Agenda Item No. (6)

To: Finance-Auditing Committee/Committee of the Whole
   Meeting of June 25, 2020

From: Kelli L. Vitale, Director Risk Management and Safety
      Kellee J. Hopper, Deputy General Manager, Administration and Development
      Joseph M. Wire, Auditor-Controller
      Denis J. Mulligan, General Manager

Subject: AUTHORIZE EXECUTION OF THE SECOND AMENDMENT RELATIVE
         TO PROFESSIONAL SERVICES AGREEMENT NO. 2018-D-059,
         INSURANCE ADVISOR AND BROKERAGE SERVICES, WITH USI
         INSURANCE SERVICES

Recommendation

The Finance-Auditing Committee recommends that the Board of Directors authorize the General
Manager to execute the Second Amendment relative to Professional Services Agreement No.
2018-D-059, Insurance Advisor and Brokerage Service, with USI Insurance Services (USI), San
Francisco, CA, to extend the agreement for an additional one-year term, with two additional one-
year options, in a total not-to-exceed amount of $222,872, for the Golden Gate Bridge, Highway
and Transportation District’s Marine and Property Insurance Programs, effective November 1,
2020, with the understanding that there are sufficient funds in the FY 20/21 District Division
Operating Budget and future years will be budgeted accordingly.

This matter will be presented to the Board of Directors at its June 26, 2020, meeting for appropriate
action.

Summary

On March 26, 2020, the Golden Gate Bridge, Highway and Transportation District (District)
terminated its contract with Alliant Insurance Services, Inc., (Alliant) for Marine and Property
Insurance Programs due to Alliant's untimely submission of the marine general liability insurance
renewal quote. As a result of the untimely quote, the District sought special ratification to renew
the policy, which the District's Board of Directors approved at its February 28, 2020 meeting.

Because USI has provided outstanding service under its existing contract with the District for the
Casualty Program, and because it was the second highest ranked proposer for the contract
originally held by Alliant for the Marine and Property Insurance Programs, on April 2, 2020 the
General Manager executed a First Amendment to the Professional Services Agreement with USI
to include the Marine and Property Insurance Programs for the period of May 1, 2020, through
Extending the Marine and Property Insurance Programs by one year, with two additional one-year options, aligns with the term of USI’s already existing contract for the Casualty Program.

USI’s total cost for both the Marine and Property Programs for the one-year term with options is $62,900 less than Alliant’s cost for the same period. Therefore, amending the contract with USI to extend the Marine and Property Insurance Programs will result in a cost savings for the District.

### Contract History

<table>
<thead>
<tr>
<th>Type</th>
<th>Date Approved</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Award</td>
<td>October 2018</td>
<td>Initial Award</td>
<td>$411,120</td>
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<tr>
<td>First Amendment</td>
<td>March 2020</td>
<td>Add Marine and Property Programs for the period of May 1, 2020 through October 31, 2020</td>
<td>$35,700</td>
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<tr>
<td>Second Amendment</td>
<td>Pending</td>
<td>Extend Marine and Property Programs for an additional one-year, with two additional one-year options</td>
<td>$222,872</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td><strong>$669,692</strong></td>
</tr>
</tbody>
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### Fiscal Impact

Sufficient funds for the Marine and Property Insurance Programs are included in the FY 20/21 District Division Operating Budget and future years will be budgeted accordingly.