

# Memorandum

**To:** Cynthia Mares, Director of Administration Services  
**From:** Roger Garza, Consultant and LRM  
**Date:** May 16, 2014  
**Re:** Property Casualty and Workers Compensation Renewal Program

VRC received a copy of the proposed Property Casualty renewal offer from One Beacon Government Risk (OBGR) for plan year 2014-2015. The renewal offer would cap any increases to a maximum of no more than 4%. The offer was presented to the insurance committee on May 6, 2014 as an alternative to soliciting an RFP. The committee was advised of a very limited and uncompetitive market for County property insurance programs. At the direction by the Insurance committee and the Risk Management Staff, we negotiated a counter offer of no more than 3% increase to the current rates.

In Addition, our Workers' compensation Third Party Administrator, Alternate Services Concepts (ASC), has extended an offer of their service agreement with no increase to the fix fees.

We are, of the opinion that these offers would be in the best interest of Webb County. Therefore, we recommend that the Commissioners Court accept both offers and withdraw the RFP's for plan year 2014-2015.