



# County of Monterey

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

## Board Report

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**File #:** 20-781, **Version:** 1

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Approve and authorize the County Counsel to execute a renewal and amendment no. 1 to the professional services agreement with Marsh USA, Inc. dba Marsh Risk and Insurance Services, for insurance brokerage services extending the agreement for two years for a one-time payment in the amount of \$10,000.

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

Approve and authorize the County Counsel to execute a renewal and amendment no. 1 to the professional services agreement with Marsh USA, Inc. dba Marsh Risk and Insurance Services, for casualty insurance brokerage services extending the agreement for two years for a one-time payment in the amount of \$10,000.

**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. A copy of that agreement is enclosed as Attachment A.

Pursuant to that agreement, Marsh has provided services related to a variety of insurance, 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 prior agreement expired, the agreement needs to be renewed and staff is recommending a two-year extension. Marsh will be compensated by a one-time payment of \$10,000, and commissions from providers for placed insurance.

**OTHER AGENCY INVOLVEMENT:**

N/A

**FINANCING:**

This renewal and amendment will be paid from the General Liability (GL) - Internal Service Fund (ISF), and the total cost to the County will be a one-time payment of \$10,000.

**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 and approved by:

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Leslie J. Girard, County Counsel

Attachments:

Board Report

- A. 2019 Agreement
- B. Draft Amendment