



Nassau County
Risk Management Coordinator
96160 Nassau Place
Yulee, Florida 32097-3679

(904) 491-7385
(904) 321-5797 FAX

05 OCT -7 PM 2:27
COUNTY COORDINATOR'S
OFFICE

MEMORANDUM

Date: October 7, 2005
To: Mike Mahaney, County Administrator
Mike Mullin, County Attorney
From: Lew Eason
Risk Management Coordinator
Subject: **Administrative Consulting Fee Agreement**

Upon close review of insurance coverages purchased by the County over past years I would recommend continuance of the servicing fee invoiced by John T. Ferreira Insurance Company.

I would also recommend that the Board approve renewal of all coverages prior to the start of each fiscal year.

LE/sm

cc: Elisa Simpson – J.T. Ferreira Insurance
File: Insurance – Consulting Fee

APPROVED
DATE 10/10/05 *BEK*



JOHN T. FERREIRA
INSURANCE 
SINCE 1919

October 7, 2005

Nassau County Board of County Commissioners
96160 Nassau Place
Yulee, FL 32097

Re: Administrative/Consulting Fee Agreement
Property Policy Term: 10/01/05 to 10/01/06

Following is a brief historical outline of the insurance program, specifically the placement of the property insurance, since 2002.

Prior to the 10/1/2002 renewal date, Coregis wrote the Property coverage for Nassau County BOCC. Effective 10/1/2002, Coregis issued non-renewal and John T. Ferreira Insurance was asked to research alternative markets.

John T. Ferreira presented a Comparative Analysis to the BOCC, including coverage and premium options by carrier. Options presented were from PGIT (Preferred Governmental Insurance Trust) and FL League of Cities (FL League).

As you will note, PGIT premiums included agency commission fees but fees for FL League are not built into the premium, thus the Agency fee must be billed separately. This fee was based on the standard industry commission fee of 10%, which also represents the commission previously paid by Coregis as well as the commission fee included in the alternative property program presented by PGIT.

BOCC requested us to place coverage through FL League and the property coverage has remained with FL League since the placement in 2002.

As requested, attached are the following documents:

- > Comparative Analysis Premium Summary from the policy term 2002-2003 outlining the fee associated with the property coverage offered through FL League of Cities.
- > 9/26/02 memo from Risk Management Coordinator to County Attorney outlining Risk Management recommendation in selection of insurance carrier.
- > 2005-2006 Insurance Policy Schedule outlining commission/fee percentages associated with each policy.

Please review and feel free to call me if you have any questions.

Sincerely,

Elisa Simpson, AAI, AIS, CPIW
Vice President

APPROVED

DATE 10/10/05 *BKA*

Premium Summary

Comparative Analysis

| | PGIT | PGIT | FL League | FL League |
|---------------------------|-------------------|---------------------------|-------------------|---------------------------|
| | 10/1/02-03 | w/FACT Auto 10/1/02-03 | 10/1/02-03 | w/FACT Auto 10/1/02-03 |
| Coverage | | | | |
| Property, IM, Crime | 155,757.00 | 186,908.00 | 154,434.00 | 154,434.00 |
| Auto Liability & PIP | 116,196.00 | 90,554.00 | 73,378.00 | 90,554.00 |
| Auto Physical Damage | 21,449.00 | 29,538.00 | 34,398.00 | 29,538.00 |
| | | | | |
| Agency Fee | Included | Included | 26,221.00 | 15,443.00 |
| Total Program Cost | 293,402.00 | 307,000.00 | 288,431.00 | 289,969.00 |



NASSAU COUNTY
RISK MANAGEMENT COORDINATOR
3163 Bailey Road
Fernandina Beach, FL 32034
(904) 321-5925 (904) 321-5784 FAX

9/26/02

To: Mike Mullin
County Attorney

From: Lew Eason
Risk Management Coordinator

A handwritten signature in black ink, appearing to be "Lew Eason".

Re: Property/Casualty Insurance 2003

Please find enclosed information related to marketing research and selection of property and casualty insurance carriers for the County's coverage for 02/03.

As was previously discussed Coregis Insurance waited until the last moment (in accordance with their contract they can cancel up to 45 days prior to renewal date) to tell us they did not intend to renew.

Because Ferreira was successful during our last open bid process for acquiring insurance coverage they ran the ball and conducted the necessary market research and analysis. Further, we could not have found a consultant to prepare RFPs, evaluations and a presentation to the board in time remaining for the 1 October deadline.

I have reviewed the options and would recommend the following:

Auto Coverage: Bituminous (physical damage) and FACT (liability) due to competitiveness of pricing and familiarity with claims handling.

Property Coverage: Florida League of Cities due to

lower deductibles for wind/hail and all other perils
competitiveness of pricing
existing surplus and prior years experience of the Trust

Please feel free to contact me if you have questions.

enclosure
cc: Walt Gossett

file: ins, 2003 property/casualty

| 2005-2006 Insurance Policy Schedule | | | | | |
|-------------------------------------|---|------------------|-------------------|--|------|
| # | Coverage Description | Policy # | Policy Term | Annual Premium Including Commissions/Fee | % |
| 1 | <i>Bocc</i> Public Employee Blanket Bond | 9970122066756700 | 06/18/05-06 | \$1,289 | 20% |
| 2 | <i>Clarv</i> Public Employee Blanket Bond | 97701220252603 | 12/16/04-05 | \$942 | 20% |
| 3 | Workers Compensation | WC3218755 | 10/01/05-06 | \$1,316,896 | 4% |
| 4 | General Liability | FAC2305 | 10/01/05-06 | \$314,892 | 10% |
| 5 | Pollution Liability | FPL7509547 | 03/20/05-06 | \$2,520 | 10% |
| 6 | Auto Liability | FAC2305AU | 10/01/05-06 | \$160,310 | 10% |
| 7 | Auto Physical Damage | CAP3501240 | 10/01/05-06 | \$47,110 | 8.5% |
| 8 | Package (Property, Crime, Inland Marine) | 0913 | 10/01/05-06 | \$351,203 | 10% |
| 9 | Group Life and AD&D | SRG0008053011 | 10/01/05-06 | \$11,123 | 15% |
| 10 | Flood-Burney Park-Main Bldg | 4001747536 | 10/1/2005-06 | \$310 | 15% |
| 11 | Flood-Peters Point - Main Bldg | 4001747585 | 10/1/2005-06 | \$311 | 15% |
| 12 | Flood-Holly Point Park | 4001747619 | 10/1/2005-06 | \$310 | 15% |
| 13 | Flood-5518 First Coast Hwy | 4000566333 | 10/6/2005-06 | \$1,337 | 15% |
| 14 | Flood-25 N 4th St | 4000566432 | 9/16/2005-06 | \$1,867 | 15% |
| 15 | Flood-26-32 S 4th St | 4000566465 | 9/17/2005-06 | \$1,145 | 15% |
| 16 | Flood-408-414 Centre St | 4000566473 | 9/17/2005-06 | \$1,282 | 15% |
| 17 | Flood-191 Nassau Place | 4001746538 | 10/01/05-06 | \$3,492 | 15% |
| 18 | Flood-50 Bobby Moore Circle | 4002003574 | 9/25/05-06 | \$344 | 15% |
| 19 | Jr Lifeguard Student Accident | 4102AH278727-0 | 05/27/05-07/11/05 | \$200 | 15% |
| * | Flood-1620 Nectarine St | TBD | 10/1/2005-06 | \$1,899 | 15% |
| * | Flood-2290 SR 200 | TBD | 10/1/2005-06 | \$1,245 | 15% |

*Pending application completion and premium payment