



STAFF REPORT

Meeting Type: Finance & Administration Committee
Title: Insurance Brokerage & Risk Management Services RFP Selection
From: Bret Uppendahl, Finance Director *BU*
Through: Ben Horenstein, General Manager *BH*
Meeting Date: January 22, 2026

TYPE OF ITEM: Approve X Review and Comment

RECOMMENDATION: Review and comment on the proposed selection of an Insurance Brokerage & Risk Management consultant for fiscal years 2026/27 through 2028/29

SUMMARY: The District's current insurance brokerage agreement with Alliant Insurance Services, Inc expires in fiscal year 2025/26. On October 27, 2025, the District issued a Request for Proposals (RFP) for firms to provide Insurance Brokerage and Risk Management Services. The RFP closed on November 21, 2025, and two proposals were received. Staff recommends the selection of Arthur J. Gallagher & Co. for Insurance Brokerage & Risk Management Services for fiscal years 2026/27 through 2028/29.

DISCUSSION: The District entered into an agreement for insurance brokerage services with Alliant Insurance Services, Inc. on April 19, 2019. The initial agreement was for three years from 2019/20 through 2021/22. An amendment extended the agreement for two additional years from 2022/23 to 2023/24. A second amendment extended the agreement for two additional years from 2024/25 to 2025/26. Prior to fiscal year 2019/20 the District received insurance brokerage services from Arthur J. Gallagher & Co.

The RFP issued on October 27, 2025 was posted publicly and sent directly to five insurance brokerage firms. Proposals were received from Alliant Insurance Service, Inc and Arthur J. Gallagher & Co. Both firms are reputable and have excellent public sector experience. Interviews were conducted with both firms and an internal selection panel scored Arthur J. Gallagher & Co. more highly than Alliant Insurance Services, Inc., with the primary areas of distinction being the approach to the scope of services and the proposed fees. The total brokerage fee proposed by Arthur J. Gallagher & Co. is \$55,000 in FY 2026/27, increasing by four to six percent per year throughout the remaining years of the proposal. The total proposed brokerage fee for the three year period is \$173,137.

Staff recommends that the Finance and Administration Committee review the proposal for a three-year agreement for Insurance Brokerage and Risk Management services with Arthur J. Gallagher & Co., which will be brought to the full Board for approval.

ENVIRONMENTAL REVIEW: Not applicable.

FISCAL IMPACT: The FY 2026/27 through FY 2028/29 cost of \$173,137 represents an 18% reduction to the current brokerage fee of \$70,000 per year. Funding for the brokerage fee is included in the FY 2026/27 budget and will be included in the FY 2027/28 and FY 2028/29 budget request.

ATTACHMENT(S): None.