

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Museums & Cultural Affairs/Museum of Art

AGENDA DATE: January 20, 2009

CONTACT PERSON/PHONE: Michael Tomor, Museum Director

DISTRICT(S) AFFECTED: All Terrence Freiburg, Purchasing Manager, 541-4313

SUBJECT:

Approve the award of the Fine Arts Insurance Coverage to Huntington T. Block for an initial three-year period from January 1, 2009 through December 31, 2011 with two one year options to renew (January 1, 2012 through December 31, 2013) at an initial annual cost of \$27,000.00.

BACKGROUND / DISCUSSION:

The current Fine Arts property coverage expired on December 31, 2008. The current carrier has agreed to bind the coverage through January 22, 2009. The City 's current fine arts policy is for \$60M with a \$50,000 deductible. The City released a request for proposal #2009-034R on September 30, 2008. Proposals were received on November 12, 2008. Eleven companies were solicited, 18 proposals with various deductible levels were received from three different brokers/agents. Brokers/agents submitting proposals were Huntington T. Block Insurance Agency, Inc. (5 proposals through Ace American Insurance Company and Ace Fire Underwriters Insurance Company), Wells Fargo Insurance Services, Inc. (3 proposals through Travelers Lloyds Insurance Company), Willis of Maryland, Inc (10 proposals through XL Specialty Insurance Company). The review committee consisted of Michelle Villa, Registrar, Museum of Art, Christian Gerstheimer, Curator, Museum of Art, Irene Y. Morales, Risk Manager, OMB, Rebecca Ramirez, Consultant, Risk and Insurance Management Consultants, Inc.

All the proposals submitted were for \$60M in coverage. There were five proposals submitted by Willis of Maryland, Inc. that had limits below the minimum that were required in the request for proposal; these five proposals were not accepted. The committee reviewed the remaining 13 proposals. The rfp specified the acceptable deductible amounts of zero, \$10,000, \$25,000, \$50,000 and \$100,000. The proposals with the same deductible amount were grouped together for review purposes. The committee decided an acceptable deductible amount for the Museum of \$50,000 per occurrence. The proposal from Huntington T. Block Insurance Agency, Inc. with a \$50,000 deductible received the highest rating from the committee. The ratings and rating criteria is attached for the proposals with a \$50,000.00 deductible.

The committee elects to recommend coverage with the incumbent, Huntington T. Block Insurance Agency due to exemplary past performance, a history of excellence in customer service, and an impeccable reputation within the museum community.

PRIOR COUNCIL ACTION:

Council awarded the initial proposal in December 2003 and awarded an extension to the existing Fine Arts Policy in December 2006.

AMOUNT AND SOURCE OF FUNDING:

54010249 (Art Museum Administration) - 01101 (General Fund) 504409 - (Property Expense)

BOARD / COMMISSION ACTION: NA

*****REQUIRED AUTHORIZATION*****

LEGAL: (if required) _____

FINANCE: (if required) _____

DEPARTMENT HEAD:  _____

APPROVED FOR AGENDA:

CITY MANAGER: _____

DATE: _____

PROJECT FORM

DATE: DECEMBER 30, 2008

PROJECT: FINE ARTS MUSEUM INSURANCE
RFP NO: 2009-034R DEPARTMENT: OFFICE OF MANAGEMENT AND
BUDGET/INSURANCE AND BENEFITS AND MUSEUM OF ART
BUDGET#: 54010249-504409-01101
FUNDING SOURCE: MUSEUM OF ART - PROPERTY INSURANCE EXPENSE
RESPRESENTATIVE DISTRICT(S): All

VENDOR: HUNTINGTON T. BLOCK
INSURANCE AGENCY
HOUSTON. TX
ITEMS All
AMOUNT: \$27,000.00/YR.
CONTRACT PERIOD: 3 YEARS
OPTIONS: TWO (1YR) PERIODS
DISCOUNT - NONE

TOTAL AWARD: \$81,000.00

Financial Services, Purchasing Division and the Review Committee, based on evaluation factors established for this RFP recommend award to Huntington T. Block Insurance Agency. Contract Period: 01/01/2009 through 12/31/2011

This is a three (3) year contract with the option to extend the contract for two additional one year periods.

PROPOSALS SOLICITED 11
PROPOSALS LOCALS 04
PROPOSALS RECEIVED 03
BIDS SVCS 06
"NO BIDS" RECEIVED 00
CURRENT TAXES PAID
OUT-OF-TOWN

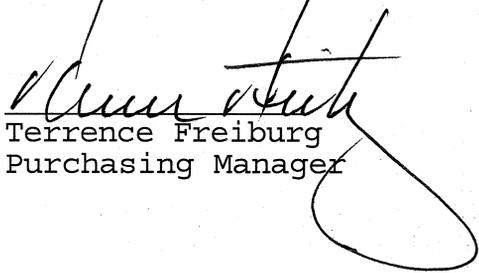
TOTAL AWARD: \$81,000.00

FUNDS: AVAILABLE NOT AVAILABLE COMPTROLLER

COUNCIL: APPROVED REJECTED CITY CLERK

APPROVED:

COUNCIL MEETING OF JANUARY 20, 2009


Terrence Freiburg
Purchasing Manager

Committee Score Sheet

Solicitation Number: 2009-034R

\$50,000 Deductible	Huntington T. Block Insurance Agency, Inc., Option 4 (Ace American & Ace Fire Underwriters Ins. Co.)	Wells Fargo Insurance Services, Inc. (Travelers)	Willis of Maryland, Inc., Option ID (XL Specialty Insurance Company)	Willis of Maryland, Inc., Option IID (XL Specialty Insurance Company)
Proposal Rates – Rates, fees for service provided, retention, total risk assumed and total cost – 50 points max.	47.67	(1)	(2)	50.00
Annual Premium	\$27,000			\$25,740
Policy Coverage – Ability to provide those coverages and endorsements requested and any limitations, exclusions or exceptions – 30 points max.	30.00	(1)	(2)	30.00
Service capabilities, reputation, A. M. Best Rating responsiveness, and financial stability – Experience of company on similar contracts, company financial ratings and responsiveness – 20 points max.	20.00	(1)	(2)	17.50
GRAND TOTAL (Maximum 100 pts)	97.67	(1)	(2)	97.50

(1) Wells Fargo Insurance Services, Inc. did not submit a proposal with a \$50,000 deductible.

(2) Willis Option ID proposal was submitted with limits that did not meet the requirements of the RFP and were non-responsive.

HUNINGTON T BLOCK
INSURANCE AGENCY
1330 POST OAK BLVD STE900
HOUSTON, TX 77056

FINE ART RISK MANAGEMENT INC.
1530 WILSON BLVD SUITE 900
ARLINGTON, VA 22209 *UT*

HENDERSON PHILIPS FINE ARTS
DIV OF ARTHUR J GALLAGHER & CO
1850 M STREET STE 1060 STE1060
WASHINGTON, DC 20004

WELLS FARGO INSURANCES
SERVICES INC.
2505 E MISSOURI
EL PASO, TX 79903

JOHN D WILLIAMS CO
415 E YANDELL *Change of address*
EL PASO, TX 79901 *2nd E-main Dr. Ste 800*
El Paso, TX 79901

STINSON & SONS INSURANCE
9900 MONTANA AVE STE B *RIS*
EL PASO, TX 79925-35 *Change of address*
2000 N. Lee Trevino Dr. Ste. P

VICTOR O. SCHINNERER & CO., INC.
333 CLAY STREET, SUITE 1215
HOUSTON, TEXAS 77002
ATTN: HEENA PATEL *UT*

GOVERNMENTAL RISK SOLUTIONS, LLC
dba GRS INSURANCE SERVICES, LLC
2591 NORTH DALLAS PARKWAY, STE 300
FRISCO, TX 75034

WILLIS FINE ARTS JEWELRY &
SPECIE
6700-A ROCKLEDGE DR 5TH FLOOR
BETHESDA, MD 20817-1824

TRAVELERS INLAND FINE ARTS DEPT
485 LEXINGTON AVE STE 400
NEW YORK, NY 10017

INFINITE INSURANCE AGENCY
ATTN: ABRAM DE LA CANAL
2931 GEORGE DIETER SUITE B
EL PASO, TX 79936