

CC2018-02 BROKER INSURANCE SERVICES FOR A PERIOD OF ONE(1) YEAR WITH AN OPTION TO EXTEND TWO(2) YEARS ONE (1) YEAR EXTENSIONS THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION PROPOSAL OPENED JANUARY 10, 2018 AT 11:00AM

CC2018-02 BROKER INSURANCE SERVICES FOR A PERIOD OF ONE(1) YEAR WITH AN OPTION TO EXTEND TWO(2) YEARS ONE (1) YEAR EXTENSIONS THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION				
NUMBER OF RESPONDENTS:	4			
NAME OF BIDDER	BOYNTON&BOYNTON/ALLIANT INSURANCE SERVICES	BORDEN-PERLMAN INSURANCE AGENCY, INC.	ACRISURE, LLC	FAIRVIEW INSURANCE AGENCY & ASSOCIATES, INC.
ADDRESS	21 CEDAR AVENUE	250 PHILLIPS BOULEVARD, SUITE 280	6 DICKINSON DRIVE, BLDG 300, STE 302	25 FAIRVIEW, AVENUE
CITY, STATE, ZIP	FAIR HAVEN, NEW JERSEY 07704	EWING, NEW JERSEY 08618	CHADDS FORD, PA 19317	VERONA, NEW JERSEY 07044
CONTACT NAME	JOHN LYNCH	DOUGLAS BORDERN	LINDSAY KLEIN, MARKETING MANAGER	MICHAEL GRAHAM, COO
TELEPHONE	732-747-0800	609-896-3434	800-543-9755	973-857-0870
FAX	732-530-4220	609-895-1468	610-459-2299	973-857-9645
E-MAIL	JAY.LYNCH@ALLIANT.COM	DBORDEN@BORDENPERLMAN.COM	LKLEIN@ACRISURE.COM	MGRAHAM@FAIRVIEWINSURANCE.COM
STOCKHOLDER DISCLOSURE STATEMENT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA	N/A	N/A	N/A	N/A
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED	REQUIRED PRIOR TO AWARD
NON-COLLUSION AFFADAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AFFIRMATIVE ACTION STATEMENT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DEBAREMENT NOTICE REQUIRED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EIC	CERT.#6161 EXP. 12/15/2020	CERT.#26557 EXP. 05/15/2019	CERT.#1125 EXP. 03/15/2019	CERT.#8189 EXP. 05/15/2019
60-DAY EXTENSION COMPLIANCE	YES	YES	YES	YES
EXCEPTIONS (IF ANY)	NONE	NONE	NONE	NONE
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR
CITY OF TRENTON RESIDENCE POLICY	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REFERENCES	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EMERGENCY SERVICES	YES	YES	YES	YES
YEAR ONE (1) ANNUAL SERVICES FEE	\$75,000.00	NO ADDITIONAL FEE	SEE ATTACHED	SEE ATTACHED PROPOSAL PAGE
OPTION TO EXTEND				
YEAR TWO (2) ANNUAL SERVICES FEE	\$75,000.00	NO ADDITIONAL FEE	SEE ATTACHED	SEE ATTACHED PROPOSAL PAGE
YEAR THREE (3) ANNUAL SERVICES FEE	\$75,000.00	NO ADDITIONAL FEE	SEE ATTACHED	SEE ATTACHED PROPOSAL PAGE
TOTAL PRICE	SEE ATTACHED PROPOSAL PAGE	SEE ATTACHED PROPOSAL PAGE	SEE ATTACHED PROPOSAL PAGE	SEE ATTACHED PROPOSAL PAGE
FATAL FLAW	NONE	NONE	NONE	NONE

City of Trenton
319 East State Street
Trenton, NJ 08608

Re: Request for Broker Insurance Services

To whom it may concern:

Thank you for the opportunity to share our response to your Request for Proposal for City of Trenton.

Borden Perlman proposes to provide Risk Management & Insurance Brokerage services to the City for no additional fee. Borden Perlman will be paid the usual and customary commissions or fees paid by the insurance companies or JIFs. Borden Perlman has provided these services to municipalities for over 50 years.

We are excited for the opportunity to maintain and expand our relationship with you. We are confident that the content embedded within this document truly demonstrates BP's ability to deliver substantial value to City of Trenton including analytics, risk identification, program design, superior coverage terms, overall cost, claims expertise and best in class service.

Our overarching objective is to be an insurance broker and risk management partner that works as an extension of your risk management team, adopting your values and priorities, as well as utilizing the best professionals, process and technology. With these objectives, we will support you in identifying and mitigating risks across your organization, ultimately supporting City of Trenton strategic plans.

We look forward to a positive response to our proposal.

Sincerely,



Douglas Borden

- 250 Phillips Boulevard • Suite 280, Ewing, NJ 08618
- 317 Cleveland Avenue, Highland Park, NJ 08904
- 172 West State Street, Trenton, NJ 08608

COST PROPOSAL

ORIGINAL

Acrisure will accept standard rates payable by the City's current insurance programs and deliver effective solutions with thoughtful loss mitigation and prevention efforts to reduce insurance costs long term.

Acrisure will provide full disclosure of all fees and/or commissions.

Any commission paid to Acrisure is subject to review and approval by the City.

There are no hourly rates over and above the compensation structure outlined and no additional costs.



Lindsay Klein, Account Manager

Acrisure, LLC

January 8, 2018

City of Trenton
Request For Proposals:
Broker Insurance Services

January 8, 2018

Ms. Isabel C. Garcia, QPA
Purchasing Agent
City of Trenton

PRICE PROPOSAL

Insurance carriers recognize the most effective way for their products to enter into the marketplace is through the insurance broker/consultant community. Therefore, insurance carriers have commissions automatically imputed into the rates. Joint Insurance Funds pay "Risk Management Fees" based upon premium assessment (as promulgated by the JIF commissioners). Fairview Insurance would be paid by the private insurance carrier or the Joint Insurance Fund, not directly by the City of Trenton.

Additionally, Fairview Insurance does not impose any additional consulting fees or charges and accepts the standard commissions paid by either the Joint Insurance Fund or private insurance company as payment in full. The commission percentage that Fairview Insurance would accept from insurance providers can range from 6% to 15% typically. If allowed by the Joint Insurance Funds or standard insurance carriers, Fairview Insurance Agency is willing to negotiate the commission level with the City of Trenton and accept a commission level that is approved by the City.

If the City of Trenton would prefer a different compensation structure, such as a flat fee paid by the City, Fairview Insurance is willing to discuss this option and negotiate a fee with the City.

If the City has any questions regarding our pricing proposal, please do not hesitate to contact us. I can be reached at 800-372-2558 ext.151# or via email at lgraham@fairviewinsurance.com.

Thank you,



Lawrence K. Graham, CIC, Vice President
Fairview Insurance Agency Associates, Inc.

Broker Insurance Services for Property & Casualty

Compensation Philosophy

Alliant is comfortable working on a “flat fee” basis, where insurance is quoted from the carrier at zero commission to the broker with the premium “netted down” accordingly. A flat fee basis can be beneficial for both parties because our compensation is not tied to whether or not the client buys more or less insurance, and it allows us to negotiate fair compensation with you based on the hours and expertise required to perform your specific scope of services.

When structuring a compensation proposal, our goal is to be economically aligned with our client and to be compensated fairly for the use of our time and intellectual capital. For these reasons, most of our business is done on a negotiated fee basis.

Our fees are determined by first estimating the anticipated commitment of time and related business expenses all of our team members will incur on behalf of the client. We next consider the level of senior executive involvement and the amount of intellectual capital that will be devoted to the engagement. Lastly, we benchmark the resultant fee to ensure consistency between similar clients and make adjustments where warranted.

Annual Service Fee for Record and Consultant Services:

Year 1	\$75,000
Year 2	\$75,000
Year 3	\$75,000