

Staff Report

Subject: Renewal of Brokerage/Consulting Agreement with USI Insurance Agency

Author: Sarah Mausolf, Assistant Human Resources Director

Department: Human Resources

Meeting Date: January 18, 2022

Item Description: Renewal of Brokerage/Consulting Agreement with USI Insurance Agency

Summary Recommendation

Staff recommends approval of renewing the Brokerage/Consulting Agreement with USI Insurance Agency for two one year periods at the end of the current agreement 12/31/2022.

Executive Summary

In March 2017 the County sent out an RFP for an agency to become the County's Agent of Record. The duties included providing information that would allow the County to make informed choices of benefits for our employees. USI Insurance Agency quoted a cost of \$45,000. USI has stated the annual cost of \$45,000 would remain the same. A change requested by USI would allow USI to receive a commission on any worksite products should we change providers. The commission would not impact the cost of the benefits to the County. The agreement was reviewed and approved as true to form by the County Attorney

Background

- USI Insurance Agency was selected based on services that would be provided, past experience with USI.
- The level of service that USI has provided to the County is outstanding. All requests are acted on immediately and USI truly serves as an advocate for the County in all benefits making sure we get the most for our money. USI successfully lead the conversion from fully self insured to partially self insured.
- At this time USI receives no commission from the worksite products we offer our employees.

Alternatives

1. Recommend approval of the renewal of the Brokerage/Consulting Agreement with USI Insurance Agency for two one year periods to begin effective January 1, 2023 and ending December 31, 2024. Our cost would remain the same, \$45,000 per year.

Other Alternatives:

Issue RFP for Broker/Consulting Agency

Department Review: Finance, County Manager

Funding Source: Funding would be continued in the next two fiscal years at the current cost of \$45,000.

Attachments: Brokerage/Consulting Agreement with USI Insurance Agency