



## Executive Summary for City of Santa Fe

The City of Santa Fe has had a comprehensive risk financing program for decades. The key to the program was a “package” excess insurance program underwritten by the Travelers Insurance company designed for municipal risks. Travelers did not offer renewal to the City in 2024/25. Last year, the City successfully transitioned to an excess program utilizing multiple carriers for different lines of coverage. This year the City is renewing with individual companies for the lines of coverage required to protect the assets and liabilities of a full-service city.

The following summary is intended to highlight the more substantive components of the renewal only.

### 1. Property and Equipment Breakdown

The renewal proposes a Policy with a \$100,000,000 limit by AIG with a deductible of \$100,000 and an Excess Policy of an additional \$100,000,000 (Mitsui). This year we negotiated a rate deduction of 6% for both policies.

### 2. General and Law Enforcement Liability

The current structure: Gemini (Berkley) provides a \$3,000,000 limit with a \$1,500,000 retention. We have secured an option for the renewal which provides a cost effective \$3,000,000 limit with a \$1,000,000 retention from Gemini (Berkley) and a separate policy from Lexington for Law Enforcement with a \$3,000,000 limit and \$1,000,000 retention. This structure provides more coverage, superior retention and a reduced premium.

### 3. Automobile Liability, Physical Damage and Contractors Equipment

Hanover is offering renewal on the Automobile Physical Damage Only policy with comprehensive and collision coverage at a \$25,000 deductible. By carefully evaluating the vehicles and equipment to be covered we were able to negotiate a significant decrease of premium of \$43,000.

Finally, the total premium for the 2025/2026 year is **\$3,959,969** as compared to **\$4,372,167** in 2024/2025 for a decrease of **\$412,188** (9%). This is the second year the City has seen a decrease in premiums.