



- Administration
 - Policy Holder Relations
 - Financial Services/
Underwriting
 - Health Claims
 - Workers' Compensation Claims
 - Property & Liability Claims
- Post Office Box 538135
Orlando, FL 32853-8135
- Post Office Box 538140
Orlando, FL 32853-8140
- Post Office Box 538135
Orlando, FL 32853-8135
- 800-445-6248
407-367-1800
Fax 407-425-9378
www.flcities.com

DAVID P. MURRAY CLU, CII
MANAGER – SALES & MARKETIN
POLICY HOLDER RELATION:

August 26, 2009

To: Keith Roberts, Purchasing Director
Leon County Board of County Commissioners

Re: Secondary Request for Proposal

Dear Mr. Roberts,

Following several discussions with Tom Conley, the Account Executive for the Florida Municipal Insurance Trust in the North Florida Area, as well as my colleagues here in Orlando, I am communicating to inform you that the FMIT does not plan to respond to the "Secondary RFP" recently released by the Leon County Board of County Commissioners seeking re-proposal of certain Property Coverage's.

The FMIT has, in good faith, offered a comprehensive and competitive program based on the formal RFP released by the County. Our coverage limits and premiums stand on their own as a representation of our response to the County's RFP. We continue to stand by our quote. We are confident that our proposal more than meets the needs of Leon County.

We do understand that the County is interested in receiving a Proposal reflecting a 5% Wind Deductible from the FMIT. Although we do not feel a 5% Wind Deductible is in the County's best interest (the FMIT offers a 3% Wind Deductible for Inland Counties, as requested by the original RFP) we will match the 5% Wind Deductible, Premium, and any Limits proposed by the PGIT.

We are aware that representatives from Brown & Brown/PGIT have suggested that the use of a 5% Wind Deductible is appropriate given that in their view the FEMA, in the instance of a Named Storm / significant weather event, will absorb the 5% for the County. We have provided the County with information relative to the PGIT suggestion and FEMA's position on deductible reimbursement. In short, we believe this is a flawed strategy.

All of us at the FLC/FMIT thank you for giving us the opportunity to respond to this RFP and we look forward to becoming the insurer of choice for Leon County for many years to come.

Best regards,

COST DATA FORM – PROPERTY VARIABLES QUOTE, ONLY
 QUALIFICATIONS FOR INSURANCE BROKER SERVICES; RFQ BC-06-30-09-34
 All SEALED BIDS DUE NO LATER THAN AUGUST 28, 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	Please see attached letter from David Murray		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 Fee in addition to Premium (circle one) Yes No If yes, amount: \$
2	Property (includes Boiler & Machinery with Policy Limit of \$50MIL)	Buildings, Contents, EDP, Inland Marine, Mobile Equipment, Boiler & Machinery TIV \$125,000,000 Policy Limit \$125,000,000 Ded. \$25,000/5% named windstorm			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 Fee in addition to Premium (circle one) Yes No If yes, amount: \$

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

Tom Conley 8/26/09
 Authorized Representative, Signature Date
 Tom Conley
 Authorized Representative, Printed