

Truckee Tahoe Airport District
Property Marketing Log

Coverage:	"All Risk" Property	
Expiring Total Insurable Value:	\$	33,842,253
Expiring Rate:	\$	0.1515
Expiring Premium:	\$	51,259.00
Incumbent Carrier:	SPIP (Alliant Property Pgm)	
Expiration Date:	1-Jul-12	
<u>Markets Approached</u>	<u>AM Best Rating</u>	<u>Response</u>
SPIP (Incumbent)	A Rated, Various	10% Renewal increase
Chubb	A++ (Excellent), XV (\$2 Billion or Greater)	Can't compete with current Pricing & terms
Great American	A (Excellent), XIII (\$1.25 Billion to \$1.5Billion)	Can't compete with current terms
Zurich	A+ (Excellent), XV (\$2 Billion or Greater)	Class of Business, no appetite
Travelers	A+ (Superior), XIV (\$1.5 Billion to \$2 Billion)	Declined due to lack of Sprinkler protection on hangers
CNA	A (Excellent), XV (\$2 Billion or Greater)	Declined due to lack of Sprinkler protection on hangers
Affiliated FM	A+ (Superior), XV (\$2 Billion or Greater)	Can't compete with current Pricing
Allianz / FFIC	A+ (Superior), XV (\$2 Billion or Greater)	Declined due to lack of Sprinkler protection on hangers
SwissRe	A+ (Excellent), XV (\$2 Billion or Greater)	Non-responsive
ACE	A+ (Superior), XV (\$2 Billion or Greater)	Declined, falls below minimum premium of \$100k