

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Loss Control Services (Annual Contract) – RFB No. 26-0011
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of an annual contract with T. Hudson Risk Advisors LLC (Peachtree Corners, GA) for Loss Control Services on an “as needed” basis.

The contracted vendor will provide comprehensive loss control services for the City’s workforce of approximately 3,000 employees. The primary purpose of these services is to assist CCG/Risk Management in identifying, evaluating, and mitigating risks across various departments and operations, thereby reducing the frequency and severity of losses, improving safety, and controlling insurance costs.

The contract term shall be for two (2) years with the option to renew for three (3) additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractor.

Annual Contract History:

This is a new annual contract; consequently, there is no prior contractual history.

RFP Advertisement and Receipt of Proposals:

RFP Specifications were posted on the web pages of the Purchasing Division, the Georgia Procurement Registry, and DemandStar on September 26, 2025. This RFP has been advertised, opened and evaluated. Five (5) proposals were received on October 22, 2025.

The responding vendors were:

T Hudson Risk Advisors LLC (Peachtree Corners, GA)

PMA Management Corp (Blue Bell, PA)

*Hettrick Cyr & Associates Inc. (Glastonbury, CT)

*Lanier Home Restoration (Lagrange, GA)

*Sky Chronicle LC (Columbus, GA)

*The proposal submitted by Hettrick Cyr & Associates Inc., Lanier Home Restoration, and Sky Chronicle LC were deemed non-responsive due to the exclusion of multiple required items.

The following events took place after receipt of the proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action

Pre-Evaluation	12/03/25	The Purchasing Manager advised evaluation committee members of the RFP rules and process. The proposals were distributed to the committee.
1 st Evaluation	12/17/25	The Evaluation Committee discussed each proposal and determined that clarifications were required.
Clarification Letter to Vendors	1/06/26	Clarification request letters forwarded to vendors.
Clarification Letters Vendors Responses	1/29/26	The final clarification letters were received and forwarded to the Committee for review.
Committee Review of Clarification Responses	2/16/26	No further clarifications were requested and the voting Committee members indicated they were ready to begin evaluations
Evaluation Ballots Sent to Committee	02/16/26	Evaluation forms forwarded to voting committee members.
Evaluation Ballots Received	07/09/26	The final set of evaluation forms were received from voting committee members.
Recommendation Received	07/10/26	The voting Committee members unanimously recommended awarding the contract to T Hudson Risk Advisors LLC, the highest scoring vendor.

Evaluation Committee:

The proposals were reviewed by an Evaluation Committee, which consisted of five voting members: one member from the Columbus Police Department; one member from the Engineering Department; one member from the Civic Center; one member from the Risk Management and one member from METRA.

Two representatives from the Human Resources Department and one representative from the Columbus Fire & EMS Department served as alternate voters.

Serving as a non-voting advisor was one representative from the Human Resources Department.

Award Recommendation:

The Evaluation Committee unanimously recommends award of the contract to T Hudson Risk Advisors LLC (Peachtree Corners, GA), the highest scoring vendor, as reflected by their comments provided below:

- Local Georgia based company. It's apparent that they have studied CCG and our needs to be an effective vendor. Very experienced and knowledgeable in their work. Their references with other municipalities in Georgia. Very hands on company.
- T. Hudson is a Georgia-based firm with a deep understanding of how Columbus Consolidated Government operates. Their extensive experience and expertise position them to effectively address the unique risks associated with the Columbus Consolidated Government. In addition, they offer a robust library of training resources and materials that can be made available to support the Government's ongoing safety and risk-management efforts.
- All references provided by T. Hudson are Georgia entities, showing their direct experience with municipalities across the state. Their service offerings include on-site visits, 24/7/365 access to online portals, assistance with establishing safety committees, facility inspections, and work-zone evaluations.

- Their software system, AMS360, offers an integrated framework that gives you easy, real-time access to all service requests through a dedicated, secure portal. This system is designed to ensure that you have full visibility into any important details, giving you the peace of mind that comes with knowing your information is always accessible and well-organized.

Vendor Experience/Qualifications:

- T Hudson Risk Advisors LLC has provided effective insurance and reinsurance solutions for commercial clients, including public entities, since 2018. With extensive experience serving municipalities across the state, the firm delivers tailored risk management and insurance programs designed to meet the unique needs of local governments and other commercial organizations.
- T Hudson Risk Advisors LLC boasts \$25 million dollars in written premium and has access to hundreds of carrier markets.
- The Key Personnel of T Hudson Risk Advisors LLC have nearly 50 years' experience in loss control services.

Client Work History:

- City of Fayetteville 09/2015- 02/2024
Fayetteville, GA Contract Value: \$12,000
Insurance agent for property, casualty, and workers compensation. Stand-alone loss control services.
- City of Woodstock 09/2015-02/2024
Woodstock, GA Contract Value: \$12,000
Insurance agent for property, casualty, and workers compensation. Stand-alone loss control services.
- Macon Water Authority 09/2015-Current
Macon, GA Contract Value: \$19,000
Insurance agent for property and casualty. Stand-alone loss control services.

The City's Procurement Ordinance Article 3-110, Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services, governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the Mayor in a separate memo for informational purposes.

The recommended firm's cost proposal is within the Department's budget based upon the expected level of services. Funds are budgeted each fiscal year for this on-going expense: Risk Management Int Serv Fund - Human Resources – Unfunded Claims – Risk Management – Operating Materials; 0860-220-3830-RISK-6728.

A RESOLUTION

NO._____

A RESOLUTION AUTHORIZING THE EXECUTION OF AN ANNUAL CONTRACT WITH T HUDSON RISK ADVISORS LLC (PEACHTREE CORNERS, GA) TO PROVIDE LOSS CONTROL SERVICES FOR THE COLUMBUS CONSOLIDATED GOVERNMENT ON AN “AS NEEDED” BASIS.

WHEREAS, an RFP was administered (RFP No. 26-0011) and Five (5) proposals were received; and,

WHEREAS, the proposal submitted by **T Hudson Risk Advisors LLC**, met all proposal requirements and was evaluated most responsive to the RFP; and,

WHEREAS, the initial term of the contract shall be for two (2) years, with the option to renew for three (3) additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractor.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager and/or his designee is hereby authorized to execute an annual contract with T Hudson Risk Advisors LLC (Peachtree Corners, GA) for grant writing services for the Columbus Consolidated Government on an “as needed” basis. The recommended firm’s cost proposal is within the Department’s budget based upon the expected level of services. Funds are budgeted each fiscal year for this on-going expense: Risk Management Int Serv Fund - Human Resources – Unfunded Claims – Risk Management – Operating Materials ; 0860-220-3830-RISK-6728.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2026 and adopted at said meeting by the affirmative vote of _____ members of said Council.

Councilor Allen	voting _____
Councilor Barnes	voting _____
Councilor Chambers	voting _____
Councilor Cogle	voting _____
Councilor Cook	voting _____
Councilor Crabb	voting _____
Councilor Davis	voting _____
Councilor Garrett	voting _____
Councilor Huff	voting _____
Councilor Tucker	voting _____

Lindsey G. McLemore, Clerk of Council

B.H. “Skip” Henderson III, Mayor