

Follow-Up: N/A

RESOLUTION
of the
COUNTY BOARD OF THE COUNTY OF WINNEBAGO, ILLINOIS

Sponsored by: Keith McDonald
Submitted by: Operations and Administrative Committee

2023 CR

**RESOLUTION TO APPROVE A POLICY FOR PROFESSIONAL LIABILITY INSURANCE FOR RIVER BLUFF
NURSING HOME**

WHEREAS, the County of Winnebago, Illinois, adopt a Resolution which authorizes the purchase of a professional liability policy for River Bluff Nursing Home; the County's Insurance Broker, has extensively reviewed the County's options for this coverage; and,

WHEREAS, Arthur J. Gallagher & Co. has proposed the rate below for River Bluff Nursing Home for the professional liability coverage:

See Exhibit A – Estimated Annual Policy Cost \$133,946.00

WHEREAS, the Operations and Administrative Committee of the County Board for the County of Winnebago, Illinois has reviewed the proposal and recommends that the County Board authorize that the purchase of a policy with Arthur J Gallagher & Co. of a professional liability policy for September 1, 2023 – August 31, 2024.

NOW, THEREFORE BE IT RESOLVED, by the County Board of the County of Winnebago, Illinois that the Winnebago County Board Chairman is hereby authorized to execute the purchase attached hereto as Resolution Exhibit A with ARTHUR J. GALLAGHER & CO., 6838 EAST STATE STREET, ROCKFORD, IL 61108 for the professional liability policy.

BE IT FURTHER RESOLVED that this Resolution shall be in full force and effective immediately upon its adoption and the Clerk of the County Board is hereby authorized to prepare and deliver certified copies of this Resolution to the River Bluff Nursing Home Administrator, Director of Human Resources, County Auditor and the County Board Office.

Respectfully Submitted,
OPERATIONS AND ADMINISTRATIVE COMMITTEE

AGREE

DISAGREE

KEITH McDONALD, CHAIRMAN

KEITH McDONALD, CHAIRMAN

VALERIE HANSERD, VICE CHAIRPERSON

VALERIE HANSERD, VICE CHAIRPERSON

PAUL ARENA

PAUL ARENA

JOHN BUTITTA

JOHN BUTITTA

JOE HOFFMAN

JOE HOFFMAN

JAIME SALGADO

JAIME SALGADO

MICHAEL THOMPSON

MICHAEL THOMPSON

The above and foregoing Resolution was adopted by the County Board of the County of Winnebago, Illinois this ____ day of _____ 2023.

ATTESTED BY:

JOSEPH CHIARELLI
CHAIRMAN OF THE COUNTY BOARD
OF THE COUNTY OF WINNEBAGO, ILLINOIS

LORI GUMMOW

CLERK OF THE COUNTY BOARD
OF THE COUNTY OF WINNEBAGO, ILLINOIS

Proposal of Insurance

Winnebago County

404 Elm Street
Room 202
Rockford, IL 61101

Presented: June 30, 2023

Effective: July 15, 2023

Joe Clinton

Area Senior Vice President

Arthur J. Gallagher Risk Management Services LLC

2850 West Golf Road

Rolling Meadows, IL 60008

(630) 773-3800

Joe_Clinton@ajg.com

AJG License Nos. IL 100292093 / CA 0D69293



ajg.com

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Gallagher

Insurance | Risk Management | Consulting

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Service Team

Joe Clinton has primary service responsibility for your company. We operate using a team approach. Your Service Team consists of:

NAME / TITLE	PHONE / ALT. PHONE	EMAIL	ROLE
Joe Clinton Area Senior Vice President	(815) 227-8906	Joe_Clinton@ajg.com	Producer
Tim Corr Client Service Manager II	(630) 694-5230	Tim_Corr@ajg.com	Client Service Manager
Patryk Pasek Client Service Associate II	(630) 694-4263	Patryk_Pasek@ajg.com	Client Service Associate
Patricia Showerman Senior Loss Control Consultant	(630) 285-3645	Patricia_Showerman@ajg.com	Loss Control Representative

Arthur J. Gallagher Risk Management Services LLC

Main Office Phone Number: (630) 773-3800

Program Structure

Named Insured

Named Insured Schedule:

Named Insured	Line of Coverage
Winnebago County	General Liability including Professional Liability
River Bluff Nursing Home	

Note: Any entity not named in this proposal, may not be an insured entity. This may include affiliates, subsidiaries, LLC's, partnerships and joint ventures.

Market Review

We approached the following carriers in an effort to provide the most comprehensive and cost effective insurance program.

Line Of Coverage	Insurance Company ** (AM Best Rate/Financial Strength)	Market Response *	Admitted ***
General Liability Includes Professional Liability	Columbia Casualty Company (A XV)	Quoted	Non-Admitted
	Homesite Insurance Company (A XV)	Quoted	Non-Admitted
	Great American	Declined	Non-Admitted
	Ironshore	Declined	Non-Admitted
	Berkley	Declined	Non-Admitted
	Markel	Declined	Non-Admitted
	TDC	Declined	Non-Admitted
	MedPro	Declined	Non-Admitted
	Chubb	Declined	Non-Admitted
	AWAC	Declined	Non-Admitted
	Berkshire	Declined	Non-Admitted
	Ascot	Declined	Non-Admitted
	Arch	Declined	Non-Admitted
	Proassurance	Declined	Non-Admitted

*If shown as an indication, the actual premium and acceptance of the coverage requested will be determined by the market after a thorough review of the completed application.

**Gallagher companies use AM Best rated insurers and the rating listed above was verified on the date the proposal document was created.

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A Best's Financial Strength Rating is an independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. It is not a warranty of a company's financial strength and ability to meet its obligations to policyholders. Best's Credit Ratings™ are under continuous review and subject to change and/or affirmation. For the latest Best's Credit Ratings™ and Guide to Best's Credit Ratings, visit the AM Best website at <http://www.ambest.com/ratings>.

***If coverage placed with a non-admitted carrier, it is doing business in the state as a surplus lines or non-admitted carrier, and is neither subject to the same regulations as an admitted carrier nor do they participate in any state insurance guarantee fund.

Gallagher companies make no representations and warranties concerning the solvency of any carrier, nor does it make any representation or warranty concerning the rating of the carrier which may change.

Location Schedule

LINE OF COVERAGE	LOC # / BLDG #	LOCATION ADDRESS
General Liability Includes Professional Liability	1	4401 N Main ST, Rockford, IL 61101

Program Details

Coverage: General Liability Includes Professional Liability

Carrier: Columbia Casualty Company

Policy Period: 7/15/2023 to 7/15/2024

Form Type:

COVERAGE	FORM TYPE	RETROACTIVE DATE	PENDING & PRIOR DATE
General Liability	Claims Made	Inception	Not Applicable
Professional Liability	Claims Made	Inception	Not Applicable

Defense Limitations:

COVERAGE TYPE	DEFENSE COST DOLLAR LIMIT	DEFENSE COST TYPE / COMMENTS
Professional Liability	Applies	Other / Defense Costs In Addition To Limits of Liability

Coverage:

DESCRIPTION	LIMIT TYPE	AMOUNT
Policy Aggregate Limit of Insurance	Limit	\$2,000,000
Professional Liability Limits of Insurance:		
- Each Claim Limit	Limit	\$2,000,000
- Aggregate Limit	Limit	\$2,000,000
General Liability Limits of Insurance:		
- Each Occurrence Limit	Limit	\$2,000,000
- Aggregate Limit	Limit	\$2,000,000
- Personal and Advertising Injury Each Person/Organization Limit	Limit	\$2,000,000
- Damage to Rented Property - Each Premises Limit	Limit	\$100,000
- Medical Expense - Each Person Limit	Limit	\$5,000

Self-Insured Retention

COVERAGE	AMOUNT
Professional Liability - Each Occurrence	\$1,000,000
General Liability - Each Occurrence	\$1,000,000
General Liability - Each Person/Organization	\$1,000,000
Professional Liability - Aggregate	Unlimited
General Liability - Aggregate	Unlimited
Professional Liability - Applies	Damages and Defense Cost

Self-Insured Retention

COVERAGE	AMOUNT
General Liability - Applies	Damages and Defense Cost

Claims Made Coverage:

Should you elect to change carriers (if a new retroactive date is provided) or non-renew this policy, a supplemental extended reporting endorsement may be available subject to policy terms and conditions. You must request the extended reporting period in writing to the carrier within (60) days of the expiration date. The cost of this extended reporting period will be determined at time of request and is fully earned. The extended reporting period extends only to those claims made during the extended reporting period for wrongful acts that occurred prior to the expiration date and would have been covered by the policy. Claims must be reported to the carrier within (60) days of the end of the policy period. The extended reporting period does not increase the limits of liability and is subject to all policy terms, conditions and exclusions.

Definition of Claim:

DESCRIPTION
Claim means: A. a civil proceeding in which damages because of injury to which this insurance applies are alleged, including: 1. an arbitration proceeding alleging such damages; or 2. any other alternative dispute resolution proceeding in which such damages are claimed and to which the Insured submits with the Insurer's consent; or B. a written or oral demand for damages alleging injury to which this insurance applies;

Incident or Claim Reporting Provision:

DESCRIPTION
Refer to attached policy form

Run Off Provisions:

DESCRIPTION
Refer to attached policy form

Endorsements include, but are not limited to:

DESCRIPTION
Policyholder Notice - Countrywide - CNA81758XX 01-2021
Policy Declarations - CNA84656XX 01-2016
Named Insured Endorsement - CNA84756XX 01-2016
Payment Plan Schedule - CNA84401XX 12-2015
Insured Location Endorsement - CNA84719XX 01-2016
Schedule Of Forms And Endorsements - CNA62640XX 01-2016
Common Terms And Conditions - CNA84657XX 01-2016
Glossary Of Defined Terms - CNA84658XX 01-2016
Professional Liability Coverage Part Declarations - CNA84661XX 01-2016
General Liability Coverage Part Declarations - CNA84664XX 01-2016
Professional Liability Coverage Part – Claims Made - CNA84660XX 01-2016
General Liability Coverage Part - Claims Made - CNA84663XX 01-2016

Endorsements include, but are not limited to:

DESCRIPTION
Service Of Suit Endorsement - CNA74300XX 06-2014
Cap On Losses From Certified Acts Of Terrorism Endorsement - CNA81753XX 03-2015
Cancellation And Nonrenewal Endorsement - CNA94109XX 10-2018
Amend Automatic Extended Reporting Period Endorsement - CNA99513XX 08-2020
Self-Insured Retention Endorsement Insured Duty To Defend Within The Sir - CNA84707XX 01-2016

Exclusions include, but are not limited to:

COVERAGE TYPE	DESCRIPTION
General Liability	Bodily Injury and Property Damage from pollutants - Absolute Exclusion
General Liability	Losses arising from the ownership maintenance or use of aircraft (including drones), autos, or watercraft, with some minor exceptions including certain contractual obligations
General Liability	Employment Related Practices Exclusion
General Liability	Liquor Liability Exclusion
General Liability	Aircraft Products Exclusion
General Liability	Professional Liability Exclusion
General Liability	Real Property in Your Care, Custody, and Control Exclusion
General Liability	Absolute Asbestos Exclusion
General Liability	Absolute Lead Exclusion
General Liability	War and Nuclear Hazard
General Liability	Mold / Fungus
General Liability	Biological Agents/Communicable Disease Exclusion Endorsement - CNA98588XX 05-2020
General Liability	Class Action Claim Exclusion Endorsement - CNA93704XX 08-2018
General Liability	Punitive Damages Exclusion Endorsement - CNA84736XX 01-2016
General Liability	Pandemic Claim Exclusion Endorsement - CNA98331XX 12-2020

Binding Requirements:

DESCRIPTION
Subject to:
- Completed, signed and dated supplemental CNA Aging Services Application
- Signed and Dated Terrorism Notice, If Rejecting / If this quote is bound, the Terrorism premium will be considered bound - unless we receive the attached TRIA Rejection Forms, signed by the insured, within fifteen days after the effective date.
- A call between who is handling the claims at Winnebago and the CNA Excess team

Other Significant Terms and Conditions/Restrictions:

DESCRIPTION
TRIA Premium Applies Terrorism Taxes \$2.00
Premium Includes Professional Liability Premium \$122,836

Premium	\$129,366.00
Taxes	
Surplus Lines Tax	\$4,528.00
Stamping Office Fee	\$52.00
Total Taxes	\$4,580.00
ESTIMATED PROGRAM COST	\$133,946.00
Minimum Earned Premium -	25.00%
TRIA/TRIPRA PREMIUM (+ Additional Surcharges, Taxes and Fees as applicable)	\$67.00

Auditable Exposures:

DESCRIPTION	EXPOSURE
Skilled Nursing - Loc.#; 1	304 - # of Beds

Premium Summary

The estimated program cost for the options are outlined in the following table:

LINE OF COVERAGE		PROPOSED PROGRAM(S)			
		PROGRAM 1 (RECOMMENDED)		PROGRAM 2	
General Liability Includes Professional Liability	Premium	Columbia Casualty Company	\$129,366.00	Homesite Insurance Company	\$130,000.00
	Total Taxes & Fees	(CNA Insurance Companies)	\$4,580.00	(Homesite Insurance Company)	\$4,602.00
	Estimated Cost		\$133,946.00		\$134,602.00
	TRIA Premium		\$67.00		\$1,347.00
Total Estimated Program Cost			\$133,946.00		\$134,602.00

Quote from **Columbia Casualty Company (CNA Insurance Companies)** is valid until **7/15/2023**

Quote from **Homesite Insurance Company (Homesite Insurance Company)** is valid until **7/15/2023**

Premiums are due and payable as billed and may be financed, subject to acceptance by an approved finance company. Following acceptance, completion (and signature) of a premium finance agreement with the specified down payment is required. Note: Unless prohibited by law, Gallagher may earn compensation for this optional value-added service.

Gallagher is responsible for the placement of the following lines of coverage:

General Liability Includes Professional Liability

It is understood that any other type of exposure/coverage is either self-insured or placed by another brokerage firm other than Gallagher. If you need help in placing other lines of coverage or covering other types of exposures, please contact your Gallagher representative.

Payment Plans

CARRIER / PAYABLE CARRIER	LINE OF COVERAGE	PAYMENT SCHEDULE	PAYMENT METHOD
Columbia Casualty Company (CNA Insurance Companies)	General Liability Includes Professional Liability	Annual	Agency Bill
Homesite Insurance Company (Homesite Insurance Company)	General Liability Includes Professional Liability	Annual	Agency Bill

Proposal Disclosures

Proposal Disclosures

The following disclosures are hereby made a part of this proposal. Please review these disclosures prior to signing the Client Authorization to Bind or e-mail confirmation.

Proposal Disclaimer

IMPORTANT: The proposal and/or any executive summaries outline certain terms and conditions of the insurance proposed by the insurers, based on the information provided by your company. The insurance policies themselves must be read to fully understand the terms, coverages, exclusions, limitations and/or conditions of the actual policy contract of insurance. Policy forms will be made available upon request. We make no warranties with respect to policy limits or coverage considerations of the carrier.

Compensation Disclosure

1. Gallagher Companies are primarily compensated from the usual and customary commissions, fees or, where permitted, a combination of both, for brokerage and servicing of insurance policies, annuity contracts, guarantee contracts and surety bonds (collectively "insurance coverages") handled for a client's account, which may vary based on market conditions and the insurance product placed for the client.
2. In placing, renewing, consulting on or servicing your insurance coverages, Gallagher companies may participate in contingent and supplemental commission arrangements with intermediaries and insurance companies that provide for additional compensation if certain underwriting, profitability, volume or retention goals are achieved. Such goals are typically based on the total amount of certain insurance coverages placed by Gallagher with the insurance company, not on an individual policy basis. As a result, Gallagher may be considered to have an incentive to place your insurance coverages with a particular insurance company. If you do not wish to have your commercial insurance placement included in consideration for additional compensation, contact your producer or service team for an Opt-out form.
3. Gallagher Companies may receive investment income on fiduciary funds temporarily held by them, or from obtaining or generating premium finance quotes, unless prohibited by law.
4. Gallagher Companies may also access or have an ownership interest in other facilities, including wholesalers, reinsurance intermediaries, captive managers, underwriting managers and others that act as intermediaries for both Gallagher and other brokers in the insurance marketplace some of which may earn and retain customary brokerage commission and fees for their work.

If you have specific questions about any compensation received by Gallagher and its affiliates in relation to your insurance placements, please contact your Gallagher representative for more details.

TRIA/TRIPRA Disclaimer

If this proposal contains options to purchase TRIA/TRIPRA coverage, the proposed TRIA/TRIPRA program may not cover all terrorism losses. While the amendments to TRIA eliminated the distinction between foreign and domestic acts of terrorism, a number of lines of coverage excluded under the amendments passed in 2005 remain excluded including commercial automobile, burglary and theft insurance; surety insurance, farm owners multiple perils and professional liability (although directors and officers liability is specifically included). If such excluded coverages are required, we recommend that you consider purchasing a separate terrorism policy. Please note that a separate terrorism policy for these excluded coverages may be necessary to satisfy loan covenants or other contractual obligations. TRIPRA includes a \$100 billion cap on insurers' aggregate liability.

TRIPRA is set to expire on December 31, 2027. There is no certainty of extension, thus the coverage provided by your insurers may or may not extend beyond December 31, 2027. In the event you have loan covenants or other contractual obligations requiring that TRIA/TRIPRA be maintained throughout the duration of your policy period, we recommend that a separate "Stand Alone" terrorism policy be purchased to satisfy those obligations.

Terms and Conditions

It is important that we clearly outline the nature of our mutual relationship. The following terms and conditions (these “Terms”) govern your relationship with Gallagher unless you have separately entered into a written services agreement with Gallagher relative to the policies and services outlined in this Proposal, in which case that services agreement will govern and control with respect to any conflicts with these Terms. These Terms will become effective upon your execution of the Client Authorization to Bind Coverage (the “CAB”) included in this Proposal and shall survive for the duration of your relationship with Gallagher relative to the policies placed pursuant to the CAB or otherwise at your request.

Services

Gallagher will represent and assist you in all discussions and transactions with insurance companies relating to the lines of insurance coverage set forth in the CAB and any other lines of insurance coverage with which you request Gallagher’s assistance. Gallagher will consult with you regarding any matters involving these or other coverages for which you have engaged Gallagher. You have the sole discretion for approving any insurance policies placed, as well as all other material decisions involving your risk management, risk transfer and/or loss prevention needs.

Although you are responsible for notifying applicable insurance companies directly in connection with any claims, demands, suits, notices of potential claims or any other matters as required by the terms and conditions of your policies, Gallagher will assist you in determining applicable claim reporting requirements.

Treatment of Information

Gallagher understands the need to protect the confidentiality and security of your confidential and sensitive information and strives to comply with applicable data privacy and security laws. Your confidential and sensitive information will be protected by Gallagher and only used to perform services for you; provided that Gallagher may disclose and transfer your information to our affiliates, agents or vendors that have a need to know such information in connection with the provision of such services (including insurance markets, as necessary, for marketing, quoting, placing and/or servicing insurance coverages). We may also disclose such information as required by applicable data protection laws or the order of any court or tribunal, subject to our providing you with prior notice as permitted by law.

We will (i) implement appropriate administrative, physical and technical safeguards to protect personal information; (ii) timely report security incidents involving personal information to affected parties and/or regulatory bodies; (iii) create and maintain required policies and procedures; and (iv) comply with data subjects’ rights, as applicable. To the extent applicable under associated data protection laws, you are a “business” or “controller” and Gallagher is a “service provider” or “data processor.” You will ensure that any information provided to Gallagher has been provided with any required notices and that you have obtained all required consents, if any and where required, or are otherwise authorized to transfer all information to Gallagher and enable Gallagher to process the information for the purposes described in this Proposal and as set forth in Gallagher’s Privacy Policy located at <https://www.aig.com/privacy-policy/>. Gallagher may update its Privacy Policy from time to time and any updates will be posted to such site.

Dispute Resolution

Gallagher does not expect that it will ever have a formal dispute with any of its clients. However, in the event that one should arise, we should each strive to achieve a fair, expedient and efficient resolution and we’d like to clearly outline the resolution process.

A. If the parties have a dispute regarding Gallagher’s services or the relationship governed by this Proposal (“Dispute”), each party agrees to resolve that Dispute by mediation. If mediation fails to resolve the Dispute, you and Gallagher agree to binding arbitration. Each party waives all rights to commence litigation in court to resolve a Dispute, and specifically waives all rights to pursue relief by class action or mass action in court or through arbitration. However, the parties do not waive the ability to seek a court order of injunction in aid of the mediation and arbitration required by these Terms.

B. The party asserting a Dispute must provide a written notice (“Notice”) of the claim to the other party and to the American Arbitration Association (“AAA”) in accordance with its Commercial Arbitration Rules and Mediation Procedures. All Dispute resolutions will take place in Chicago, IL, unless you and Gallagher agree to another location. The parties will equally divide all costs of the mediation and arbitration proceedings and will each pay their own attorneys’ fees. All matters will be before a neutral, impartial and disinterested mediator or arbitrator(s) that have at least 20 years’ experience in commercial and insurance coverage disputes.

C. Mediation will occur within sixty (60) days of filing the Notice with the AAA. Mediation results will be reduced to a memorandum of understanding signed by you, Gallagher and the mediator. A Dispute that is not resolved in mediation will commence to binding arbitration. For Disputes in excess of \$500,000, either party may elect to have the Dispute heard by a panel of three (3) arbitrators. The award of the arbitrator(s) must be accompanied by a reasoned opinion prepared and signed by the arbitrator(s). Except as may be required by law, neither you, Gallagher, nor a mediator or arbitrator may disclose the existence, content or results of any Dispute or its dispute resolution proceeding without the prior written consent of both you and Gallagher.

Electronic Delivery

In lieu of receiving documents in paper format, you agree, to the fullest extent permitted by law, to accept electronic delivery of any documents that Gallagher may be required to deliver to you (including, but not limited to, insurance policies and endorsements, account statements and all

other agreements, forms and communications) in connection with services provided by Gallagher. Electronic delivery of a document to you may be made via electronic mail or by other electronic means, including posting documents to a secure website.

Miscellaneous Terms

Gallagher is engaged to perform services as an independent contractor and not as your employee or agent, and Gallagher will not be operating in a fiduciary capacity.

Where applicable, insurance coverage placements and other services may require the payment of federal excise taxes, surplus lines taxes, stamping or other fees to the Internal Revenue Service, various State(s) departments of revenue, state regulators, boards or associations. In such cases, you will be responsible for the payment of the taxes and/or fees, which Gallagher will separately identify on related invoices.

The Proposal and these Terms are governed by the laws of the State of Illinois, without regard to its conflict of law rules.

If an arbitrator/court of competent jurisdiction determines that any provision of these Terms is void or unenforceable, that provision will be severed, and the arbitrator/court will replace it with a valid and enforceable provision that most closely approximates the original intent, and the remainder of these Terms will remain in effect.

Except to the extent in conflict with a services agreement that you may enter into with Gallagher, these Terms and the remainder of the Proposal constitute the entire agreement between you and Gallagher with respect to the subject matter of the Proposal, and supersede all prior negotiations, agreements and understandings as to such matters.

Client Signature Requirements

Client Authorization to Bind Coverage

After careful consideration of Gallagher's proposal dated 6/30/2023, we accept the following coverage(s). Please check the desired coverage(s) and note any coverage amendments below:

COVERAGE/CARRIER	
<input type="checkbox"/> Accept <input type="checkbox"/> Reject	General Liability Includes Professional Liability
<input type="checkbox"/> Option # 1	Columbia Casualty Company - \$1M Limit
<input type="checkbox"/> Option # 2	Columbia Casualty Company - \$2M Limit
<input type="checkbox"/> Option # 3	Homesite Insurance Company - \$1M Limit
<input type="checkbox"/> Option # 4	Homesite Insurance Company - \$2M Limit
<input type="checkbox"/> Accept <input type="checkbox"/> Reject	<i>TRIA</i>

The above coverage(s) does not necessarily represent the entirety of available insurance products. If you are interested in pursuing additional coverages other than those listed in the Additional Recommended Coverages, please list below:

Coverage Amendments and Notes:

Exposures and Values

You confirm the payroll, values, schedules, and any other information pertaining to your operations, and submitted to the underwriters, were compiled from information provided by you. If no updates were provided to Gallagher, the values, exposures and operations used were based on the expiring policies. You acknowledge it is your responsibility to notify Gallagher of any material change in your operations or exposures.

Additional Terms and Disclosures

Gallagher is not an expert in all aspects of your business. Gallagher’s Proposals for insurance are based upon the information concerning your business that was provided to Gallagher by you. Gallagher expects the information you provide is true, correct and complete in all material respects. Gallagher assumes no responsibility to independently investigate the risks that may be facing your business, but rather have relied upon the information you provide to Gallagher in making our insurance Proposals.

Gallagher's liability to you arising from any of Gallagher's acts or omissions will not exceed \$20 million in the aggregate. The parties each will only be liable for actual damages incurred by the other party, and will not be liable for any indirect, special, exemplary, consequential, reliance or punitive damages. No claim or cause of action, regardless of form (tort, contract, statutory, or otherwise), arising out of, relating to or in any way connected with the Proposal, any of Gallagher's services or your relationship with Gallagher may be brought by either party any later than two (2) years after the accrual of the claim or cause of action.

Gallagher has established security controls to protect Client confidential information from unauthorized use or disclosure. For additional information, please review Gallagher's Privacy Policy located at <https://www.aig.com/privacy-policy/>.

You have read, understand and agree that the information contained in the Proposal and all documents attached to and incorporated into the Proposal, is correct and has been disclosed to you prior to authorizing Gallagher to bind coverage and/or provide services to you. By signing below, or authorizing Gallagher to bind your insurance coverage through email when allowed, you acknowledge you have reviewed and agree with terms, conditions and disclosures contained in the Proposal.

By: _____
Print Name (Specify Title)

Company

Signature

Date: _____

Appendix

Bindable Quotations & Compensation Disclosure Schedule

Client Name: Winnebago County

COVERAGE(S)	CARRIER NAME(S)	WHOLESALER, MGA, OR INTERMEDIARY NAME ¹	EST. ANNUAL PREMIUM ²	COMM.% OR FEE ³	GALLAGHER U.S. OWNED WHOLESALER, MGA, OR INTERMEDIARY %
General Liability Includes Professional Liability	Columbia Casualty Company (CNA Insurance Companies)	Risk Placement Services	\$129,366.00	12 %	8 %
General Liability Includes Professional Liability	Homesite Insurance Company (Homesite Insurance Company)	Risk Placement Services	\$130,000.00	10 %	10 %

¹ We were able to obtain more advantageous terms and conditions for you through an intermediary/ wholesaler.

² If the premium is shown as an indication: The premium indicated is an estimate provided by the market. The actual premium and acceptance of the coverage requested will be determined by the market after a thorough review of the completed application.

* A verbal quotation was received from this carrier. We are awaiting a quotation in writing.

³ The commission rate is a percentage of annual premium excluding taxes & fees.

* Gallagher is receiving ___% commission on this policy.

Binding Requirements

Coverage (Issuing Carrier)	Binding Requirements
General Liability Includes Professional Liability Columbia Casualty Company	Subject to :
	- Completed, signed and dated supplemental CNA Aging Services Application
	- Signed and Dated Terrorism Notice, If Rejecting / If this quote is bound, the Terrorism premium will be considered bound - unless we receive the attached TRIA Rejection Forms, signed by the insured, within fifteen days after the effective date.
	- A call between who is handling the claims at Winnebago and the CNA Excess team
General Liability Includes Professional Liability Homesite Insurance Company	Subject to :
	- Signed TRIA Disclosure Election Form
	- Most recent audited financial statements
	- Updates on any open/pending claims

Claims Reporting By Policy

Immediately report all claims. Each insurer requires notice of certain types of claims depending on the potential exposure or particular injury types. It is important to thoroughly review your policy to ensure you are reporting particular incidents and claims, based upon the insurer’s policy requirements.

If you are using a third party administrator (“TPA”), your TPA may or may not report claims to an insurer on your behalf. Although we will assist you where requested, it is important that you understand whether your TPA will be completing this notification.

Reporting Direct to Carrier [Only When Applicable]

COVERAGE(S): General Liability Includes Professional Liability	IMMEDIATELY REPORT CLAIMS DIRECTLY TO:
Insurer: Columbia Casualty Company Policy Term: 7/1/2023 to 7/1/2024	Insurer: Columbia Casualty Company Fax: 800-446-8632 Email: HPReports@CNA.com

Reporting to Gallagher or Assistance in Reporting

COVERAGE(S): General Liability Includes Professional Liability	IMMEDIATELY REPORT CLAIMS DIRECTLY TO:
Gallagher Claim Center	Phone: 855-497-0578 Fax: 225-663-3224 Email: ggb.nrcclaimscenter@ajg.com

Gallagher STEP



Reduce Your Risk and Simplify Training

Safety training programs and educational materials for employees are critical for reducing accidents, increasing retention, and minimizing your total cost of risk now and in the future.

Gallagher Safety Training Education Platform (STEP) is our proprietary learning management system (LMS) that supports your safety program, provides real-time access to your loss control plans and keeps employees up to date with the latest safety standards.

Key Benefits of Gallagher STEP

- **Register** for up to 10 complimentary modules every year from a library of over 100 training and safety shorts. In addition, monthly bulletins are available, covering topics such as general and environmental safety, human resources, and health and wellness.
- **Save** valuable time by assigning employee training and monitoring their latest progress and completion.
- **Simplify** the process of training to stay in compliance and avoid costly penalties.
- **Onboard and train** an unlimited number of users while enhancing your overall risk control program
- **Customize** your platform with your company's logo, training content and modules tailored to your business, and personalized procedures and forms for an added fee.

Most Popular Training Modules

- Sexual Harassment and Discrimination
- Slip, Trip and Fall Training
- Electrical Safety Training
- Back Safety Training
- Bloodborne Pathogens
- Safe Lifting Practices
- Defensive Driving Basics
- Fire Prevention Basics
- Personal Protective Equipment
GHS Hazard Communication

 **Gallagher**
 **CORE 36.0**



Gallagher CORE360 is our unique, comprehensive approach of evaluating your risk management program that leverages our analytical tools and diverse resources for custom, maximum impact on six cost drivers of your total cost of risk.

Please visit ajg.com/us/gallagher-step/ to learn more .

Sample of Available Training Modules and Safety Shorts

Human Resources Training

Americans with Disabilities Act (ADA)	Job Applications	New York State Sexual Harassment and Discrimination-Employees (English and Spanish)
California Ethics	Maine Sexual Harassment Prevention and Response	New York State Sexual Harassment and Discrimination-Supervisors (English and Spanish)
California Sexual Harassment & Discrimination-Employees (English and Spanish)	Personnel Files	Smart Hiring
California Sexual Harassment and Discrimination-Supervisors (English and Spanish)	Sensitivity Basics: Creating Positive Working Relationships	Smart Risk Management-Core Principles
Connecticut Sexual Harassment Prevention and Response	Sexual Harassment and Discrimination-Employees	Theft
Diversity	Sexual Harassment and Discrimination-Supervisors	Unsafe Acts
Drug-Free Workplace-Supervisor	New York City Sexual Harassment and Discrimination-Employees (English and Spanish)	Violence Prevention
Ethics in Action	New York City Sexual Harassment and Discrimination-Supervisors (English and Spanish)	Workers Compensation Essentials
Fair and Accurate Credit Transaction Act (FACTA)		Workplace Investigations Basics
Family Medical Leave Act (FMLA)		Wrongful Termination
Interviewing Strategies		

Safety Training

Accident Investigation Techniques	Defensive Driving-Spring Weather Conditions	Means of Egress (English and Spanish)
Asbestos Awareness (General Industry)	Defensive Driving-Winter Weather Conditions	Mold
Basic Conveyor Safety	Determining the Root Cause of Accidents	Office Ergonomics Defined
Bloodborne Pathogens (English and Spanish)	Disaster Planning 101	Office Ergonomics-Working in Comfort
Creating a Safe Holiday Celebration	Electrical Safety (English and Spanish)	Office Workstation Safety
Common Fire and Life Safety Hazards	Ladder Safety	Office Workstation Safety for Supervisors
Continuity of Operations Planning	Employee and Family Disaster Planning	Personal Protective Equipment (English and Spanish)
Defensive Driving-Accident Scene Management	Evacuation Planning and Procedures	Portable Fire Extinguishers I
Defensive Driving-Backing Safely, R is for Reverse	Fire Prevention Practices (English and Spanish)	Portable Fire Extinguishers II
Defensive Driving Basics-Part I (English and Spanish)	Forklift Safety Basics for General Industry	Power Tool Safety
Defensive Driving-Changing Lanes Safely	Hazard Communication (English and Spanish)	Preparation for Physical Activity
Defensive Driving-Driving Safely in School Zones	Hearing Protection	Preventing Back Injuries (English and Spanish)
Defensive Driving-General Auto Risk Management	Housekeeping-Custodial, Safe Housekeeping Practices	Preventing Slips, Trips and Falls (English and Spanish)
Defensive Driving-Intersections	Identifying Strain and Exertion Exposures (English and Spanish)	Preventing Injuries When Lifting, Moving and Transferring Residents
Defensive Driving-Reducing Deer-Related Incidents	Lead-Based Paint	Safety Pays for Life
Defensive Driving-Safe Following Distance	Lockdown Procedures	Temp Staffing Services. Employee Safety Orientation (English and Spanish)
	Lockout/Tagout (English and Spanish)	
	Machine Guarding (English and Spanish)	

Safety Shorts

Two safety shorts are considered one module selection.

Bloodborne Pathogens	Housekeeping/Custodial-Mopping and Emptying Buckets
Electrical Safety	Housekeeping/Custodial-Preventing Slips, Trips and Falls
Emergency Procedures	Housekeeping-General
Fire Prevention and Protection	Ladder Safety
Hand and Power Tools	Lockout/Tagout
Hazard Communication	Personal Protective Equipment
Housekeeping/Custodial-Before You Start	Safe Lifting Practices
Housekeeping/Custodial-Cleaning by Hand	Slip, Trip and Fall
Housekeeping/Custodial-Emptying Trash	

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Since 1927.**

Please visit ajg.com/us/gallagher-step/ to learn more.

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Gallagher

eRiskHub®

Overview and Login Information

The Gallagher eRiskHub® portal provides you with exclusive risk management tools and best practices to improve your organization's cyber risk posture. This important resource serves your cyber risk management strategies by enhancing your capabilities in cyberattack prevention, loss mitigation and cyber risk transfer techniques.

To access the Gallagher eRiskHub® now:

1. Navigate to <https://eriskhub.com/gallagher>
2. Complete the new user registration at the bottom of the page. Choose your own user ID and password. The access code is **447597**.
3. After registering, you can access the hub immediately using your newly created credentials in the member login box located at the top right of the page.

If you have any questions about the Gallagher eRiskHub®, please reach out to the eRiskHub® support staff at support@eriskhub.com

Key Features of the Gallagher eRiskHub™

- **Risk Manager Tools-** A collection of tools for risk managers including research of known breach events, information to calculate the potential cost of a breach event, sample policies, breach response planning and more.
- **Learning Center-** An extensive collection of thought leadership articles, webinars, videos and blog posts covering everything from emerging cyber threats to data protection and more.
- **Security and Privacy Training- Resources** for creating an effective security training program for your employees
- **Strategic Third-Party Relationships and Partner Resources- Information** on third-party vendors that can assist your organization improve your overall cyber risk, as well as access to exclusive Gallagher discounts on tools.

Gallagher's Cyber Capabilities

Gallagher's Cyber practice has the expertise to deliver a full complement of cyber risk management and insurance services to help your team stay protected. We take a consultative, action-based approach to address the sophisticated and evolving nature of cyber liability to design custom solutions that meet your unique needs. For more information, please contact us.



Gallagher

Insurance | Risk Management | Consulting



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The information contained herein is offered as insurance industry guidance and provided as an overview of current market risks and available coverages and is intended for discussion purposes only. This publication is not intended to offer legal advice or client-specific risk management advice. Any description of insurance coverages is not meant to interpret specific coverages that your company may already have in place or that may be generally available. General insurance descriptions contained herein do not include complete insurance policy definitions, terms, and/or conditions, and should not be relied on for coverage interpretation. Actual insurance policies must always be consulted for full coverage details and analysis.

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Business Continuity and Resilience Services

Businesses face so many challenges in today's marketplace that can disrupt operations or interrupt a supply chain, including:

- Cyber attacks
- COVID-19
- Natural disasters

Having a plan in place and being prepared to successfully manage these situations should be a critical component of any operating model.

The turbulence of 2020, especially the global COVID-19 pandemic, revealed to many organizations just how underprepared they are to effectively respond to and recover from major business disruptions or crises.

Organizations suddenly found they had to deal with unprecedented direct and indirect challenges to their businesses, including major supply chain disruptions, sudden shifts in customer demand and increased cyberthreats since a large portion of the workforce was operating remotely.

However, the incidence of these types of threats was escalating well before COVID-19, as were threats posed by workplace violence, societal unrest and natural disasters as a result of climate change.

To make matters worse, organizations are now faced with increased costs for insurance coverage as a result of a hard market.

Building resilient and recoverable operations has proven to be more difficult than ever. Organizations often struggle to develop a comprehensive yet pragmatic business continuity management framework to identify, assess and manage threats/vulnerabilities.

Underpreparedness has consequences. A minor incident can escalate to a major crisis that can consume an organization, and impact its brand/reputation and financial results for months, if not years.

According to Oxford Metrica, "Of the companies that faced a crisis, on average, more than three-quarters experienced a 20%-30% drop in their stock price as a result of the way the incident was managed."

For companies to achieve long-term resilience, they must be agile enough to respond and recover from any crisis, regardless of its nature or origin.

If COVID-19 taught us anything, it is that the ability to recover critical business processes builds confidence among key stakeholders such as employees, regulators, customers, investors, the media, the public and insurers.

Resilient organizations manage uncertainty. As a trusted partner and advisor, Gallagher's **Business Continuity and Resilience Services** team works with organizations to first assess their level of business resilience and then develop custom programs to improve it. We have developed business continuity, crisis management, crisis communications and supply chain risk management programs for clients in virtually every industry.

Oxford Metrica study 2020

Business Continuity

A business continuity plan reduces the operational impact of an incident by directly targeting the recovery of an organization's value drivers—those business processes that directly drive revenue and reputation—and enables an organization to recover more efficiently and effectively following a major business disruption or crisis.

Crisis Management

Crisis management plans prevent or mitigate risks to people, brands, reputations and financial results, and provide the overarching framework for all response and recovery activities within the organization. Moreover, these plans improve coordination and accelerate decision-making at all levels of an organization in the event of a crisis.

Crisis Communications

Crisis communication plans communicate promptly, accurately and confidently to all stakeholders during an incident or actual crisis, and enable organizations to better coordinate internal and external global communications with media, employees, regulators, customers, investors and the public at large.

Supply Chain Risk Management

A supply chain risk management program will help assess and manage third-party risks and vulnerabilities to ensure that products/services continue to be delivered both during and following a major disruption.

Leaders Where it Counts

Gallagher was founded on a culture of ethics, service and a common interest—doing what's in our clients' best interest, not ours. That's one of the reasons why Gallagher has been named as one of the World's Most Ethical Companies by Ethisphere for 11 consecutive years.

We are proud to be the only insurancebroker to receive this recognition honoring companies who understand the importance of leading, making hard but values-based decisions, and exemplifying overall commitment to integrity.



Gallagher

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Gallagher provides risk services consultation that is tailored to our clients' particular loss history, industry risk factors and insurance program structure. Our services, summaries and recommendations can include claim advocacy, evaluation of loss frequency and severity, loss prevention strategy, sufficiency of self-insured retentions, risk transfer options, identification of risk exposures, and insurance coverage for particular claims. Our work can also include collaboration with earners, our client's legal counsel, loss prevention or actuarial consultants. We emphasize that any of the above risk services, risk management opinions, and advice provided directly to clients or to clients' third-party vendors, is both confidential and intended for our clients use and not for distribution. We also only offer the advice from an insurance/risk management perspective and it is NOT legal advice or intended to supplant the advice or services provided to clients from legal counsel and advisors. We recommend that our clients seek advice from legal counsel and third-party professionals to become fully apprised of all legal and financial implications to their businesses.

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Arthur J. Gallagher & Co. named one of the World's Most Ethical Companies for 2022

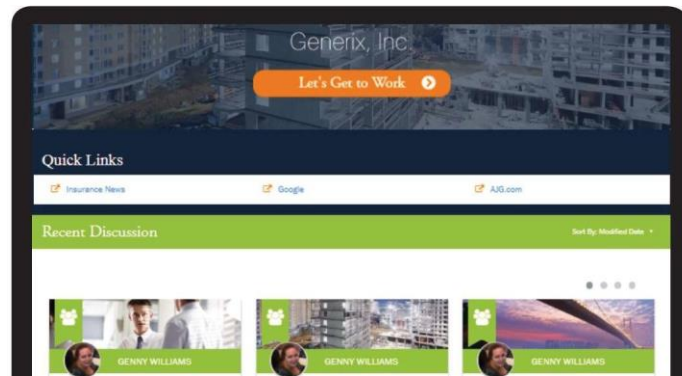
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A Next Generation Engagement Solution

Gallagher Insight is a user-friendly web portal that allows secure, real-time collaboration between you and your Gallagher team. It empowers Clients with 24/7 access to their summary insurance information and an array of materials needed to run your risk management program, all at your fingertips on any device. Gallagher Insight is a password-protected portal accessible through any browser on your mobile phone, tablet or PC. Insight offers a modern design, robust features and upgraded functionality, including:

- Secure web-based document libraries for our clients
- Policy and document sharing with your Gallagher account team
- A private social network between your global team and ours
- Stewardship through goals, events and tasks set up by you and your Gallagher team
- Access to Gallagher's resource library
- Submission and tracking of service requests

Insight can be accessed from any electronic device using a secure ID and password to login.



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Since 1927.

am.com

Contractual Risk Compliance



Gallagher

Insurance | Risk Management | Consulting

Gallagher | Verify

Verified Testimonial

Gallagher Verify monitors expiration dates, insurance limits and other details across thousands of COIs. In addition, their team delivers a very consultative, custom approach, which has allowed us to significantly improve our overall risk exposure.

Mitigate contractual risk with confidence

There is more to managing compliance than just collecting your third-party vendors' certificates. **Gallagher Verify**™ ensures you are tracking all the information you need to keep your company organized, compliant and properly protected. Take advantage of our intelligent technology and experienced compliance experts to gain insight into your level of risk, giving you the freedom to focus on your day-to-day operations.

Protect your business from unknown risk

A majority of organizations face unknown risk. In fact, research shows that most organizations average only 20% compliance for vendor insurance. Gallagher Verify limits your unknown risk and significantly improves compliance. Most companies that use Gallagher Verify average over 80% compliance.*

Track more than just certificates of insurance (COIs)

Our cloud software has the capability to track and verify compliance for any type of document your business is required to keep on file. These documents can include but are not limited to:

W-9 forms	OSHA mod rates	Background checks
MVRs	Contracts	Certifications and licenses

Gallagher Verify brings big benefits to your business

- Increased profitability due to reduced internal administrative costs
- Insurance consulting with a risk advisor
- Reports and dashboards to manage compliance trends
- Ongoing monitoring of A.M. Best insurance carrier ratings and vendor compliance with A.M. Best ratings
- Easy-to-use cloud software used to track and record incoming COIs
- Proactive compliance calls to vendors
- Industry-specific software configurations

*Tier 2 model.

Gallagher
CORE 360



Learn More About CORE360

Gallagher Verify is part of Gallagher **CORE360**, our unique, comprehensive approach to evaluating your risk management program that leverages our analytical tools and diverse resources for custom, maximum impact on six cost drivers of your total cost of risk.

We consult with you to understand your **contractual liability**, and how to mitigate risks and associated costs.

This will empower you to know, control and minimize your total cost of risk, and improve your profitability.

Tiers of service tailored to the needs of your organization

Tier 1 Tier 2

Gallagher Verify cloud software

Dedicated implementation project managers (includes data entry and software configuration)

Automated COi endorsement and document compliance verification

Automated noncompliance and renewal notifications to vendors

Client access to software support

Customizable daily, weekly and monthly reports, and historical compliance dashboard widgets

Risk management consulting for clients (insurance requirement exception guidance)

Outgoing vendor compliance enforcement and educational phone calls (up to four phone calls per certificate of insurance)

Weekly or monthly client stewardship calls with a risk advisor

Unlimited phone support for vendors with insurance and contractual-related questions

Verified Testimonial

When we initially implemented Gallagher Verify, our third-party insurance compliance was less than 20%. Today, compliance is more than 90%. The aggressive tracking of insurance requirements and vendor compliance mitigates financial exposure, should there be a claim.

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DISCUSSION ITEM – BY-LAWS