

# alexander | murray agency

*Taking care of you. Then, now and tomorrow.*

## Owner/Agents

Dick Alexander  
1960-1992

Ed Murray  
1975-2012

Dennis Hermann  
2009-current

To: Mayor, City Council, & Staff

From: Dennis Hermann



Date: 6/6/2019

Re: City of Washington, Property & Liability Coverage Proposals

For July 1, 2019 to July 1, 2020 term

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On June 4, 2019 we received proposals from three insurance providers based on a Request for Proposals (RFP) and specifications issued by Alexander Murray Agency on April 9, 2019. Said RFP and specification was substantial based on the existing coverage currently provided by Travelers Insurance other than some updates on the schedule of property adding items and increasing valuations.

Attached, find a tabulation of the three proposals we received. We find each of the proposals to be substantially responsive to the RFP and specifications. The low proposal is from Burnham & Flower/Tokio Marine-HCC at a total estimated premium of \$135,574. Due to a minor change on the auto schedule of values that I am making to update a valuation we received after the schedule was released to bidders, the final premium amount could be slightly higher. The City was previously insured through Burnham & Flower from April 1, 2013 thru July 1, 2016 during which time they handled a significant property claim for tornado damage at WWTP #2. The current term premium with Travelers is \$156,560. Burnham & Flower quote is therefore a savings to the City of \$20,986 compared to prior term, or roughly a 13.4% decrease. This is a very very good offering.

Full details on the coverages are provided in the proposal which is included in your agenda.

It is our recommendation to accept the proposal from Burnham & Flower for the term July 1, 2019 thru July 1, 2020 for \$135,574.

I want to thank the Mayor and Council for the opportunity to again present an offering for coverage renewal. And I would also like to thank City staff including, Joanie, Ed, Kevin, and Jeff for their time to help accumulate details for this proposal process.

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City of Washington  
Property/Casualty Proposal Tabulation  
Received June 4, 2019  
Term July 1, 2019 to July 1, 2020

Broker:

Carrier:

Coverages:

Property( Includes Crime and Inland Marine)

General Liability

Employee Benefits Liability

Law Enforcement Liability

Public Entity Management Liability

Public Entity Employment Related Liability

Prior Acts/Claims made tail coverage

Auto Liability

Auto physical damage

Umbrella

Subtotal

Cyber

Total

Difference from low proposal

PREMIUM BREAKDOWN			
TRAVELERS	BLISS MCKNIGHT	BURNHAM & FLOWER	
TRAVELERS	BLISS/CHUBB	TOKIO MARINE/HCC	
\$41,496	\$35,095	Incl	
\$16,161	\$87,205	Incl	
\$192	\$668	Incl	
\$23,304	Incl in GL	Incl	
\$14,397	Incl in GL	Incl	
\$7,521	\$6,527	Incl	
Incl	\$3,305	Incl	
\$29,515	\$39,439	Incl	
\$8,907	Incl in Auto liability	Incl	
\$24,899	Incl in GL	Incl	
\$166,392	\$172,239		\$130,359
\$6,355	\$6,500		\$5,215
\$172,747	\$178,739		\$135,574
\$37,173	\$43,165	-	