



# County of Monterey

Item No.

## Board Report

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

Legistar File Number: 26-640

July 07, 2026

**Introduced:** 6/22/2026

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** General Agenda Item

Approve and authorize the County Counsel and Risk Manager to execute Renewal and Amendment No. 4 to professional services agreement with Marsh USA, LLC dba Marsh Risk and Insurance Services for insurance brokerage services, extending the agreement by one year, effective July 1, 2026 through June 30, 2027.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

Approve and authorize the County Counsel and Risk Manager to execute Renewal and Amendment No. 4 to professional services agreement with Marsh USA, LLC dba Marsh Risk and Insurance Services for insurance brokerage services, extending the agreement by one year, effective July 1, 2026 through June 30, 2027.

### SUMMARY/DISCUSSION:

The County entered into an Agreement with Marsh USA, LLC dba Marsh Risk and Insurance Services effective July 1, 2019, for casualty insurance brokerage services following a competitive Request for Proposals. The Board subsequently approved Renewal and Amendment No. 1 extending the agreement through June 30, 2022, Renewal and Amendment No. 2 extending the agreement through June 30, 2024, and Renewal and Amendment No. 3 extending the agreement through June 30, 2026. Staff now recommends Renewal and Amendment No. 4 to extend the agreement through June 30, 2027.

Marsh has provided insurance brokerage services to the County for many years. While the County transitioned its General Liability program to PRISM (formerly CSAC-EIA) due to market conditions, Marsh continues to provide valuable brokerage services for several specialized insurance programs, including Fiduciary Liability, Volunteer Accidental Death and Dismemberment (AD&D), Laguna Seca General Liability and Excess Liability, Police Officers Liability (including the Sheriff's shooting range), and the Environmental Program.

These brokerage services continue to support the County's risk management program by assisting with the placement and administration of specialized insurance coverage that is not provided through PRISM. Staff has determined that continuing these services through Marsh is in the County's best interest and recommends renewing the agreement for an additional one-year term through June 30, 2027.

### OTHER AGENCY INVOLVEMENT:

Not applicable.

FINANCING:

No additional funding is requested. Compensation under this agreement is paid through commissions included in insurer premiums. Insurance premiums are paid from the General Liability Internal Services Fund.

BOARD OF SUPERVISORS STRATEGIC PLAN GOALS:

Mark a check to the related Board of Supervisors Strategic Plan Goals

- Well-Being and Quality of Life
- Sustainable Infrastructure for the Present and Future
- Safe and Resilient Communities
- Diverse and Thriving Economy

If does not fall under any of the above Board of Supervisors Strategic Plan Goals (Other):

Administrative: Approval of this agreement supports the efficient administration of the County's risk management program by ensuring the continued procurement and administration of specialized insurance coverage necessary to protect County operations and financial resources.

Link to the Strategic Plan:

<https://www.countyofmonterey.gov/home/showdocument?id=139569>

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: Amendment No. 3
5. Draft Amendment No. 4