

Henderson County Schools

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To: Marganna Stanley, Superintendent
And School Board Members

From: Cindy Cloutier *Cindy Cloutier*
Director of Finance

Date: March 21, 2016

Re: Property, Liability and Fleet Insurance

In reviewing a discussion from last spring, the only determination that was made regarding a method to acquire insurance was that we agreed to have a more robust, competitive bidding environment. I am seeking your guidance to determine the direction you wish me to take.

The three options I am proposing are (1) send out for bid (2) use market assignment allowing our agent of record to select 2 markets, the next company to select 2 markets and so on, or (3) send out a Request for Qualifications (RFQ).

I do believe that a good agent can often be undervalued in terms of what they do or don't do for the district. A local, active agent is something that I am reluctant to lose but do understand the need to watch every dollar that we spend on these services.