CITY OF EL PASO, TEXAS
REQUEST FOR COUNCIL ACTION (RCA)

DEPARTMENT: Aviation

AGENDA DATE: March 25, 2008

CONTACT PERSON/PHONE: Patrick T. Abeln, A.A.E., Director of Aviation – 780-4736
Terrence Freiburg, Purchasing Manager – 541-4313

DISTRICT(S) AFFECTED: 3

SUBJECT:
Award solicitation 2008-107R - "Comprehensive Airport Liability Insurance" for the Department of Aviation, to Wells Fargo Insurance Services of Texas, Inc., (Illinois National Insurance Company) per the recommendation of the Evaluation Committee and the Department of Aviation. Wells Fargo Insurance Services of Texas provided the best proposal to meet the needs of the Department of Aviation. This is a three (3) year contract based on a Request for Proposal (RFP). An annual premium of $79,795.00 was offered for the 1st year. Annual premiums for years 2 and 3 will be contingent upon loss runs and any State mandated modifiers.

BACKGROUND / DISCUSSION:

A spread sheet outlining information from proposals and the committee evaluation sheet are included in the agenda back up.

PRIOR COUNCIL ACTION:
N/A.

AMOUNT AND SOURCE OF FUNDING:
$79, 795.00
62620001-504402-40101
EPIA Enterprise Funds

BOARD / COMMISSION ACTION:

N/A

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

LEGAL: (if required) _____ **FINANCE:** (if required) _____

DEPARTMENT HEAD: PATRICK ABELN
(Example: if RCA is initiated by Purchasing, client department should sign also)
Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA:

CITY MANAGER: _____ **DATE:** _____

PROJECT FORM

DATE: March 10, 2008

PROJECT: Comprehensive Airport Liability Insurance
BID NO: 2008-107R DEPARTMENT: Department of Aviation
BUDGET NO: 62620001-504402-40101 (1st year premium - $79,795.00)
FUNDING SOURCE: EPIA Enterprise Funds
REPRESENTATIVE DISTRICT(S): 3

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RECOMMENDATION:

VENDOR: Wells Fargo Insurance Services of Texas
(Illinois National Insurance Company)
El Paso, TX
ITEM(S): All
AMOUNT: $79,795.00 (1st year premium)

The Departments of Aviation and Financial Services recommend award as indicated. The review committee, based on evaluation factors established for this procurement, recommend award to the highest ranked proposer as indicated.

This is a three (3) year contract based on a Request for Proposal (RFP). Fixed rates are quoted for the 1st year offered. The Contract will officially begin at 12:01 AM, April 1, 2008. First year premium is $79,795.00. Annual premiums for years 2 and 3 will be contingent upon loss runs, and State mandated modifiers.

One vendor was determined to be non-responsive since the minimum levels of insurance coverage were not quoted.

Furthermore, it is requested that staff be authorized to negotiate, the City Attorney's Office to review and that the City Manager execute any additional documents as necessary.

BIDS SOLICITED- 22 (13 local)
BIDS RECEIVED- 04
"NO BID" RECEIVED - 00

TOTAL RECOMMENDED AWARD: $239,385.00

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COUNCIL APPROVED ☐ REJECTED ☐ MUNICIPAL CLERK _____

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APPROVED:

Terrence Freiburg
Purchasing Manager

COUNCIL:
MEETING DATE-March 25, 2008

El Paso International Airport

TO: Pete Dunavant
Financial Services Department-Purchasing Division

FROM: Patrick T. Abeln, A.A.E.
Director of Aviation

DATE: March 7, 2008

SUBJECT: SOLICITATION 2008-107 – COMPREHENSIVE AIRPORT LIABIILTY INSURANCE

RECOMMENDATION:

Award Solicitation 2008-107R to Wells Fargo Insurance Services of Texas, Inc. The Evaluation Committee reviewed the proposals and recommends award as indicated. This firm received the highest rating and has provided the best proposal to meet the needs of the Department of Aviation.

Funding is available in 62620001-504402-40101 - EPIA Enterprise Funds. The estimated annual expenditure is $79,795.00.

BROKER	KEY AND PISKURAN	STINSON	WELLS FARGO	WELLS FARGO #2
PREMIUM	w/$2,500/$50.000 deductible = $121,334	w/$2,500/$50,000 deductible = $129,595	w/$2,500/$50,000 deductible = $79,795	w/$2,500/$50,000 deductible = $144,106
	w/$5,000/$50,000 deductible =$115,267	w/$2500/$100,000 deductible = $125,400		w/$2500/$100,000 deductible = $134,200
CARRIER	STARR AVIATION/FEDERAL INSURANCE CO.	OLD REPUBLIC INSURANCE COMPANY	ILLINOIS NATIONAL INSURANCE COMPANY	ACE PROPERTY AND CASUALTY INS. CO.
	Group	Group	Pooled	Pooled
A.M. BEST RATING	A++/XV Policyholder surplus>$2billion	A+/XI Policyholder surplus $750m to $1Billion	A+/XV Policyholder surplus >$2billion	A+/XV Policyholder surplus >$2billion
COVERAGE LIMITS				
PREMISES LIABILITY	$100,000,000 per occurrence	$100,000,000 per occurrence/Aggregate *	$100,000,000 per occurrence	$100,000,000 per occurrence
MEDICAL PAYMENTS	$5,000 per person each occurrence	$5,000 per person each occurrence	$5,000 per person per occurrence	$5,000 per person per occurrence
PRODUCTS/COMPLETED OPERATIONS	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	Bodily Injury $100 million/occurrence	$100,000,000 per occurrence/aggregate
			Property Damage $100 milllion Aggregate	
HANGARKEEPERS LEGAL	$100,000,000 for each aircraft and each loss	$50,000,000 for each aircraft and each loss	$100,000,000 for each aircraft and each loss	$100,000,000 for each aircraft and each loss
PERSONAL INJURY/ADVERTISING	$25,000,000 per occurrence/Aggregate	$25,000,000 per occurrence/Aggregate *	$25,000,000 per occurrence/Aggregate	$50,000,000 per occurrence/aggregate
CONTRACTUAL	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence
HOST LIQUOR	$25,000,000 per occurrence/Aggregate	$25,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/aggregate
INDEPENDENT CONTRACTORS	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence
MALPRACTICE	$25,000,000 per occurrence/Aggregate	$25,000,000 per occurrence/Aggregate	$25,000,000 per occurrence/Aggregate	$50,000,000 per occurrence/aggregate
NON-OWNED AIRCRAFT LIABILITY	$100,000,000 per occurrence/Aggregate	$50,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate	$50,000,000 per occurrence/aggregate
AUTO (ON AIRPORT)	$100,000,000 per occurrence/Aggregate	$100,000,000 per occurrence/Aggregate *	$100,000,000 per occurrence/Aggregate	$50,000,000 per occurrence/Aggregate
	primary coverage	primary coverage	primary coverage	primary coverage**
EXCESS AUTO (OFF AIRPORT)	$25,000,000 per occurrence/Aggregate	$25,000,000 per occurrence/Aggregate	$25,000,000 per occurrence/Aggregate	$50,000,000 per occurrence/aggregate
	excess of primary Auto coverage with other	excess of primary Auto coverage with other	excess of primary Auto coverage with other	excess of primary Auto coverage with other
	insurer of $1,000,000	insurer of $1,000,000	insurer of $1,000,000	insurer of $1,000,000
EXCESS EMPLOYERS LIABILITY	$25,000,000 X/S OF $1,000,000	$25,000,000 x/s of $1,000,000	$25,000,000 per occurrence/Aggregate	$50,000,000 x/s of $1,000,000
CONTINGENT CONTROL TOWER	$100,000,000 per occurrence	$100,000,000 per occurrence	$100,000,000 per occurrence	$100,000,000 per occurrence
	provided tower not operated by insured	provided tower not operated by insured	provided tower not operated by insured	provided tower not operated by insured
FIRE LEGAL	$1,000,000 per occurrence	$100,000 per occurrence	$100,000 per occurrence	$250,000 per occurrence
AIRPORT EXPANSION ENDORSEMENT	Yes	No	Yes	Yes
DISCRIMINATION	No	No	$25,000,000 per occurrence/Aggregate	No
TERRITORY COVERED	WORLDWIDE	U.S., PUERTO RICO AND CANADA	WORLDWIDE	WORLDWIDE
CANCELLATION/NON-RENEWAL	90/60	10 90	60/60	90/90
		* combined limit and in the aggregate		

Committee Score Sheet

Solicitation Name & Number: Comprehensive Airport Liability Insurance – 2008-107R

	Key & Piskuran Insurance Agency, LLC, Arlington, TX	Stinson and Son Insurance Agency, El Paso, TX	Texas Municipal League Intergovernmental Risk Pool, Austin, TX	Wells Fargo insurance Services of TX, Inc., (ACE) El Paso, TX	Wells Fargo insurance Services of TX, Inc., (ILL Nat.) El Paso, TX
Cost - 30 Points	**20**	**18**		**17**	**30**
Limits, Terms, Conditions And Exclusions Of The Coverage Provided 30 Points	**25**	**25**		**25**	**25**
Rating Plans In The Current Edition Of Best's Insurance Reports (Property/Liability Edition) 25 Points	**25**	**20**		**20**	**20**
Claims Adjusting and Loss Control Services 15 Points	**12**	**15**		**15**	**15**
GRAND TOTAL POINTS	**82**	**78**		**77**	**90**

CITY OF EL PASO CITY BID TABULATION

ITEM: COMPREHENSIVE AIRPORT LIABILITY INSURANCE	RFP: 2008-107R
DATE: FEBRUARY 13, 2008	DEPARTMENT: AVIATION
KEY & PISKURAN INSURANCE AGENCY LLC.	ARLINGTON, TX
STINSON AND SON INSURANCE AGENCY	EL PASO, TX
TEXAS MUNICIPAL LEAGUE INTERGOVERNMENTAL RISK POOL	AUSTIN, TX
WELLS FARGO INSURANCE SERVICES OF TX, INC.	EL PASO, TX
RFPS SOLICITED: 22	
RFPS RECEIVED: 4	
RFPS LOCAL: 13	
NO BIDS: 0	

APPROVED: _____

DATE: 2/18/08

AAAE INSURANCE PROGRAM
4212 KING ST
ALEXANDRIA VA 22302 UTF

STINSON & SON INSURANCE AGENCY
ATTN: RANDY STINSON
~~9900 MONTANA AVE.~~
EL PASO, TX ~~79925~~
change of Address
2000 N Lee Trevino Dr STE P 79936

AFFINITY INSURANCE SERVICES
3601 CEDAR SPRINGS
DALLAS, TEXAS 75219

INSPRO
901 WATERFALL WAY SUITE 407
RICHARDSON TX 75080

MCGRIFF, SEIBELS AND WILLIAMS OF TEXAS INC.
5949 SHERRY LANE
SUITE 1300, STERLING PLAZA
DALLAS, TEXAS 75225

AON SPECIALTY RE
PRESTONWOOD POND I
14850 MONTFORT DRIVE, SUITE 160
DALLAS TEXAS 75254
UTF

J & H MARSH MCCLENNAN
1000 LOUISIANA ST SUITE 4000
HOUSTON TX 77002
UTF

SWETT & CRAWFORD
~~4055 VALLEY VIEW ROAD SUITE 250~~
ATTN: BLAKE BARTNICK
DALLAS, TEXAS ~~75244~~
change of Address
14643 Dallas Pkwy 75254

AVIATION INSURANCE AGENCY
P.O. BOX 2260
MARY D' ALAURO
PALM CITY, FL 34991

JOHN D WILLIAMS
415 E YANDELL DR
EL PASO TX 79902

JDW INSURANCE
415 E. YANDELL DRIVE
ATTN: KEN FOSTER
EL PASO, TEXAS 79998-1021

ASSOCIATED INSURANCE AGENCY
440 RAYNOLDS
EL PASO, TEXAS 79905

MELANIE STINSON INSURANCE
~~9900 MONTANA AVE~~
ATTN: ~~MELANIE STINSON~~
EL PASO TX ~~79925~~
Change of Address
2000 N Lee Trevino Dr STE P 79936

ROGERS & BELDING INSURANCE AGENCY, INC.
ATTN: JIM BRUNDAGE
2505 EAST MISSOURI
EL PASO, TX 79903

METLIFE FINANCIAL SERVICE
SOUTHWEST FINANCIAL GROUP
ATTN: JACOBO AKLE
106 MESA PARK, SUITE 100
EL PASO, TEXAS 79912
UTF

PINEDA RODEHAVER AGENCY
2401 E MISSOURI AVE
EL PASO TX 79903
UTF

CHPA
ATTN: IIONA LYDE
5000 LEGACY DRIVE SUITE 100
PLANO, TX 75024

ROGERS AND BELDING
2505 E MISSOURI AVE
EL PASO TX 79903
ATTN: MARY THOMAS

T L WALTROUS AGENCY
PO BOX 4170
EL PASO TX 79914

TIMBERLINE INSURANCE AGENCY
124 W CASTELLANO DR SUITE 102
EL PASO TX 79912

COLONIAL SUPPLEMENTAL INSURANCE
ATTN: NATHAN BENTLEY
10935 BEN CRENSHAW STE 209-B
EL PASO, TX 79935
UTF

MIKE ENGELBAUM INSURANCE
4717 HONDO PASS DR STE 1J,
EL PASO, TX 79904