

Phase II Cost Data Form
Qualifications for Insurance Broker Services; RFQ BC-06-30-09-34
Option #2

Should Leon County wish to consolidate all of their insurance coverages and brokerage services to a single broker/consultant, J. Smith Lanier & Co. (JSL) proposes to provide Brokerage and Consulting Services, on an Annual Fee basis, for all of the following coverages outlined in the RFP, excluding Workers Compensation TPA Services:

Property/Boiler & Machinery
General Liability
Public Officials Liability & EPL
Auto Liability and Physical Damage
Excess Workers Compensation
Medical Malpractice
Storage Tank Liability/Pollution
Accidental Death & Dismemberment
Aviation
Volunteer Fire Services Coverage

Annual Fee -- Year 1 - \$80,000
 Year 2 - \$80,000
 Year 3 - \$80,000

It is understood that JSL will not receive commissions from the insurance carriers for the policies listed above. In the event the insurance coverages described above cannot be written on a no-commission basis or commissions are received by JSL, such commissions will be disclosed to you prior to placement for your approval and offset against the annual fee.

The fee paid to JSL shall not include any premiums, surplus lines, sales, use, excise or other taxes or related fees. All related fees and taxes except those based on the income of JSL are the responsibility of the Leon County and shall be separately billed.

The fee paid to JSL shall not include fees or premiums charged by a wholesaler, intermediary or other parties used by JSL in the placement and service of coverage or programs for Leon County. All fees or premiums charged to JSL by a wholesaler, intermediary, or other party are the responsibility of the Leon County and shall be separately billed.

In the event there is are coverages placed in addition to those listed above they will be outside of this agreement, and subject to additional fees or commissions for JSL.

PHASE II COST DATA FORM
QUALIFICATIONS FOR INSURANCE BROKER SERVICES; RFQ BC-06-30-09-34
All SEALED BIDS DUE NO LATER THAN AUGUST 18, 2009 2:00 P.M.
Tail coverage and/or retroactive dates must be addressed where appropriate.
All coverages are effective 10/1/09 through 9/30/10

Broker:

#	Description	Coverage/Service	Annual Premium Amount	Proposed Provider/Insurer	Coverage Option	Commission/Fee
1	Property (includes Boiler & Machinery with Policy Limit of \$50MIL)	Buildings, Contents, EDP, Inland Marine, Mobile Equipment, Boiler & Machinery TIV \$150,000,000 Policy Limit \$150,000,000 Ded. \$25,000/3% named windstorm		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$
2	General Liability	Bodily Injury & Property Damage; Personal Injury & Advertising Injury; Products & Completed Operations Policy Limit \$3MIL/\$6MIL Ded. \$10,000		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$
3	Public Official Liability & EPL	Policy Limit \$3MIL/\$3MIL Ded. \$25,000		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$
4	Automobile Liability	352 Units – Auto Liability 160 Units – Comprehensive 192 Units – Collision Policy Limit \$3MIL Ded. 10,000		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$
5	Excess Workers' Compensation	SIR \$350,000 Part I – Statutory Part II - \$1MIL Estimated Payroll \$70,000,000		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$

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Broker:

6	Excess Workers' Compensation	SIR \$500,000 Part I – Statutory Part II - \$1MIL Estimated Payroll \$70,000,000		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$
7	Third Party Administrator, WC	Claims adjusting; Litigation Management; Subrogation		TBD by County	This line of coverage may be purchased separately yes no (circle one). If no, this line must be bundled with _____.	Commission (circle one) Yes No Included in Cost Option 2 Fee in addition to Premium (circle one) Yes No If yes, amount: \$

The successful proposer for General Liability (including Employment Practices and Public Official Liability) will be assigned the responsibility to market and secure Pollution Liability, Accidental Death and Dismemberment, Volunteer Fire Services and Aviation Liability as indicated below:

1	Storage Tank Liability/Pollution	Public Entities, Tanks & Landfills Policy Limit \$5MIL Ded.\$10,000 Public Entities \$25,000 Tanks & Landfills	Included in Cost Option 2
2	Accidental Death & Dismemberment	Law Enforcement: Occupational: \$60K Fresh Pursuit: \$60K Intentional Death: \$180K Community Services Program: Blanket Accident Insurance Policy Limit: Medical: \$5,000 A D & D: \$10,000	Included in Cost Option 2

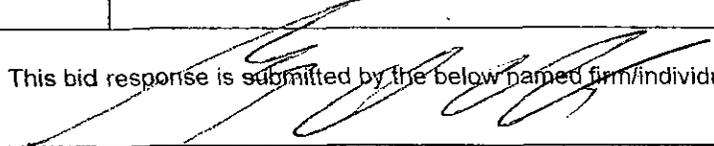
Broker:

3	Aviation	Law Enforcement Use: 2 Helicopters, liability only 1 Helicopter, hull coverage 1 FLIR System Policy Limit: \$100K/Passenger \$1MIL/Occurrence Ded. \$1K Not In Motion 5% of Insured Value: In Motion
4	Volunteer Fire Services	1. Package: Property; General Liability; Crime; Portable Equipment; Management Liability Policy Limits: Property: \$54,675 Ded. \$250 General Liability: \$1MIL/2MIL Ded. N/A Crime: \$25,000 Ded. N/A Portable Equipment: Guaranteed Replacement Cost Ded. \$100 2. Commercial Auto: Liability: \$1MIL AV or ACV Ded. \$100

Included in Cost
Option 2

Included in Cost
Option 2

This bid response is submitted by the below named firm/individual by the undersigned authorized representative:


Authorized Representative, Signature

8-18-09
Date

16 GREG A. DELWACY
Authorized Representative, Printed