

Key Largo Wastewater Treatment District Board of Commissioners Meeting Agenda Item Summary

Meeting Date:

September 2, 2025

Agenda Item Number: G-1

Action Required:

Yes

Department:

General Manager

Sponsor:

Peter Rosasco

Subject:

Fiscal Year 2026 Proposed Insurance Renewal

Summary:

The Fiscal Year 2026 proposed insurance renewal with Brown & Brown Insurance will be presented to the board.

Reviewed / Approved

Operations: _____

Administration: _____

Finance: _____

District Counsel: _____

District Clerk: _____

Engineering: _____

Financial Impact

\$ 505,416.00

Funding Source:

Rate Revenue

Budgeted:

Yes

Attachments

1. FY2026 Insurance Renewal
Letter to Board

2. FY2026 Proposal of Insurance

3. Total Cost: \$505,416=\$455,865
(All coverage except W/C)+\$49,551
(Workers Comp)

Approved By: _____ **Date:** _____
General Manager



Key Largo Wastewater Treatment District – 10/1/2025 to 10/1/2026 Insurance Renewal

8/27/25

Brown & Brown is here to help find solutions that meet our clients' ever-evolving insurance needs. Peter's team continues to help our team meet our promises to Key Largo Wastewater. Connie and Jennifer always provide us with the requested renewal information promptly and well organized. Thank you to Connie, Jennifer, and Peter for this.

The property market has seen stabilization and we are seeing pricing decrease slightly with our clean accounts. We do continue to see strict underwriting guidelines especially in our catastrophic exposed areas. We will continue to see the carriers monitor their premiums, loss expenses, and investments very carefully and pivot when necessary. We continue to stay alert to the constant market changes.

Key Largo Wastewater reviewed their property values and maintained the same values at \$25,363,819. The carrier agreed to offer terms using the same limits as last year. Their rate has decreased since they are seeing favorable conditions in the modeling of KLWW structures. StarStone continues to recognize this is a favorable risk.

The Catastrophe Model/AIR report was analyzed in 2023 and the 250 Year PML (Probable Maximum Loss) resulted in \$5,188,062.

5% NS Deductible Occ	Wind/Severe Storm							
Perspective	AAL(EV)	SD	20	50	100	250	500	1,000
Ground Up	108,524	637,670	429,079	1,296,923	2,460,288	5,188,062	7,962,817	8,873,090
Retained	30,176	112,659	227,273	457,898	614,807	810,109	919,648	1,005,459
Gross	78,349	543,339	200,542	835,789	1,868,291	4,368,435	6,957,436	7,989,021

The 10/1/25 renewal proposes:

1. Renewal of the PGIT includes the following coverages: General Liability, Auto Liability, Public Officials, and Employment Practices Liability. The annual premium of \$124,654 reflects three additional vehicles and a payroll increase of \$315,038. The premium shows an increase of 8%, but the payroll increase of 10% and auto count increase of a little over 12% should be factored into the equation. We are pleased with the rates offered by PGIT.
2. All Risk Property coverage with Starstone Specialty with a named storm sub-limit of \$1,750,000 and an all other peril sub-limit of \$5,000,000. All other perils deductible of \$100,000 and named storm deductible of \$1,200,000. Note that your total insured values remain to be \$25,363,819. The annual premium for Property with Starstone Specialty is \$190,504 as compared to expiring of \$201,609. This is evidence of the property market responding to favorable modeling of accounts.
3. Inland Marine: Due to the location and operations of your business the carrier Aspen did non-renew the account. This decision by the carrier did not reflect poor performance of the account but just shows their modeling for the mobile equipment in Key Largo FL was not within their appetite and they couldn't provide a renewal. We are waiting on a formal quote from our

broker. He has been unable to secure a quote more than 30 days out from the renewal date, but he anticipates to be within the range of \$54,154 and \$64,154 for a total insured value of \$1,990,563. We will continue to monitor the progress of this renewal closely.

4. Renewal of the Workers' Compensation coverage with PGIT at an annual premium of \$49,391 as compared to expiring of \$44,339. The District's experience modification factor remains favorable at .85. The payroll increased from \$3,108,855 to \$3,423,893.
5. Crime Coverage is a three year policy with Travelers Insurance Company and we have reached the renewal period. Travelers offered a flat renewal, however because of ERISA obligations the ERISA coverage limit was increased to \$300k from \$100k. It was recommended the Computer Program & Electronic Data Restoration expense be increased to \$100k. The renewal with these changes came in at an annual premium of \$1,360.00.
6. Boiler & Machinery Coverage with Travelers Insurance Company at an annual premium of \$11,493 compared to \$10,412 from last year. The increase is a result of a limit change that the carrier is mandating due to inflation. The limit has increased from \$28,826,828 to \$29,691,635.
7. Cyber Liability with CFC at an annual premium of \$10,295 compared to last year's premium of \$9,775. This slight increase is due to increased cyber activity in our nation. The losses and risks are growing as technology reliability continues to grow and hackers continue to get more creative. KLWW is doing everything right to safeguard their system and the carrier has noticed.
8. Fiduciary Liability coverage is being renewed to cover the District's exposure from the KLWTD 457(b) Plan and group health plan, at an aggregate limit of \$1,000,000. The annual premium is \$2,911.83 which is a flat renewal.
9. Agency Consulting Fee: The fee of \$30,000 represents over 50% below the average commission amount of 10% of the total premium.

Sincerely,

Tom Jones

Thomas R. Jones, Jr.

Executive Vice President, Brown & Brown Insurance Services

PROPERTY & CASUALTY

Proposal Prepared for Key Largo Wastewater Treatment District

Policy Period 10/01/2025 - 10/01/2026



Table of Contents

About Brown & Brown	3
Preparing You for Tomorrow's Risks—Today™	5
Named Insured.....	6
Proposal Premium Summary.....	6
Location(s)	8
Property	9
StartStone Specialty Insurance Co.	9
Equipment Floater	18
Equipment Floater	18
Boiler & Machinery	20
Travelers P&C Company of America	20
Package	24
PGIT - Package - GL/ PO/ EPLI/ Auto	24
Business Auto	26
Fiduciary.....	30
Hudson Insurance Company	30
Cyber Liability.....	31
Underwriters at Lloyd's of London	31
Crime	32
Travelers Casualty and Surety Co of America	32
Workers' Compensation	35
PGIT	35
A. M. Best.....	36
Understanding Claims-Made Policies	37
Compensation Disclosure.....	38



This proposal is based upon the exposures made known to the Agency by you and contains only a general description of the coverage(s) and does not constitute a policy/contract. For complete policy information, including exclusions, limitations, and conditions, please refer to your policy. In the event of differences, the policy will prevail.

About Brown & Brown

Brown & Brown was founded in 1939 as a two-partner firm and has risen to become one of the largest insurance brokerages in the world. Powered by a culture that values high performance and perseverance, Brown & Brown is arguably the most efficient operating platform in the insurance brokerage business. With a long-standing history of proven success, Brown & Brown continues to grow and thrive in the extremely competitive and constantly changing insurance industry.

17,000+
TEAMMATES

500+
LOCATIONS

Ranked in
Top 10
INSURANCE
BROKERS
in the nation according to
Business Insurance Magazine

Our Mission

We are dedicated to making a positive difference in the lives of our customers by helping to protect what they value most.

Guiding Principles

We believe in doing what is best for our customers, communities, teammates, carrier partners and shareholders—always. The cornerstones of our organization's guiding principles are people, performance, service and innovation.

Our Culture

Brown & Brown's deeply rooted culture is built on honesty, integrity, innovation, superior capabilities and discipline. Our culture is not built through "big company" messaging; it is created by those who put in the work and remain true to shared values and a commitment to always doing what is best for our customers and our communities.

The cornerstone of our success starts with the tremendous emphasis our leadership team places on making Brown & Brown a great place to work. We don't have employees at Brown & Brown, only teammates, and we are proud to have repeatedly been certified as a Great Place to Work®. As a result, our organization has experienced minimal talent turnover.

We believe that teammates who enjoy their work environment will reflect that enjoyment in their interactions with their customers, resulting in an enhanced customer experience. We put a premium on retaining teammates, allowing our customers to enjoy years of consistent service and strategy execution from the same individuals.



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We value creativity in our teammates and encourage the sharing of innovative ideas. Our teams care about each other and contribute meaningfully to our strong, collaborative environment internally. We receive regular compliments from our competitors, customers and the insurance carrier marketplace regarding the caliber of talent and the character of the teammates we recruit and retain. **Local People and Powerful Solutions**

We use our size to benefit our customers through market leverage, scalability and expansive resources. Our global resources are available to support critical items such as regulation changes, pharmacy, international, benefits administration and much more.

We layer our global resources with a local, dedicated service team. This local team delivers a high-touch experience for day-to-day support and long-term strategic planning, granting you the benefits of a leading brokerage without losing the personal, swift support of a local team.

Growth Oriented

Brown & Brown ended 2024 with \$4.8B in revenue, with a global presence spanning 18 countries, and growing.

Brown & Brown's annual report can be found on our website at <https://investor.bbrown.com/annual-reports>.

Scalable Solutions

Regardless of your business size or industry, we have the capabilities and experience to support you. From main street businesses to multinational corporations, our extensive specialties span the full spectrum of size and complexity. As you push forward through organic growth, mergers or acquisitions, our teams are equipped to provide you with a strategic path—no matter where you are on your growth journey.



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Preparing You for Tomorrow's Risks—Today™

We pride ourselves on combining global strength with local, personalized service. Brown & Brown is proud of our 17,000+ talented teammates spanning 500 locations globally. Through our deep local connections and the resources of a global leader, we take an agile, forward-thinking approach to risk.

We have become a leading insurance brokerage because we view insurance differently and utilize our vast experience and wide-reaching network to deliver superior service and solutions to our customers, both large and small. We believe that our teammates and the relationships they form with our customers are our strengths. Our reputation has been built on a solid foundation of teamwork, strengthened by people who are dedicated to providing the highest degree of service. Our team thanks you for the opportunity to work together. Please find our contact information below.

Service Team

Name	Role	Title	Email
Producer/Account Executive	Thomas Jones	(305)246-7501	tom.jones@bbrown.com
Account Executive	Michelle Wilson	(305)246-7545	michelle.wilson@bbrown.com
Account Manager	Karelia Castillo	(305)714-4421	karelia.castillo@bbrown.com
Account Manager Associate	Brandon Peraza	(305)714-4504	brandon.peraza@bbrown.com
Claims Representative	Joseph Austin	(305)242-7464	joseph.austin@bbrown.com



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Named Insured

Policy Type

Key Largo Wastewater Treatment District

This list includes all the named insureds we presently have on your policies. Should any revisions to this listing be required, please notify our office immediately.

Proposal Premium Summary

Line of Business	Expiring Premium	Premium
Property	Starstone	Starstone
Limits covered	\$5m AOP Lmt \$1.75m Wind Lmt	\$5m AOP Lmt \$1.75m Wind Lmt
Total insured value	25,363,819	25,363,819
Includes Inland Marine Schedule	No	No
Premium	\$ 201,105.00	\$ 190,500.00
Fees	\$ 4.00	\$ 4.00
Total	\$ 201,109.00	\$ 190,504.00
Inland Marine	Aspen Specialty	Aspen Specialty Non renewed/Pending Quote
Total Insured Value	\$ 1,990,563.00	1,990,563
Premium	\$ 54,150.00	\$ 64,150.00
Fees	\$ 4.00	\$ 4.00
Total	\$ 54,154.00	\$ 64,154.00
Boiler & Machinery	Travelers	Travelers
Total insured value	28,826,828	29,691,635
Premium	\$ 10,309.00	\$ 11,379.00
Fees	\$ 103.00	\$ 114.00
Total	\$ 10,412.00	\$ 11,493.00
Package	PGIT	PGIT
Premium	\$ 114,946.00	\$ 124,654.00
Fees	\$ -	
Total	\$ 114,946.00	\$ 124,654.00
Worker's Compensation	PGIT	PGIT
Payroll	3,108,855	3,423,893
Ex-Mod	0.85	0.85
Premium	\$ 44,339.00	\$ 49,391.00
Fees	\$ 160.00	\$ 160.00
Total	\$ 44,499.00	\$ 49,551.00
Crime 3 year policy exp 10/1/28	Travelers	Travelers
Premium	\$ 1,028.42	\$ 1,360.00



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Line of Business	Expiring Premium	Premium
Fees	\$ -	
Total	\$ 1,028.42	\$ 1,360.00
Cyber	Lloyds	Lloyds
Premium	\$ 9,525.00	\$ 10,000.00
Fees	\$ 250.00	\$ 295.00
Total	\$ 9,775.00	\$ 10,295.00
Fiduciary	Hudson	Hudson
Premium	\$ 2,883.00	\$ 2,883.00
Fees	\$ 28.83	\$ 28.83
Total	\$ 2,911.83	\$ 2,911.83
Grand Total for October	\$ 438,835.25	\$ 454,922.83
Other Coverages		
Environmental Pollution 2 year	3/19/24-25	3/19/25-26
Premium	\$ 11,440.00	\$ 11,739.00
AST Tank Pollution	3/19/24-25	3/19/25-26
Premium	\$ 2,544.19	\$ 2,544.19
Flood 100301 Overseas Hwy	6/11/24-25	6/11/25-26
Premium	\$ 5,308.00	\$ 6,210.00
Grand total all Policies	\$ 458,127.44	\$ 475,416.02
Fee Agreement	\$ 25,000.00	\$ 30,000.00
Grand Total All Policies w/ fee:	\$ 483,127.44	\$ 505,416.02
Grand Total for October (NO WC) For budgeting	\$ 438,628.44	\$ 455,865.02

This quote is valid for (30) days or until the proposed effective date, whichever is first.
25% Minimum Earned Premium/ 35% Minimum Earned Premium

Payment Plans

Line of Business	Payment Plan	Billing Plan
All Lines	Full Pay	Agency Bill
Package with PGIT	50% Down, 25% at 3mo, 25% at 6mo	Agency Bill

Binding requirements:

Payment is Due Upon Binding



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Location(s)

Key Largo Wastewater Treatment District
P.O. Box 491 Key Largo, FL 33037

Loc #	Address	City	State	Zip
1	100301 Overseas Highway	Key Largo	FL	33037
2	12 Mockingbird	Key Largo	FL	33037
3	102533 Overseas Hwy	Key Largo	FL	33037
4	158 Ocean Bay Dr	Key Largo	FL	33037
5	98240 Overseas Hwy	Key Largo	FL	33037
6	95190 Overseas Hwy	Key Largo	FL	33037
7	92431 Overseas Hwy	Key Largo	FL	33037
8	95098 Overseas hwy	Key Largo	FL	33037
9	95100 Overseas Hwy	Key Largo	FL	33037
10	103355 Overseas Highway	Key Largo	FL	33037



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