

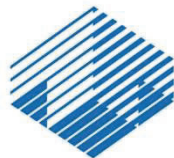
Proposal of Risk Management and Insurance Services



Madison County Board of Supervisors

P. O. Box 608
Canton, MS 39046
Phone: (601) 859-8241

Presented by:



FBIINSURANCE

**Brian Johnson, CWCU
Executive Vice President
(601) 960-7459
bjohnson@fbbins.com**

Disclaimer: The abbreviated outline of coverages used throughout this proposal are not intended to express any legal opinion as to the nature of the coverage. They are visuals to basic understandings of coverages. Please read your policy for specific details of coverages. Fisher Brown Bottrell Insurance, Inc. is a subsidiary of Trustmark National Bank.

Important Notice: Please Read

This insurance proposal has been prepared expressly for your use and is intended to provide a simplified explanation of your business' insurance program. The proposal is based on the values developed and exposures to loss disclosed to us in our prior discussions with representatives of your company.

Notice Regarding Property Values

We are pleased to assist you with your own final determination of the values you decide to insure. The values shown are for illustration purposes only and do not warrant the actual value of the property.

Notice Regarding Higher Liability Limits

We are pleased to assist you with your own final determination of the values you decide to insure. Remember that your exposure to liability loss may exceed your limits of insurance as quoted in this proposal. Higher limits of liability may be available. Please let us know if you would like additional information or quote.

This proposal does not pre-empt or take the place of the actual insurance contracts. Please refer to actual policy language for specific terms, conditions and exclusions.

Fisher Brown Bottrell Insurance, Inc. communicates with many of our clients through e-mail, voice mail, facsimile and other automated systems. We welcome these types of communication and encourage the use of any system that will expedite communication between a client and our company representatives.

However, due to the fact that we cannot control the message delivery and retrieval times of electronic system, leaving a message on the e-mail, voice mail or facsimile systems does not constitute the binding/altering of coverage in any way.

In the event you should have a specific question concerning this insurance proposal or coverage contained herein, please feel free to call a Fisher Brown Bottrell Insurance, Inc. representative for assistance.

Service Team

Fisher Brown Bottrell Insurance, Inc. takes a team approach to servicing our client's accounts. We draw on our associates' knowledge and training to provide the best service possible to you. Fisher Brown Bottrell Insurance, Inc. feels that it is important to perpetuate your account within our agency as well as to make sure that accounts are serviced properly at all times.

Your Fisher Brown Bottrell Insurance, Inc. Account Team is:

Business Insurance Consultant	Brian Johnson, CWCU bjohnson@fbbins.com (601) 960-7459
Account Executive	Rena Jamison, CIC, CISR, CSRM, PIAM, AINS rjamison@fbbins.com (601) 960-8252
Account Manager	Stephanie Steed ssteed@fbbins.com (601) 960-7464
Claims Coordinator	Karen Booth-Belton, CISR kbooth@fbbins.com (601) 208-7506

COVERAGE SCHEDULE

OPTION 1

ESSENTIAL PACKAGE

EDGE PACKAGE

LIMITS

Policy Aggregate Limit of Liability	\$1,000,000	\$1,000,000
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Covered Costs

Response	\$1,000,000	\$1,000,000
Data Recovery	\$1,000,000	\$1,000,000
Hardware Replacement	\$1,000,000	\$1,000,000
Reward	\$50,000	\$50,000

Covered Loss

Insured Interruption		
from Security Failure	\$1,000,000	\$1,000,000
from System Failure	\$1,000,000	\$1,000,000
from Intentional Shutdown	\$1,000,000	\$1,000,000
Vendor Interruption		
from Vendor Security Failure	\$1,000,000	\$1,000,000
from Vendor System Failure	\$1,000,000	\$1,000,000
Extortion	\$1,000,000	\$1,000,000
Reputation	\$1,000,000	\$1,000,000
Telephone Fraud	\$100,000	\$100,000
Cryptjacking	\$100,000	\$100,000
Social Engineering	\$100,000	\$100,000
Invoice Manipulation	\$100,000	\$100,000
Transfer Fraud	\$100,000	\$100,000

Covered Liability

Data & Network	\$1,000,000	\$1,000,000
Regulatory	\$1,000,000	\$1,000,000
Merchant Services	\$1,000,000	\$1,000,000
Media	\$1,000,000	\$1,000,000

RETENTIONS

Each incident or Claim:	\$50,000	\$50,000
Waiting Period:	12 Hours	12 Hours

Insurance Premium:	\$28,500	\$23,500
Package Annual Fee (License contract and local taxes may apply):	Complimentary	\$30,000
Total Cost:	\$28,500	\$53,500

ENTERPRISE PACKAGE

Please reach out to solution@cyberresilience.com for a comprehensive Enterprise proposal.

EDGE PACKAGE

Learn more about the comprehensive value of the Edge Solution. [Request a demo.](#)

COVERAGE SCHEDULE

OPTION 2

ESSENTIAL PACKAGE

EDGE PACKAGE

LIMITS

Policy Aggregate Limit of Liability	\$3,000,000	\$3,000,000
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Covered Costs

Response	\$3,000,000	\$3,000,000
Data Recovery	\$3,000,000	\$3,000,000
Hardware Replacement	\$1,000,000	\$1,000,000
Reward	\$50,000	\$50,000

Covered Loss

Insured Interruption		
from Security Failure	\$3,000,000	\$3,000,000
from System Failure	\$3,000,000	\$3,000,000
from Intentional Shutdown	\$3,000,000	\$3,000,000
Vendor Interruption		
from Vendor Security Failure	\$1,000,000	\$1,000,000
from Vendor System Failure	\$1,000,000	\$1,000,000
Extortion	\$3,000,000	\$3,000,000
Reputation	\$3,000,000	\$3,000,000
Telephone Fraud	\$100,000	\$100,000
Cryptjacking	\$100,000	\$100,000
Social Engineering	\$100,000	\$100,000
Invoice Manipulation	\$100,000	\$100,000
Transfer Fraud	\$100,000	\$100,000

Covered Liability

Data & Network	\$3,000,000	\$3,000,000
Regulatory	\$3,000,000	\$3,000,000
Merchant Services	\$3,000,000	\$3,000,000
Media	\$3,000,000	\$3,000,000

RETENTIONS

Each incident or Claim:	\$50,000	\$50,000
Waiting Period:	12 Hours	12 Hours

Insurance Premium:	\$55,000	\$45,000
Package Annual Fee (License contract and local taxes may apply):	Complimentary	\$30,000
Total Cost:	\$55,000	\$75,000

ENTERPRISE PACKAGE

Please reach out to solution@cyberresilience.com for a comprehensive Enterprise proposal.

EDGE PACKAGE

Learn more about the comprehensive value of the Edge Solution. [Request a demo.](#)

SUBJECTIVITIES

To complete the underwriting process, we require the following additional information:

- 1 Confirm Risk Manager and Security (CISO or equivalent) contact information in order to schedule Resilience Onboarding Exercise (to be scheduled within 30 days of binding)
- 2 Signed and dated warranty statement
- 3 Pre bind: Please describe your network footprint. Provide a list of any and all entities, departments and organizations (and associated websites if relevant) that your network extends to. Is security managed by a centrally located team or more than one security team?
- 4 Pre bind: Please provide a brief synopsis of the social engineering incident including how it occurred, any updates on recovery, etc.

We are not required to bind prior to our receipt and approval of the additional information required above.

ENDORSEMENTS

#	ID	Name	Comments
1	RCE56	Scheduled Circumstance Exclusion	Social engineering incident

OFFERING OVERVIEW

Compare the Resilience Solution Packages

ESSENTIAL

EDGE



Quantified Action Plan

State of Your Risk Analysis summarizes your comprehensive cyber risk profile	✓ Annual	✓ Quarterly
NEW Breach & Attack Simulation tests to validate security posture in minutes	✓ Up to 4 Tests	✓ Up to 12 Tests
ROI-prioritized cyber action plan to translate cybersecurity controls & threats to financial risk		✓
State of Your Vendor Risk Analysis summarizes insights on vendor's cyber risk assessment		✓ Up to 15 Vendors



Cyber Advisory Program

Best practices and "how to" cyber risk management guides and governance templates	✓	✓
Incident response and lifecycle management plan for review and validation	✓ Self Guided	✓ Expert Guided
Annual in-depth tabletop exercise tailored to your organization's risk operations		✓ One 2-hr Virtual TTX
Quarterly meetings with industry-leading cybersecurity and cyber risk experts		✓ Four 1-hr Engagements



Human-in-the-Loop Partnership

Cyber Resilience Onboarding for your organization's key stakeholders	✓	✓
In-house claims & incident management available 24/7	✓	✓
Expert-triaged threats and vulnerabilities notifications tailored to your security posture	✓	✓
NEW Proactive threat hunting and remediation of the most financially damaging cyber threats, leveraging the industry's first Risk Operations Center	✓	✓



Financially-Proven AI Platform

Ongoing visibility into external attack surface risk and dark web exposure	✓ Critical Threat Alerts	✓ + Dark Web Exposure
State-of-the-art quantification models measure financial costs and guide strategies to reduce the likelihood of significant losses		✓
NEW Review and update security controls data to build an enhanced cyber risk profile		✓
Cloud-based assets risk monitoring for AWS, MS 365, and coming soon to Google Workspace		✓



Responsive Policy

Streamlined & comprehensive cyber insurance policy that covers costs and loss	✓	✓
NEW Technology E&O coverage addressing the complexities of technology-related risks	✓	✓
Improved coverage, limits, and retention at mid-term based on ongoing engagement		✓ As Applicable
Hassle-free renewal that bypasses long-form applications		✓ As Applicable

Proposal Presented to Madison County Board of Supervisors

Coverage – Option 1	Proposed Premium	Minimum Earned Premium % If Applicable	Minimum & Deposit Applies (X)	Accepted (Yes/No)
Cyber Liability - Essential	\$30,995.25			
Cyber Liability - Edge	\$57,778.75			

Coverage – Option 2	Proposed Premium	Minimum Earned Premium % If Applicable	Minimum & Deposit Applies (X)	Accepted (Yes/No)
Cyber Liability - Essential	\$59,387.50			
Cyber Liability - Edge	\$80,837.50			

Minimum and Deposit

Some policies may include a minimum and deposit endorsement and are noted above. Once coverage is bound, the premium amount in this Proposal represents the minimum premium due. The carrier has the right to audit your records for final premium determination. Additional premiums will be collected because of underestimated exposures. **No return premium shall be forthcoming.**

Minimum Earned Premium

Some policies may include a minimum earned premium endorsement and are noted above. **No Flat cancellations are allowed.**

Client Authorization to Bind Coverage:

We, Madison County Board of Supervisors, confirm the values, schedules, and other data contained in the proposal are from our records and acknowledge it is our (Madison County Board of Supervisors) responsibility to see that they are maintained accurately.

Madison County Board of Supervisors accepts the above coverages as proposed, including any initialed handwritten changes, by Fisher Brown Bottrell Insurance, Inc.. Please bind coverages effective TBD. I understand that this proposal is only an outline of the insurance policy. It does not include all of the terms, coverages, exclusions, limitations, and conditions included in the insurance policy. Regardless of the terms, limitations, and conditions carried in prior years, this proposal contemplates only the limited terms, conditions, warranties, and exposures represented herein. The insurance policies will include these specific details. An adjustment of premium(s) may be made at the time of policy issuance if necessary.

Signature:

Title:

Date:

Standards of Conduct

Fisher Brown Bottrell Insurance, Inc.'s Commitment

Fisher Brown Bottrell Insurance, Inc. is committed to acting in its clients' best interests by providing quality products and services that meet as well as anticipate our clients' risk management needs. As an insurance agency, we maintain contractual agreements with various insurance companies that allow us to provide our clients with a variety of risk management options in products and services.

In meeting our clients' needs, we will take reasonable measures to obtain quotes from any insurer, with whom we have a business arrangement, which could be the best available insurance provider for our clients. Based on our experience and analysis of your insurance requirements, our agency will recommend the best insurer for your needs. Our associates will not place their own financial or other interests above that of our client.

Fisher Brown Bottrell Insurance, Inc.'s Remuneration and Other Income

Fisher Brown Bottrell Insurance, Inc. is compensated for its services principally through commissions paid by insurance companies or fees paid –directly to us by our clients. Commissions are based on commission schedules established individually by each insurance company and are typically calculated as a percentage of the insurance premium. Client paid fees will be negotiated with you before coverage is bound. Commission and Fees are mutually exclusive, i.e. we will not charge a fee and a commission on the same policy.

Fisher Brown Bottrell Insurance, Inc. also has a variety of compensation arrangements with insurance companies that are not client specific. We believe that these arrangements enhance our ability to access insurance markets and to negotiate favorable terms and conditions on behalf of our clients. You should be aware that we might receive additional income from the following sources:

Interest or Investment Income earned on insurance premiums held by us in Fiduciary Trust.

Expense Allowances or Reimbursements from Insurance Companies and other vendors for (a) educational and professional development programs, (b) managing and administering certain binding authorities and other similar facilities, including claims which may arise, and (c) attendance at insurance company meetings and events, all of which we believe enable more efficient service and competitive terms to be provided to those clients for whom we consider the use of such facilities appropriate.

Our agency may also be eligible to receive various forms of incentive compensation, including contingent commission and other awards and bonuses. This incentive compensation is based upon a variety of factors that may include the volume, growth, profitability, and retention of business we place or other performance measures established by the individual insurers with whom we do business.

Any additional contingent commissions we receive from the insurer are paid directly to the agency and not to the individual employee who is working with you to obtain the products or services you requested.

Please feel free to ask any questions about our compensation generally, or as to your specific insurance proposal or placement, by contacting your Fisher Brown Bottrell Insurance, Inc. Agent directly, or by calling our office. We welcome any comments or suggestion you may have for us.

Current Guide to Best's Ratings

For a complete explanation of Best's ratings, please refer to the *Best's Key Rating Guide*®. Best's ratings reflect their independent opinion, but are not a warranty of a company's ability to meet its obligations to policyholders.

BEST'S RATINGS & BEST'S FINANCIAL PERFORMANCE RATINGS (FPR)

A.M. Best assigns two types of rating opinions, Best's Ratings (letter scale) and Best's FPR (numerical scale). Both ratings involve a quantitative and qualitative evaluation of a company's financial strength, operating performance and market profile. The analysis performed for assigning a Best's FPR is not as rigorous as it is for assigning a Best's Rating. The FPR is assigned to small or new companies which do not meet the criteria required for a Best's Rating. Both ratings provide an overall opinion of an insurance company's ability to meet its obligations to its policy holders.

-----Secure Best's Ratings-----

A++ and A+ Superior
 A and A- Excellent
 B++ and B+ Very Good

----- Vulnerable Best's Ratings -----

B and B- Fair
 C++ and C Marginal
 C and C- Weak
 D Poor
 E Under Regulatory Supervision
 F In Liquidation
 S Rating Suspended

-----Secure FPR Ratings-----

FPR 9 Very Strong
 FPR 8 and 7 Strong
 FPR 6 and 5 Good

----- Vulnerable FPR Ratings -----

FPR 4 Fair
 FPR 3 Marginal
 FPR 2 Weak
 FPR 1 Poor

NOT RATED (NR) CATEGORIES

Companies not assigned either a Best's Rating or FPR opinion are assigned to one of five NR categories. The NR category identifies the primary reason a rating opinion was not assigned to the company.

NR-1.....Insufficient Data	NR-4.....Company Request
NR-2...Insufficient Size and/or Operating Experience	NR-5.....Not Formally Followed
NR-3.....Rating Procedure Inapplicable	

FINANCIAL SIZE CATEGORY (FSC)

Assigned to all companies and reflects their size based on their capital, surplus and conditional reserve funds in millions of U.S. dollars, using the scale below.

FSC I less than 1	FSC V 10 to 25	FSC IX 250 to 500	FSC XIII 1,250 to 1,500
FSC II 1 to 2	FSC VI 25 to 50	FSC X 500 to 750	FSC XIV 1,500 to 2,000
FSC III 2 to 5	FSC VII 50 to 100	FSC XI 750 to 1,000	FSC XV greater than 2,000
FSC IV 5 to 10	FSC VIII 100 to 250	FSC XII 1,000 to 1,250	

Explanation of Admitted Carrier and Non-Admitted Carrier

An **Admitted Insurer** is a company licensed or authorized to sell insurance to the general public. In the United States, admitted companies are licensed on a state-by-state basis and differentiated from surplus lines insurers, which are authorized to sell insurance in a state on a non-admitted basis.

A **non-admitted insurer** is an insurance company not licensed to do business in a certain state. Such insurers can nevertheless write coverage through an excess and surplus lines broker that is licensed in these jurisdictions.