



Kenton County School District | It's about ALL kids.

THE KENTON COUNTY BOARD OF EDUCATION

1055 EATON DRIVE, FORT WRIGHT, KENTUCKY 41017

TELEPHONE: (859) 344-8888 / FAX: (859) 344-1531

WEBSITE: www.kenton.kyschools.us

Dr. Henry Webb, Superintendent of Schools

KCSD ISSUE PAPER

DATE:

04/01/19

AGENDA ITEM (ACTION ITEM):

Consider/Approve awarding of the Insurance Agents of Record Bid to Maverick Insurance for EMC, USI for Liberty Mutual, and Assured Partners – Crawford Insurance for Wright Specialty as listed on the Insurance Agents of Record Tabulation for the period of April 2, 2019 through February 29, 2020 with three optional mutually agreed upon annual renewals. Other Agents will still be invited to submit proposals, but will not be directly assigned to a Carrier.

APPLICABLE BOARD POLICY:

Fiscal Management 04.32 AP.1

HISTORY/BACKGROUND:

Prior bids were rejected at the March 4, 2019 meeting. An advertisement to accept sealed bids for Insurance Agents of Record was re-posted on the district website on March 5, 2019. Bids were publicly opened on March 15, 2019 at 2:00 pm est. There are three known Carriers in the Kentucky Public School Insurance market including EMC, Liberty Mutual, and Wright Specialty. To maximize competition local agents were limited to only representing one of these three Carriers.

FISCAL/BUDGETARY IMPACT:

To be determined by a future Insurance Bid.

RECOMMENDATION:

Approval to award the Insurance Agents of Record Bid to Maverick Insurance for EMC, USI for Liberty Mutual, and Assured Partners – Crawford Insurance for Wright Specialty as listed on the Insurance Agents of Record Tabulation for the period of April 2, 2019 through February 29, 2020 with three optional mutually agreed upon annual renewals. Other Agents will still be invited to submit proposals, but will not be directly assigned to a Carrier.

CONTACT PERSON:

David Lloyd

Principal

District Administrator

Superintendent

Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda.

Principal –complete, print, sign and send to your Director. Director –if approved, sign and put in the Superintendent's mailbox.

Kenton County Board of Education

Board Members: Carl Wicklund, Chairperson Karen L. Collins, Vice Chairperson Carla Egan Shannon Herold Jessica Jehn

"The Kenton County Board of Education provides Equal Education & Employment Opportunities."

THE KENTON COUNTY SCHOOL DISTRICT INSURANCE AGENTS OF RECORD TABULATION

| Criteria | Points Possible | Arthur J. Gallagher | CAI Insurance | Commonwealth Risk Solutions | Crawford Insurance | Curneal Hignite | Maverick Insurance | Roberts Insurance | Roeding Insurance | USI |
|---------------------------|-----------------|---------------------|---------------|-----------------------------|--------------------|-----------------|--------------------|-------------------|-------------------|--------------|
| Service Scores | 75 | | | | | | | | | |
| Employee 1 | | 59.00 | 27.00 | 61.00 | 56.00 | 25.00 | 67.00 | 22.00 | 58.00 | 59.00 |
| Employee 2 | | 56.00 | 39.00 | 56.00 | 60.00 | 33.00 | 64.00 | 21.00 | 63.00 | 64.00 |
| Employee 3 | | 45.00 | 30.00 | 48.00 | 42.00 | 27.00 | 49.00 | 53.00 | 23.00 | 44.00 |
| Employee 4 | | 44.00 | 28.00 | 59.00 | 60.00 | 25.00 | 67.00 | 14.00 | 60.00 | 57.00 |
| Service Score | | 51.00 | 31.00 | 56.00 | 54.50 | 27.50 | 61.75 | 27.50 | 51.00 | 56.00 |
| Reference Scores | 25 | | | | | | | | | |
| Reference 1 | | 10.00 | 0.00 | 9.00 | 9.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 |
| Reference 2 | | 10.00 | | 9.50 | | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 |
| Reference 3 | | 10.00 | | 10.00 | | | 10.00 | 10.00 | 10.00 | 7.00 |
| (Average x 2.5) | | 25.00 | 0.00 | 23.75 | 22.50 | 25.00 | 25.00 | 25.00 | 25.00 | 22.50 |
| Total Score | 100 | 76.00 | 31.00 | 79.75 | 77.00 | 52.50 | 86.75 | 52.50 | 76.00 | 78.50 |
| Carrier Preference | | | | | | | | | | |
| EMC | | 2 | 2 | 1 | | 1 | 1 | | | |
| Liberty Mutual | | 3 | 1 | | 1 | | | | 2 | 1 |
| Wright Specialty | | 1 | 3 | | 2 | | | | 1 | 2 |

 - Recommended as the best evaluated proposals