



July 22, 2010

Leon County Board of County Commissioners
Attn: Karen Harrell, Risk Manager
301 South Monroe Street
Tallahassee, FL 32301

Re: Bid for Property and Casualty Insurance Program

Dear Ms. Harrell:

We appreciate the opportunity to present you with our response to your request for Bid on your Property and Casualty Insurance Program. As always, we welcome the opportunity to meet with you at any time to discuss this matter.

The Florida League of Cities Insurance Program was established in 1977 to provide an affordable insurance alternative for the governmental entities of Florida. Over the years the Florida Municipal Insurance Trust has evolved into one of the largest public entities programs in the United States and is recognized for its outstanding service and broad coverage forms.

The Trust, governed by a board of elected officials, is a non-assessable, non-profit, tax-exempt risk sharing pool. It has superior financial strength presently highlighted by \$417 million in assets, \$220 million in surplus and over 600 members. With over 100 insurance professionals serving the FMIT, we have the resources and the product offering necessary to design a risk management solution to fit the unique coverage issues facing your City.

When examining other insurance markets, it will become obvious that our self-insured group concept is a most attractive insurance alternative. To be certain, the FMIT is highly qualified to meet all your risk management needs. Our expertise in the areas of public entity coverages, coupled with our outstanding claims, loss control, and a nationally recognized fraud (SIU) department translates to considerable service and savings.

Thank you for your time and consideration. We look forward to the chance to meet with you sometime in the near future.

Sincerely,

Tom Conley, Florida League of Cities
North Florida Account Executive
850-251-8722
tconley@flcities.com

COST DATA SHEET

RE: Leon County 10/1/10 - 09/30/11 Insurance Coverage
 All SEALED BIDS DUE NO LATER THAN JULY 22, 2010 2:00 P.M.

Tail coverage and/or retroactive dates must be addressed where appropriate.
 All major coverages are effective 10/1/10 through 9/30/11

#	Description	Coverage/Service	Annual Premium Amount	Proposed Provider/Insurer	Coverage Option
1	Property (includes Boiler & Machinery with Policy Limit of \$50MIL)	Buildings, Contents, EDP, Inland Marine, Mobile Equipment, Boiler & Machinery TIV \$278,453,217 Policy Limit \$150,000,000 Ded. \$25,000/%3 named windstorm	\$668,381	Florida Municipal Insurance Trust	This line of coverage may be purchased separately <u>yes</u> /no (circle one); if no, this line must be bundled with _____
2	General Liability	Bodily Injury & Property Damage; Personal Injury & Advertising Injury; Products & Completed Operations Policy Limit \$3MIL Ded. \$10,000	\$258,392	Florida Municipal Insurance Trust	This line of coverage may be purchased separately <u>yes</u> /no (circle one); if no, this line must be bundled with _____
3	Public Official Liability & EPL	Policy Limit \$3MIL Ded. \$10,000	\$189,330	Florida Municipal Insurance Trust	This line of coverage may be purchased separately <u>yes</u> /no (circle one); if no, this line must be bundled with _____
4	Professional Liability (Med Mal) EMT/Paramedics, Medical Director only	Policy Limit \$3MIL Ded. \$10,000	Included in GL premium	Florida Municipal Insurance Trust	This line of coverage may be purchased separately <u>yes</u> /no (circle one); if no, this line must be bundled with _____
5	Automobile Liability and Physical Damage \$1,000 comp & coll deductible.	352 Units - Auto Liability 160 Units - Comprehensive 192 Units - Collision Policy Limit \$3MIL Ded. 10,000	\$137,088	Florida Municipal Insurance Trust	This line of coverage may be purchased separately <u>yes</u> /no (circle one); if no, this line must be bundled with _____
6	Excess Workers' Compensation	SIR \$500,000 Part I - Statutory	Duplicate Entry	Florida Municipal Insurance Trust	This line of coverage may be

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		Part II - \$1MIL Estimated Payroll \$75,000,000			purchased separately <input checked="" type="radio"/> yes/ <input type="radio"/> no (circle one); if no, this line must be bundled with
7	Excess Workers' Compensation	SIR \$500,000 Part I - Statutory Part II - \$1MIL Estimated Payroll \$78,584,935	\$139,493	Florida Municipal Insurance Trust	This line of coverage may be purchased separately <input checked="" type="radio"/> yes/ <input type="radio"/> no (circle one); if no, this line must be bundled with
8	Third Party Administrator, WC	Claims adjusting; Litigation Management; Subrogation	Variety of options, please see Tab 'Proposal for TPA Claims Handling Services'	ASC	This line of coverage may be purchased separately <input checked="" type="radio"/> yes/ <input type="radio"/> no (circle one); if no, this line must be bundled with

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
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
3	Aviation	Law Enforcement Use: 2 Helicopters, liability only. 1 Helicopter, hull coverage 2 FLIR Systems Policy Limit: \$100K/Passenger \$1MIL/Occurrence

		Ded. \$1K Not In Motion 5% of Insured Value: In Motion
4	Volunteer Fire Services	<p>1. Package: Property; General Liability; Crime; Portable Equipment; Management Liability</p> <p>Policy Limits: Property: \$54,675 Ded. \$250</p> <p>General Liability: \$1MIL/2MIL Ded. N/A</p> <p>Crime: \$25,000 Ded. N/A</p> <p>Portable Equipment: Guaranteed Replacement Cost Ded. \$100</p> <p>2. Commercial Auto: Liability: \$1MIL AV or ACV Ded. \$100</p>

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

Florida League of Cities, Inc.

Firm Name

Tom Conley

Authorized Representative, Signature

Tom Conley, Account Executive
Authorized Representative, Printed

Date: 7/19/2010