



CITY OF ST. AUGUSTINE BEACH

Date: April 17, 2020

To: Mayor England
Vice Mayor Kostka
Commissioner George
Commissioner Rumrell
Commissioner Samora

From: Beverly Raddatz, MMC, City Clerk

Subject: RFP 20-02 Property Insurance and Risk Management

Background:

The Commission requested in October 2019, to do a Request for Proposal (RFP) on property insurance, risk management and medical insurance. After the City Manager and City Attorney's review of the RFP for property insurance and risk management, I filed RFP 20-02 on Demand Star and the City's webpage on March 19, 2020. Several insurance agencies submitted questions for their analysis on March 26, 2020 and I completed their questions with Amendment 1 and Amendment 2 according to the RFP guidelines of April 2, 2020. Ten proposers were interested in the RFP; however, on April 9th at 3:00 p.m. the City only received three bids from: Florida Municipal Insurance Trust (FMIT), Preferred Government Insurance Trust (PRIA), and Public Risk Management of Florida, (PRM) insurance agencies. I notified all potential bidders before the bid closed to make sure that deliveries were not a factor in not receiving bids as required by April 9th before 3:00 p.m. Only three agencies were interested in bidding. Some other agencies will be bidding on the medical insurance RFP that will be submitted in June 2020 on Demand Star and the City's webpage.

On April 16, 2020 and 10 a.m., an Evaluation Committee met to discuss results of the bids. The Evaluation Committee was comprised of City Manager Royle, City Clerk Raddatz, and Finance Director Douylliez who went over the three proposals.

Budget Analysis:

The Evaluation Committee discussed the three proposals regarding several categories that you will find on Exhibit A. The categories selected from RFP 20-02 and the Committee added points of interest that were found in each bidder's proposal. Currently, FMIT coverage is \$1,000,000; however, there has been a discussion previously to bring our insurance limits to \$2,000,000 when the last RFP for property insurance and risk management was brought to the Commission. Staff believes that \$2,000,000 would be the correct coverage due to adding the weir costs. Staff also believes that \$5,000,000 would be over insuring our City and would increase the costs.

Recommendation:

It is the recommendation of the Evaluation Committee to continue with Florida Municipal Insurance Trust because they have the best prices, coverage, and business stability. Also, because we have seen a credit in premium costs every year from FMIT in 2019 was \$40,000. The Committee feels FMIT would be the most logical choice.

EXHIBT A - RFP 20-02 PROPERTY INSURANCE AND RISK MANAGEMENT

COMPANIES	FMIT	PRIA	PRM
Insurance Rating Used	A+	A+	A+
Price - \$1,000,000 Coverage	179,087.00	217,234.30	Not Quoted
Price - \$2,000,000 Coverage	192,746.00	222,727.00	199,370.00
Price - \$5,000,000 Coverage	208,797.00	232,645.00	201,797.00
Limits	500/per occurrence	1,000/ per occurrence	varies depending on event
Carrier Selection	FMIT is their own	Pref. Gov. Ins. Trust	Page 67
Service History	98 YEARS	28 YEARS	18 YEARS
Municipalities Serviced in FL	550	250	63
Accuracy / Adequacy	Excellent	Excellent	Good
Background	Team of Experts	Team of Experts	Team of Experts
Stability of the Company	\$499,000,000	\$253,000,000	\$40,000,000
Code of Silence	Followed	Followed	Followed
Support	Excellent Team	Support	Support
Training	On site / Webinars	On site / Webinars	Online Training
HR / PRE- Defense Training	Fee HR Attorney	Training / Consulting	Predefense Review
Hurricane Percentage Deductible	2 Percent	3 Percent	2 Percent
Hurricane Recovery Program	SynergyNDA	Loss Prevention Specialist	NorthStar Recovery Services
Weir	\$150,000 pumps	Excluded	\$500,000
COVID-19 / First Responders	Covered	Yes/ Under Certain Protocol	Yes/ Under Certain Protocol
Caps	Unlimited	\$2,000,000	\$50,000,000
Insurance Payments Due	Quarterly / 2 Year Term	100% up front / 2 Year Term	Quarterly / 2 Year Term