

TOWN OF NEWINGTON
STANDING INSURANCE COMMITTEE
SPECIAL MEETING MINUTES

March 1, 2012

Town Hall Conference Room One

- I. Call to order – Chairperson Castelle called the meeting to order at 6:03 PM.
- II. Roll call – members present: Clarke Castelle, Chairperson; Dave Nagel; Sharon Braverman; Jane Ancona Siegel; Cheryl Constantine; and Jim Zolad. Others present: Lou Jachimowicz, Chief Finance and Operations Officer (arrived at 6:50 PM); and Jeff Baron, Director of Administrative Services.
- III. Public participation – None.
- IV. Agent of Record interviews – The Committee interviewed all three firms that submitted proposals. All three met the minimum qualifications established by the Committee. The Committee interviewed H.D. Segur Insurance, represented by Scott Sundberg and Luc-John Pentz; USI Insurance Services, represented by William Guerrero and Alison Almquist; and People’s United Insurance, represented by Joseph Peak and John Rose. Each interview consisted of a verbal presentation followed by questions from the Committee members and responses. Each interview lasted approximately 45 minutes.
- V. Discuss and take action on Agent of Record appointment – All three firms were strong. There was discussion on H.D. Segur’s comments regarding the Town’s not having received a formal quote from Trident-Agonaut, recovery of funds for clients following losses with or under a deductible, and their replacement cost survey for all properties; on USI’s activities as the former Agent for the Town, savings during that time in the Excess/Umbrella lines premium, and their emphasis on exposure analysis and loss trending; on People’s activities as the current Agent for the Town, how they became the current Agent for the Town, the quality of their relationship with CIRMA, their loss control activities, and their use of exposure analysis and loss trending. The Committee felt that People’s and USI offered the Town the proper breadth of coverage. Both had saved the Town money. The track record was good with People’s. No compelling reason was presented to make a change. To the contrary, the Committee concluded that People’s United was the firm that was still best for the Town and that it was in the Town’s best interests to appoint them for the next three years. Mr. Zolad made a motion that the Standing Insurance Committee recommend to the Newington Town Council that the firm of People’s United Insurance Agency be appointed as the Town’s Agent of Record for the

period from July 1, 2012 through June 30, 2015, based on the contents of their written proposal, which includes the three year total fee of \$66,000, and their interview with the Committee. Second by Ms. Braverman. The motion passed unanimously by a vote of 6 YES to 0 NO.

- VI. Any other business pertinent to the Committee – None.
- VII. Public participation – None.
- VIII. Response to public participation - None.
- IX. Adjournment – The meeting adjourned at 9:13 PM.

Respectfully submitted,

Jeff Baron

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Director of Administrative Services