

GOLDEN GATE BRIDGE, HIGHWAY AND TRANSPORTATION DISTRICT

RESOLUTION NO. 2013-101

**APPROVE ACTIONS RELATIVE TO
REQUEST FOR PROPOSALS NO. 2014-D-2,
INSURANCE ADVISORS AND BROKERAGE SERVICES**

October 11, 2013

WHEREAS, the Golden Gate Bridge, Highway and Transportation District (District) has three distinct Insurance Programs: Marine, Property and Casualty; and,

WHEREAS, since 2008, the District has used two distinct insurance brokers to place all lines of insurance: the insurance and advisory services (Services) for the District's Marine and Property Insurance Programs are provided by Alliant Insurance Services, Inc. (Alliant), and the Services for the District's Casualty Insurance Program are provided by Wells Fargo Insurance Services USA, Inc. (Wells Fargo); and,

WHEREAS, in 2008, the District made the decision to structure the Insurance Advisor and Brokerage Services Request for Proposals (RFP) this way, with the ability to select different insurance brokers for different insurance programs, which is a common practice, or to continue to keep all insurance programs with a single broker; and,

WHEREAS, on July 16, 2013, the District issued RFP No. 2014-D-2, *Insurance Advisor and Brokerage Services* (RFP No. 2014-D-2), to 11 potential proposers; and,

WHEREAS, four proposals were received by the deadline date of August 13, 2013, from the following companies: Wells Fargo, Alliant, Aon Insurance Services West, Inc., and Arthur J. Gallagher & Co. Insurance Brokers of California, Inc.; and,

WHEREAS, an Evaluation Committee reviewed the proposals in accordance with the selection criteria, which includes the company's experience and qualifications at 25%, qualifications and experience of staff at 40%, fee for services at 25% and comprehensiveness and quality of work plan at 10%; and,

WHEREAS, based on these criteria, a three-member final Evaluation Committee interviewed all four companies on September 17, 2013, and determined that Wells Fargo and Alliant were best qualified to provide the Services for the District's insurance programs; and,

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WHEREAS, Wells Fargo received the highest-ranking Casualty Insurance Program evaluation for their company and staff qualifications and work plan; and therefore, it is recommended that the District's Casualty Insurance Program portion of RFP No. 2014-D-2 be awarded to Wells Fargo, at a cost not to exceed \$237,000.00, for a three-year term, with two additional one-year options; and,

WHEREAS, Alliant received the highest-ranking Marine and Property Insurance Programs evaluation for their company and staff qualifications and work plan; and therefore, it is recommended that the District's Property and Marine Insurance Programs portion of RFP No. 2014-D-2 be awarded to Alliant, at a cost not to exceed \$262,672.00, for a three-year term, with two additional one-year options; and,

WHEREAS, requisite funds are available in the FY 13/14 District Division Operating Budget to pay for these Services, which will cover eight months of FY 13/14 and the District is expected to expend approximately \$82,244.00; and,

WHEREAS, including options, the total five-year contracts will be in an amount not to exceed \$395,000.00 with Wells Fargo for the Casualty Insurance Program, and \$180,512.00 with Alliant for the Marine Insurance Program and \$267,956.00 with Alliant for the Property Insurance Program; and,

WHEREAS, the Finance-Auditing Committee, at its meeting of October 10, 2013, has so recommended; now, therefore, be it

RESOLVED that the Board of Directors (Board) of the Golden Gate Bridge, Highway and Transportation District (District) hereby approves actions relative to Request for Proposals No. 2014-D-2, *Insurance Advisors and Brokerage Services*, as follows:

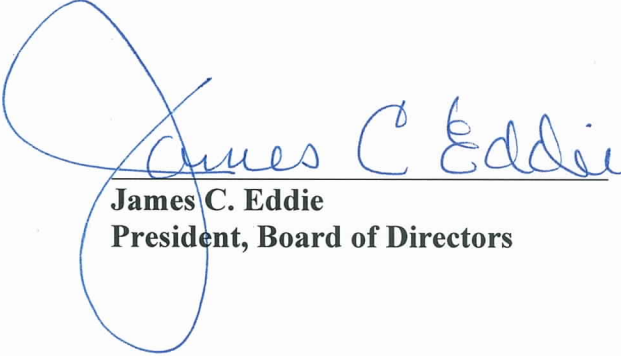
- (1) Authorizes execution of a Professional Services Agreement (PSA) with Wells Fargo Insurance Services USA, Inc., San Carlos, CA, for a three-year term, for a total amount not to exceed \$237,000.00, for the Casualty Insurance Program;
- (2) Authorizes execution of a PSA with Alliant Insurance Services, Inc., San Francisco, CA, for a three-year term, for a total amount not to exceed \$262,672.00, for the Marine and Property Insurance Programs; and,
- (3) Authorizes the General Manager and/or his designee to exercise two one-year options at his discretion; and, be it further

RESOLVED that requisite funds are available in the FY 13/14 District Division Operating Budget, and will be budgeted in future years accordingly.


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ADOPTED this 11th day of October 2013, by the following vote of the Board of Directors:

- AYES (15):** Directors Arnold, Belforte, Breed, Cochran, Fredericks, Moylan, Rabbitt, Reilly, Sears, Snyder, Theriault and Yee; Second Vice President Stroeh; First Vice President Grosboll; President Eddie
- NOES (0):** None
- ABSENT (4):** Directors Campos, Pahre, Sobel and Wiener



James C. Eddie
President, Board of Directors

ATTEST: 
Janet S. Tarantino
Secretary of the District