TOTAL SERVICE PROGRAM
PROPERTY & LIABILITY

SANTA BARBARA ELEMENTARY/HIGH
SANTA BARBARA COMMUNITY COLLEGE
GOLETA UNION ELEMENTARY

BROKER'S PROPOSAL

PRESENTED BY:

KEENAN & ASSOCIATES

BAKERSFIELD - (905) 327-5308
1430 TRUXTUN AVENUE, SUITE 504, BAKERSFIELD, CALIFORNIA 93301

FRESNO - (209) 251-4249
2002 NORTH GATEWAY BOULEVARD, SUITE 109, FRESNO, CALIFORNIA 93727

RIVERSIDE - (714) 786-0330
7177 BROCKTON AVENUE, SUITE 450, RIVERSIDE CALIFORNIA 92506

SACRAMENTO - (916) 972-1011
4840 MARCONI AVENUE, SUITE 7, SACRAMENTO, CALIFORNIA 95821

SAN JOSE - (408) 296-8083

SAN RAFAEL - (415) 479-2824

70 MITCHELL BOULEVARD, SUITE 201, SAN RAFAEL, CALIFORNIA 94903

SANTA ANA - (714) 957-8077

2922 SOUTH DAIMLER, SUITE 200, SANTA ANA, CALIFORNIA 92705

THOUSAND OAKS - (905) 497-9732
1337 EAST THOUSAND OAKS BOULEVARD, SUITE 216, THOUSAND OAKS, CALIFORNIA 91362

TORRANCE - (213) 373-8811
3715 WEST LOMITA BOULEVARD, SUITE 200, TORRANCE, CALIFORNIA 90510
PROGRAM COVERAGES

Liability

Keenan & Associates School Liability policy has been developed in conjunction with Prudential Reinsurance to bring the best possible coverage to our program members.

There are only two exclusions, the Standard Workers' Compensation exclusion and the Standard Nuclear exclusions. With only these two exclusions and with the inclusion of Government Code 990 and Educational Code 35208, all required and permissible insurable coverage is included.

COVERAGE IV has been included to better explain the inclusion of Errors & Omissions and also to give an extremely broad definition, i.e., Misfeasance, Malfeasance, and Nonfeasance.

A partial list of perils insured:

- All contractual oral, written and implied.
- Inverse condemnation.
- Athletic participants injury.
- Care, custody and control, including contractual.
- Pollution and contamination, including gradual.
- Personal injury including discrimination due to age, sex, etc.
- Auto physical damage.
- Only one deductible per occurrence. Bodily Injury, Property Damage, and Physical Damage = 1 Deductible.
- Corporal punishment.
- All aircraft and watercraft, owned and non-owned.
- Insurance, employee benefits, budget and financial planning, Errors & Omissions.
- Liability in tort arising from labor disputes and Agreements.
Property

Keenan & Associates' California Schools all risk property form is tailored to the language and needs of the California School District.

This policy addresses the many special problems facing School Districts in the area of: 1) vacant schools, 2) re-building on same site, 3) state allocation board replacement costs, just to name a few. See specimen policy attached.

Crime

This policy was developed for the members of our JPA's and is available to individual Districts also. The basic coverage is:

<table>
<thead>
<tr>
<th>Insurance Clause</th>
<th>#1</th>
<th>$100,000</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>#2</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>#3</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>#4</td>
<td>$50,000</td>
</tr>
</tbody>
</table>

Premium 15¢ per ADA

Earthquake & Flood

A 5% deductible with a $20,000,000 limit and a $1,000,000 Stop-Loss Deductible premium $140,000.
INSURANCE COMPANIES

Liability

Prudential Reinsurance and Keenan & Associates have worked together for six months to put together this new loss rated group approach for our California School program.

Since Gibraltar Casualty is now admitted in California we will be using this Prudential wholly owned affiliate.

Best rating  A-X

Property

Also following the same format as in the liability program, Keenan & Associate has developed with the American International Group (AIG) this new school property form.

AIG has assigned Keenan & Associates one of their stable of insurance companies to underwrite this program.

The AIG Company is the Birmingham Fire Insurance Company.

Best rating  A+XI

Crime, Boiler & Machinery

Chubb-Pacific Indemnity has been providing this special coverage for Keenan & Associates for over three years.

Best rating  A+XV
GROUP PURCHASE

PROGRAM #1

LIABILITY - $1,000 GL, $5,000 Auto SIR
(2 Exclusion All Coverage Form)

PROPERTY - $5,000 Deductible - SBCC & Goleta
$10,000 Deductible - SBSD
(All Risk California School Form)

PREMIUM (including Risk Management)

SBSD = $110,613
SBCC = 48,223
GOLETA = 32,875

PROGRAM #2

LIABILITY - $5,000 SIR $10,000,000 Upper Limit
(2 Exclusion All Coverage Form)

PROPERTY - $5,000 Deductible - SBCC & Goleta
$10,000 Deductible - SBSD
(All Risk California School Form)

PREMIUM (including Risk Management)

SBSD = $104,389
SBCC = 44,737
GOLETA = 29,775

PROGRAM #3

LIABILITY - $10,000 SIR $10,000,000 Upper Limit
(2 Exclusion All Coverage Form)

PROPERTY - $10,000 Deductible - SBCC & Goleta
$25,000 Deductible - SBSD
(All Risk California School Form)

PREMIUM (including Risk Management)

SBSD = $ 89,037
SBCC = 36,331
GOLETA = 23,121

PROGRAM #4

LIABILITY - $10,000 SIR $10,000,000 Upper Limit
(2 Exclusion All Coverage Form)

PROPERTY - $25,000 Deductible - SBCC & Goleta
$50,000 Deductible - SBSD
(All Risk California School Form)

PREMIUM (including Risk Management)

SBSD = $ 85,928
SBCC = 34,148
GOLETA = 22,545
June 30, 1981

Mr. Charles L. Hanson
Business Manager
SANTA BARBARA COMMUNITY COLLEGE DISTRICT
721 Cliff Drive
Santa Barbara CA 93109

Dear Charles:

Thank you for the opportunity to implement our Property & Liability Program with your District.

We will bind coverage and provide service as per our proposal of June 27, 1981.

I will be in touch with you shortly to plan the details of the whole program.

Sincerely,

[Signature]

Morton L. Hanson, CPCU
Senior Vice President

MLM:ip
**Keenan & Associates**
3715 West Lomita Boulevard
Post Office Box 4238
Torrance, California 90510
(213) 373-6811

**SANTA BARBARA COMMUNITY COLLEGE DISTRICT**
721 CLIFF DRIVE
SANTA BARBARA, CALIFORNIA 93109

<table>
<thead>
<tr>
<th>Type and Location of Property</th>
<th>Coverage/Peris/Forms</th>
<th>Amt of Insurance</th>
<th>Ded.</th>
<th>Comp %</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Real &amp; Personal Property</td>
<td>All Risk. Excluding</td>
<td>12,000,000</td>
<td>*</td>
<td>N/A</td>
</tr>
<tr>
<td>All Situated: State of California</td>
<td>Earthquake &amp; Flood</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$10,000 Fire, ECE, VGMM</td>
<td></td>
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<tr>
<td></td>
<td>$2,500 A.O.P.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Type of Insurance**

- [ ] Scheduled Form
- [x] Premises/Operations
- [x] Products/Completed Operations
- [x] Contractual
- [ ] Other (specify below)
- [ ] Med. Pay. $ per Person $ per Accident
- [ ] Personal Injury

**Limits of Liability**

<table>
<thead>
<tr>
<th>Each Occurrence</th>
<th>Aggregate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bodily Injury</td>
<td>$</td>
</tr>
<tr>
<td>Property Damage</td>
<td>$</td>
</tr>
<tr>
<td>Bodily Injury &amp; Property Damage Combined</td>
<td>10,000,000</td>
</tr>
<tr>
<td>Personal Injury</td>
<td>$</td>
</tr>
</tbody>
</table>

**Special Conditions/Other Coverages**

- CRIME: $100,000 Employee $50,000 Deposit Forgery $50,000 Money & Securities
- **COMPANIES: LIABILITY = GIBRALTAR CASUALTY/PROTECTIVE NATIONAL
PROPERTY = BIRMINGHAM FIRE CRIME = CHUBB/PACIFIC INDEMNITY**

**Signature of Authorized Representative**

**Date**

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**ACORD 75 (11-77)**