**From:** Rich Okumura **Date:** 6/3/24

**Account:** Norwich University

Northfield, VT

**Effective:** 7/1/24 to 7/1/25

**Cede:**  Chubb

**Coverage:** Auto Liability

**Operations:**   
The insured is private military college in VT.

**Fleet Information:**   
23 Power Units:

PPT’s: 7  
Light: 7  
Vans: 9

**Vehicle Usage:**

* Local Use, rural Vermont.
* Vans will be driven off campus to local sporting events.
* Any long distances are contracted out to third party bus companies.
* Light trucks and PPTs are used for maintenance and local errands.
* Drivers:
  + Mostly faculty but there is student driver exposure.
  + The insured has a rigorous program in place for vetting out student drivers which includes background checks, MVRs, training, etc. I am attaching a copy of the vehicle operator policy.
* Risk Engineering was onsite last week and thought the Auto exposure was well controlled and thoroughly thought out with the student driver.
  + One exposure discovered during the survey was that (under supervision of a faculty member), an approved student driver was allowed to take the vehicle to Miami or NC for spring break. This was discussed with the producer and IF the insured moves forward with Chubb, we will make sure this exposure is contracted out via a third bus company. This will be a mandatory subjectivity to writing.

**Account: Norwich University**  **Page 2 of 3**

**Losses:**

Five Year Loss History:

* Excellent for the number of vehicles. Mostly first party PD claims. Very small liability claim. No Bodily Injury claims.
  + 2019-2020: $927.60 incurred- Third party PD
  + 2020-2021: $14,296.63 incurred- IV collided with poles
  + 2021-2022: $0
  + 2022-2023: $143.77 incurred- glass claim
  + 2023-2024: $3,681.59 incurred- First party PD due to contact of roof with garage
  + Total: $19,049.59 incurred
    - Averaging about $3,810 a year

**Program Structure:**

Policy Limits: $1m CSL but waiting on fac costs in order to complete pricing.

Reinsurance Limit: $500,000 x $500,000