



SAUNDERS
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Example #3 of a “real life” ROI:

Quote from existing client,

“We successfully renewed the earthquake insurance for the building in Garden Grove. Despite the extensive work done—premiums went up from \$24,000.00 to \$30,000.00 per year with the same coverage. I have been assured that we got credit for the work done and the lowered PML rate.

I can only compare the increase to our 150 unit apartment building in Los Alamitos. Earthquake insurance there was \$65,000.00 per year and it just renewed for \$104,000.00 for the same coverage. Based upon this, we definitely received some credit for our retrofit on the property in Garden Grove. I think the insurance companies think we are due for the big one—then ad Katrina, etc...”

In this example, the retrofit did not directly result in a lowered insurance rate, although, it did decrease the amount of the premium increase. Insurance rates increased 60%, on the owner’s building in Los Alamitos; whereas the owner’s building in Garden Grove saw an insurance premium increase of 25%. After comparing the two buildings, the owner feasibly saved 35% off of his insurance premium for the building in Garden Grove, as a direct result of performing the seismic retrofit.