



# County of Monterey

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

## Board Report

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**File #: A 12-133, Version: 1**

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- a. Approve and authorize Amendment # 4 to the Professional Services Agreement with Bickmore and Associates, Inc. dba Bickmore Risk Services, Inc. by extending the term to June 30, 2015 and increasing the not to exceed amount by \$300,000 to a total of \$490,000, in order to provide a combined annual master agreement for actuarial analysis of workers' compensation and general liability self-insurance programs, safety consulting, claims consulting and enterprise risk management consulting services; and
- b. Approve and authorize the Contracts/Purchasing Officer to sign Amendment #4 to the Professional Services Agreement with Bickmore and Associates, Inc. dba Bickmore Risk Services, Inc., increasing the total amount of the contract from \$190,000 to \$490,000, and extending the expiration date from June 30, 2012, to June 30, 2015, in order to provide a combined annual master agreement for actuarial analysis of workers' compensation and general liability self-insurance programs, safety consulting, claims consulting and enterprise risk management consulting services.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize Amendment # 4 to the Professional Services Agreement with Bickmore and Associates, Inc. dba Bickmore Risk Services, Inc. by extending the term to June 30, 2015 and increasing the not to exceed amount by \$300,000 to a total of \$490,000, in order to provide a combined annual master agreement for actuarial analysis of workers' compensation and general liability self-insurance programs, safety consulting, claims consulting and enterprise risk management consulting services; and
- b. Approve and authorize the Contracts/Purchasing Officer to sign Amendment #4 to the Professional Services Agreement with Bickmore and Associates, Inc. dba Bickmore Risk Services, Inc., increasing the total amount of the contract from \$190,000 to \$490,000, and extending the expiration date from June 30, 2012, to June 30, 2015, in order to provide a combined annual master agreement for actuarial analysis of workers' compensation and general liability self-insurance programs, safety consulting, claims consulting and enterprise risk management consulting services.

### SUMMARY/DISCUSSION:

Bickmore Risk Services, Inc. ("Bickmore") operates as a risk management and actuarial consulting company. The County has contracted with Bickmore for the past four years. Under the existing contract, Bickmore Risk Services firm has provided assistance in actuarial analysis of workers' compensation and self-insurance programs, including estimation of outstanding liabilities, projected aggregate costs, departmental cost allocations, and related actuarial projects.

Bickmore was founded in 1984, and is privately held with 11 principals and 110 employees. It is headquartered in Sacramento, California and has offices in Long Beach, California and Portland, Oregon. Bickmore is ranked as the largest independent risk consulting firm in the western United States and is the second largest independent JPA management firm in the nation. Bickmore currently provides actuarial services to 35 individual counties (e.g. including the County of Monterey). Bickmore also provides professional actuarial services to CSAC, a self-insured public entity pool which provides primary and excess insurance coverages to over 200 counties, cities, and other public entities in the State of California. The company's services include non-brokerage risk management administration, litigation management, health and benefits actuarial,

employment practice liability and human resources consulting and training, ergonomic training and consulting, workers' compensation programs, return-to-work programs, risk control and safety, finance management and accounting, and feasibility studies.

The proposed terms of Amendment #4, extending the contract for a three year period and increasing the total dollar amount by \$300,000, is based upon the historical needs of the County (approximately \$100,000 per year in services) yet provides flexibility to address unanticipated spikes in the County's need for services. Negotiation of these proposed terms was done in consultation with the Contracts/Purchasing Department.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved as to form; Contracts/Purchasing and the Office of the Auditor-Controller has reviewed and concurs with this action.

FINANCING:

This amendment will be funded from the General Liability - Internal Service Fund and the Workers' Compensation - Internal Service Fund.

Prepared By:

Approved By:

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Steve Mauck  
Risk Manager, County of Monterey  
Date: \_\_\_\_\_

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Charles McKee  
County Counsel  
Date: \_\_\_\_\_

Attachments:

Bickmore Risk Services Amend. No. 4 & Exhibit A