



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: 24-818

January 07, 2025

Introduced: 12/11/2024

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

Approve and authorize the County Counsel's office to execute a Renewal and Amendment No. 3 to professional services agreement with Marsh USA, LLC dba Marsh Risk and Insurance Services, for insurance brokerage services to extend the agreement for two years, effective July 1, 2024 through June 30, 2026.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Approve and authorize the County Counsel's office to execute a Renewal and Amendment No. 3 to professional services agreement with Marsh USA, LLC dba Marsh Risk and Insurance Services, for insurance brokerage services to extend the agreement for two years, effective July 1, 2024 through June 30, 2026.

SUMMARY/DISCUSSION:

The County entered into an original Agreement with Marsh on February 1, 2009, to provide casualty insurance brokerage services after the issuance of a Request for Proposals. Since 2009, the County has continued its business relationship with Marsh by amending the contract for several years. In 2019, the Board authorized a new, 1-year contract with Marsh, to expire June 30, 2020, and in 2020, the Board authorized a Renewal and Amendment No. 1 to expire June 30, 2022. In 2022, the Board authorized a Renewal and Amendment No. 2 to expire June 30, 2024. A copy of the 2019 agreement and amendments 1 and 2 are enclosed.

Marsh has provided services related to a variety of insurance for many years, most significantly General Liability. Due to market conditions, the General Liability program Marsh was able to present was unsatisfactory, and a decision was made to bind the General Liability program with PRISM (formerly CSAC-EIA). However, Marsh has continued to provide services related to Fiduciary liability, Volunteer (AD&D) insurance, Laguna Seca (General Liability/Excess Liability), Police Officers Liability (Primary Liability) including the shooting range, and Environmental Program, and staff recommends continuing the contractual agreement with Marsh for those services. Since the agreement has expired, the agreement needs to be renewed and staff is recommending a two-year extension A draft renewal and amendment no. 3 are enclosed.

OTHER AGENCY INVOLVEMENT:

Not applicable.

FINANCING:

No additional funding is requested. Compensation is paid through commissions from insurer premiums. Premiums are paid from the General Liability Internal Services Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Mark a check to the related Board of Supervisors Strategic Initiatives

- ☐ Economic Development
- ☒ Administration
- ☐ Health & Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: David Bolton, Risk Manager, x3006

Approved by: Susan K. Blich, County Counsel, x5045

Attachments:

- 1: Original Agreement
- 2: Amendment No. 1
- 3: Amendment No. 2
- 4: Draft Amendment No. 3