

## HIDALGO COUNTY PROPERTY & CASUALTY INSURANCE

			2016-2017 Proposed Coverage Summary	
Type Of Coverage	Proposed for 2016-2017	2015 Premium/Fees	2016 Proposed Premium/Fees	Proposed Price Difference + -
General Liability	Munich-Princeton	\$430,600.00	\$400,966.00	-\$29,634.00
Law Enforcement	Munich-Princeton	\$287,066.00	\$386,115.00	+\$99,049.00
Employee Benefits w/W. Acts	Munich-Princeton	w/W. Acts	w/G. Liability	
Wrongful Acts	Munich-Princeton	\$637,925.00	\$519,771.00	-\$118,154.00
Auto Liability	Munich-Princeton	\$167,454.00		
Auto Physical	Munich-Princeton	\$71,766.00	\$178,207.00	-\$61,013.00
Crime	Ace American Ins.	\$15,500.00	\$15,000.00	-500.00
Medical Professional Liability	Merkel Evanston Ins.	\$127,439.00	\$134,200.00	+\$6,761.00
District Clerk Errors/Omissions	Lloyd's London	\$9,171.00	\$9,206.00	+\$35.00
County Clerk Errors/Omissions	Lloyd's London	\$8,486.00	\$9,202.00	+\$716.00
Pollution Liability	Ace American Ins.	\$4,242.00	\$4,500.00	+\$258.00
Differences in Conditions:	Ace American Ins.	\$3,000.00	\$3,000.00	No Change
Kidnap & Extortion	Ace American Ins.	\$7,000.00	\$7,000.00	No Change
Third Party Administration	TriStar	\$48,000.00	\$49,500.00	+\$1,500.00
Volunteer Accident Policy	National Union Fire Ins.	\$500.00	\$600.00	+\$100.00
Cyber Attack		No Coverage	\$34,027.00	+\$34,027.00
<b>SUB-TOTAL PREMIUM</b>		<b>\$1,818,149.00</b>	<b>\$1,751,294.00</b>	<b>-\$66,855.00</b>
<b>***OPTION 1</b>				
Property, Boiler & Machinery	McGriff, Seibles & Williams, Inc.	\$745,728.00	\$570,000.00	-\$175,725.00
Wind/Hail Deductible Buy Back (covered by OPTION 1)		\$99,114.00		-\$99,114.00
<b>OPTION 1</b>				
<b>TOTAL PREMIUM</b>		<b>\$844,842.00</b>	<b>\$570,000.00</b>	<b>-\$274,842.00</b>
<b>***OPTION 2</b>				
Property, Boiler & Machinery (Including Flood Policy for Flood Zones A & V)	McGriff, Seibles & Williams, Inc.	\$745,728.00	\$632,946.00	-\$112,782.00
<b>OPTION 2</b>				
<b>TOTAL PREMIUM</b>		<b>\$844,842.00</b>	<b>\$632,946.00</b>	<b>-\$211,896.00</b>



Type Of Coverage	Coverage Limit	SIR/Deductible	Projected Premium/Fees
Commercial Property/Boiler Machinery- Terrorism Included	\$291,228,906  \$50,000,000 B&M Limit	\$25,000 AOP \$50K Windstorm or Hail  \$10,000 Deductible B&M	\$570,000.  \$7,000.00 – B&M Premium
Wind/Hail Deductible Buy Back			
Differences In Conditions			
Kidnap/Extortion			
Medical Malpractice Liability			
Errors/Omissions District Clerk			
Errors/Omissions County Clerk			
Storage Tank Liability			
Automobile Liability & Physical Damage			
General Liability			
Employee Benefits Plan			
Law Enforcement Liability			
Public Officials & Employment Practices/ Management Liability			
Crime			
Third Party Administration			
Primary Flood			
<b>TOTAL PREMIUM</b>			<b>\$577,000</b>

MONTALVO INSURANCE AGENCY

**HIDALGO COUNTY PROPERTY & CASUALTY INSURANCE**

2016-2017 ~~2015-2016~~ Coverage/Premium Summary

Type Of Coverage	Coverage Limit	SIR/Deductible	Projected Premium/Fees
<del>Commercial Property/Boiler Machinery-Terrorism Included</del>	<del>Carrier: Chubb/Federal Ins \$273,641,234</del>	<del>\$25,000 -2% Wind/Hail</del>	<del>with Terrorism \$680,567.00 w/o Terrorism \$654,344.00</del>
<del>Wind/Hail-Deductible Buy Back</del>	<del>Carrier: Landmark American \$273,641,234</del>	<del>\$50,000</del>	<del>\$99,199.00</del>
Differences In Conditions	Carrier: Ace American \$1,000,000		\$3,000.00
Kidnap/Extortion	Carrier: Ace American Various	Various	\$7,000.00
Medical Malpractice Liability	Carrier: Evanston \$1,000,000/\$3,000,000	\$25,000	\$134,200.00
Errors/Omissions District Clerk	Carrier: Certain Underwriters Lloyds \$700,000	\$1,500	\$9,206.00
Errors/Omissions County Clerk	Carrier: Certain Underwriters Lloyds \$700,000	\$1,500	\$9,202.00
Storage Tank Liability	Carrier: ACE American \$2,000,000/\$4,000,000	\$5,000	\$4,500.00
Automobile Liability & UIM Physical Damage	Carrier: Munich/Princeton \$1,000,000 and \$100,000 \$1,000,000	\$100,000	\$1,485,059.00 w/Terrorism
General Liability	\$1,000,000/\$2,000,000	\$100,000	Included
Employee Benefits Plan	\$1,000,000/\$1,000,000	\$100,000	Included
Law Enforcement Liability	\$1,000,000/\$2,000,000	\$100,000	Included
Public Officials & Employment Practices/ Management Liability	\$2,000,000/\$2,000,000 \$2,000,000/\$2,000,000	\$100,000 \$100,000	Included Included
Crime	Carrier: ACE/Westchester \$500,000	\$50,000	\$15,000
Third Party Administration			\$49,500
<del>Primary Flood</del>	<del>Carrier: Nationwide Mutual \$500,000 Building \$500,000 Contents</del>	<del>\$1,250</del>	<del>Each Policy \$3,188.00 (Zone B, C &amp; X)</del>
Cyber	Carrier: AIG/Illinois National \$3,000,000	\$25,000 \$50,000	\$34,027.00
Accidental Death for Volunteers	Carrier: National Union Fire \$10,000	\$500.00	\$600.00
<b>TOTAL PREMIUM</b>			

**HIDALGO COUNTY PURCHASING DEPARTMENT  
PROPOSAL ACCEPTANCE SHEET**

**DEPARTMENT NAME: HIDALGO COUNTY**

**PROPOSAL ACCEPTANCE DATE:**  
October 07, 2015

**PROPOSAL ACCEPTANCE TIME:**  
9:30 A.M.

**DESCRIPTION OF PROPOSAL: Hidalgo County Property & Casualty Insurance (Including Third Party Administration Services)**

**PROPOSAL NO: 2015-101-10-07-YSS**

RFP#	VENDOR NAME	ACKNOWLEDGE RECEIPT OF RFP RESPONSE
#01	McGriff, Seibles, & Williams of Texas, Inc.	✓
#02	Montalvo Insurance Agency	✓
#03		
#04		
#05		
#06		
#07		

**HIDALGO COUNTY PURCHASING DEPARTMENT  
PARTICIPATING RESPONDENT'S LOG  
REQUIREMENTS/RFP PACKETS**

**RFB-RFP-RFQ**

**RFP ACCEPTANCE DATE: October 07, 2015**

**RFP ACCEPTANCE TIME: 9:30 A.M.**

**DEPARTMENT/PROPOSAL DESCRIPTION –“HIDALGO COUNTY PROPERTY AND CASUALTY INSURANCE”**  
**(Including Third party Administration Services)**

**RFP NO: 2015-101-10-07-YSS**

NAME OF BIDDER: COMPANY/FIRM & REPRESENTATIVE'S NAME	PROPOSAL REQUEST *VIA	SIGNATURE (IF APPLICABLE) OR INITIALS OF STAFF ADDRESSING MAIL OUT	DATE	PHYSICAL ADDRESS CITY-STATE-ZIP E-MAIL ADDRESS PHONE & FAX NO.s
1. Montalvo Insurance Ramon Montalvo	Dropbox	Yvette Salinas	09-10-15	208 S Texas Blvd Weslaco, TX 78596 956-698-5523 <a href="mailto:ramon@montalvoinsurance.com">ramon@montalvoinsurance.com</a> <a href="mailto:jessie@montalvoinsurance.com">jessie@montalvoinsurance.com</a>
2. Argus Services Corporation Brenda Canterbury VP of Operations	Dropbox	Yvette Salinas	09-10-15	811 S Central Expy Ste 440 Richardson, Texas 75080 214-842-6103 Direct 214-459-2000 ext 1009 214-459-2016 Fax <a href="mailto:brenda@argusservices.net">brenda@argusservices.net</a>
3. York Risk Services Group Patrick O'Toole VP Sales	Dropbox	Yvette Salinas	09-10-15	1035 Boyer Blvd, Suite 100 Austin, TX 78758 512-427-2429 office 210-863-7695 cell <a href="mailto:Pat.otoole@yorksg.com">Pat.otoole@yorksg.com</a>
4. Arthur J. Gallagher & Co Mike Kessler ARM, AIC, CIC Area Vice President	Dropbox	Yvette Salinas	09-10-15	Two Lincoln Center 5420 LBJ Freeway, Suite 400 Dallas, Texas 75240 972-663-6113 Phone 972-658-2710 Cell 972-663-6036 Fax <a href="mailto:Mike_Kessler@ajg.com">Mike_Kessler@ajg.com</a>
5. McGriff Seibels & Williams Joseph Blasi, ARM, CPCU Ex Vice President	Dropbox	Yvette Salinas	09-10-15	818 Town & Country Blvd, Suite 500 Houston, TX 77024 713-213-9934 cell 713-940-6565 office <a href="mailto:JLBASI@McGRIFF.com">JLBASI@McGRIFF.com</a>
6. Texas Association of Counties Risk Management Services Risk Management Consultant - Southeast Robert Ruiz, CRM, CIC	Dropbox	Yvette Salinas	09-10-15	<a href="tel:512.779.3621">512.779.3621</a> cell <a href="tel:800.456.5974">800.456.5974</a> office <a href="tel:512.476.6231">512.476.6231</a> fax <a href="mailto:RRuiz@county.org">RRuiz@county.org</a>

7. Newkirk & Newkirk Ramiro Garza	Dropbox	Yvette Salinas	09-10-15	956-821-2984 <a href="mailto:rgnewkirk@yahoo.com">rgnewkirk@yahoo.com</a>
8. Prime Vendor Inc. Kimberly Doumit	Dropbox	Yvette Salinas	09-10-15 (09-14-15 confirmed receipt)	4622 Cedar Avenue Bldg 5 Suite 124 Wilmington NC 28403 800-746-9554 Phone 800-746-8307 Fax <a href="mailto:bids20@prime-vendor.com">bids20@prime-vendor.com</a>
9. York Risk Services Group Lynda Smith-Kelly	Dropbox	Yvette Salinas	09-10-15	333 City Blvd West, Suite 1500 Orange, CA 92868 714-620-1397 office <a href="mailto:lynda.smithkelly@yorkrsg.com">lynda.smithkelly@yorkrsg.com</a>
10. Airways International Insurance Services, LLC Lez Wenzel, Mngr	Dropbox	Yvette Salinas	09-11-15	P O Box 100 Mickleton, NJ 08056 856-423-4520 office 267-530-0676 cell 856-423-4600 fax <a href="mailto:lwenzel@airwaysins.com">lwenzel@airwaysins.com</a>
11. Figueroa Insurance Ernesto G. Orta	Dropbox	Yvette Salinas	09-11-15	956-380-1950 office 956-380-1305 fax <a href="mailto:figueroains@gmail.com">figueroains@gmail.com</a>
12. McGriff Susan Golla	Dropbox	Yvette Salinas	09-15-15	8200 IH- West, Suite 317 San Antonio, TX 78230 210-602-4840 cell 877-254-6564 210-695-8583 fax <a href="mailto:SShoemake@McGriff.com">SShoemake@McGriff.com</a>
13. Expat-Health.com	Dropbox	Yvette Salinas	09-21-15	1-813-431-2640 <a href="mailto:michaelmandarino@expat-health.com">michaelmandarino@expat-health.com</a>
14.				
15.				

**\*VIA:  
IN PERSON (IP)  
TELEPHONE REQUEST (TR)  
BIDDER LIST MAIL OUT (BLM)  
E-MAIL (EM)**