Innovative Strategies for **Higher Education Risk Managers**

The hard costs of property & casualty insurance continue to rise, and risk managers are seeking creative strategies to reduce and share risk.

Property Management Companies (PMCs) in multifamily & off-campus housing have embraced captive and 3rd party risk strategies as a better solution than continually shopping at renewal time. College & University on-campus housing risk portfolios are not dissimilar.

Resident liability waivers with a contents coverage option have become the vehicle to bridge the P&C deductible, net operating income gains, while streamlining the claims process and potentially lowering insurance premiums for ownership.

For student residents, they can provide peace of mind and financial relief from unexpected damage costs to the property and their valuables on and off campus.

Contact Information

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Option 1

Student Pay Premium

$13 Per Month

20% Damage Waiver (avg) Opt-Out Rate

Net Operating Income (NOI)	$100k Damage Waiver
Monthly	**$35,000**
Annually	**$420,000**

Students / Units
10,000

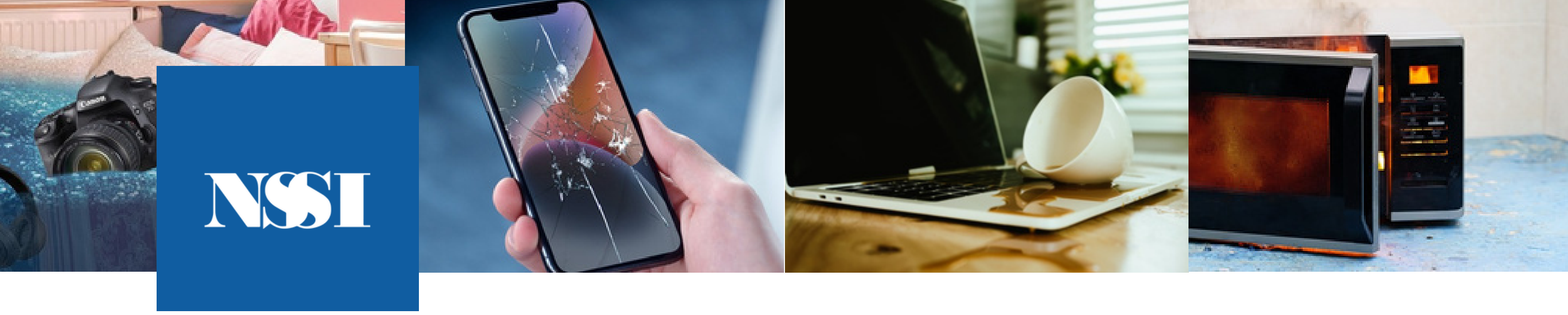
Option 2

Student Pay Premium

$17 Per Month

10% Damage Waiver (avg) Opt-Out Rate

Net Operating Income (NOI)	$100k Damage Waiver	$5K Contents Coverage	Totals
Monthly	$40,000	$8,000	**$48,000**
Annually	$480,000	$96,000	**$576,000**



Benefits for the University / College:

Lower Insurance Premiums: By transferring the risk of student-caused damage to the waiver program, property owners have seen a reduction in their property insurance premiums.

Reduced Out-of-Pocket Expenses: Waivers can cover damages that are at or below deductible and that might otherwise be the responsibility of the property owner, minimizing their financial burden.

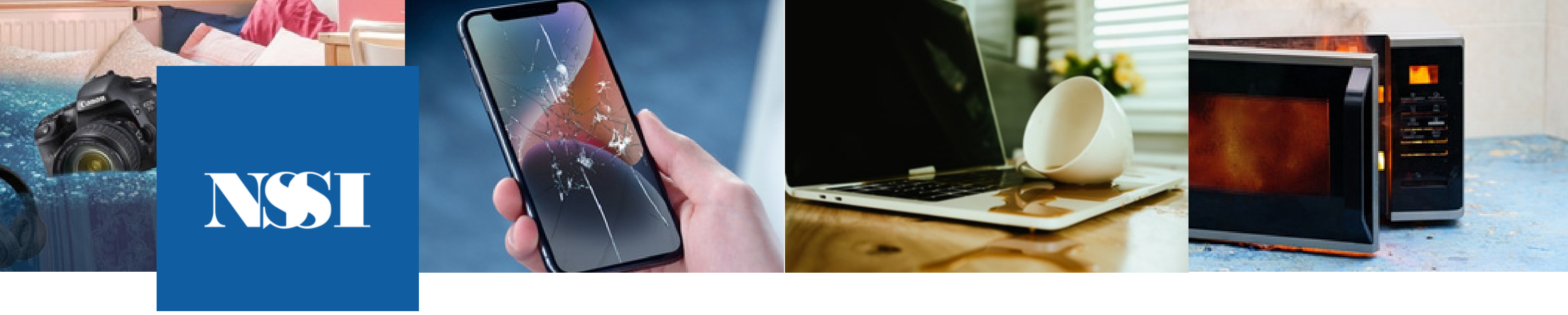
Streamlined Claims Process: Waivers can simplify the claims process, potentially reducing the time and effort required to resolve damage issues.

Improved Student Parent Relations: Transparency and clarity around damage coverage can foster positive relationships between students/parents and Universities.

Faster Repairs and Turnover: With a clear process for handling damages, repairs can be completed more quickly.

Protection Against Disputes: Damage waivers can help prevent disputes between owner and student regarding responsibility for damages.

Predictable Revenue (NOI) Gains: Revenue to the University or College from administrative fees and captive strategies. Waiver fees, often included in the monthly room & board cost, provide a consistent income stream to offset potential repair expenses, ensuring a more stable financial outlook.



Benefits for the Student Body:

Reduced Financial Burden: Damage waivers with contents protect students from having to pay out-of-pocket for accidental damage to the property, up to a certain limit. While protecting their personal assets from theft and standard perils.

Simplified Claims Process: Waivers often have a simpler claims process than traditional renters insurance, potentially avoiding the need for lengthy paperwork or disputes.

Peace of Mind: Knowing that they are protected from significant financial liability for accidental damage can reduce stress & anxiety.

Skin in the Game: While sharing the risk in property damage, they also have personal interests protected in insuring their valuables they bring to campus.