# Minutes
# September 24, 2020
# Consultant Selection Committee

## A. ROLL CALL

Meeting was called to order by Consultant Selection Committee Chair Rideoutte at 9:07 a.m. in the Airport Office Building, 2nd Floor Conference Room. Authority Chair Lenhard, Committee Member, was present. Staff and Legal Counsel present were Mr. Rozansky, Mr. Owens, Mr. Warriner, Ms. Vandersluis and Ms. Menard.

## B. PLEDGE OF ALLEGIANCE

Chair Rideoutte led the Pledge of Allegiance.

## C. AGENDA

There were no changes to the agenda.

## D. DISCUSSION ITEMS

Prior to the start of the interviews, Mr. Rozansky asked Committee members if they had any questions about the process. Mr. Rozansky said that following each presentation, the Committee will have an opportunity to ask questions and that at the conclusion of all three presentations, staff will be requesting Committee members for a ranking of the firms.

Mr. Warriner added that this is the fifth year of Public Risk Insurance Advisors (PRIA) contract which expires at the end of October. He said that PRIA has been our broker for the last 10 years. He stated that following the issuance of the Request for Proposals (RFP) on July 29th, there were three qualified responding firms that will be interviewing today.

### 1. Interviews and Rankings of Qualified Respondents to Insurance Broker and Risk Management Services – Request for Proposals

#### a. Alliant Insurance Services, Inc.

Mr. Felipe Garcia, Co-Lead Broker and Account Executive, of Alliant Insurance Services, Inc. introduced Mr. Ben Sibley, Communications Manager and Ms. Leslie Saunders of Leslie Saunders Insurance Agency who were present as well as Mr. Justin Swarbrick, Lead Broker, who participated via conference call due to travel restrictions related to the COVID-19 pandemic.

Mr. Garcia thanked the Committee for the opportunity to interview and encouraged questions throughout their presentation. He provided a summary of their firm's background and expertise in aviation.

Ms. Saunders said that her firm was a small business/women-owned business and that she was based in Tampa, FL. She provided background of her qualifications and a summary of programs offered through her partnership with Alliant.

Mr. Garcia explained exclusive programs they offer to their clients and how they work to strategically impact risk. He reviewed their servicing platform to develop and define our risk profile and shared additional resources they offer to benchmark our firm against other airports. Mr. Garcia explained how they would successfully transition from our current broker to their firm.

A question and answer period followed.

**b. McGriff Insurance Services**

Mr. Johnny Fontenot, Executive Vice President of McGriff, Seibels & Williams introduced himself and provided a summary of his experience and certifications.

Mr. Tom Keel, Account Executive, provided background of his experience. He reviewed their loss control assistance and gap analytics programs as well as value-added services they offer.

Ms. Regina Lock, Account Executive, provided a summary of their company's background and expertise. She noted that McGriff is a wholly owned subsidiary of Branch Banking & Trust (BB&T), and BB&T just completed a "Merger of Equals" with SunTrust, to form a new entity called Truist Financial.

Mr. Fontenot highlighted several clients that they represent and outlined how they were able to assist them from a risk management standpoint. He emphasized the importance of the relationships they have established with the insurance carriers at the highest levels.

A question and answer period followed.

**c. Public Risk Insurance Advisors**

Mr. Matt Montgomery, Executive Vice President, of Public Risk Insurance Advisors introduced himself and Ms. Michelle Martin, Vice President, CIC. He thanked the Committee for the opportunity to interview. Mr. Montgomery provided a summary of their firm's qualifications and experience. He explained their risk management and brokerage services as well as their consultative approach in servicing their clients.

Ms. Martin provided a summary of specific methodologies, approach and tools used to identify and assess our risk and reduce overall cost including assistance with our Safety Management System and processes and procedures. She provided a review of other services PRIA has assisted us with including the $1.5 million Hurricane Irma claim and negotiation of multiple year policies. She addressed several areas that they would like to focus on in the future to mitigate risk.

A question and answer period followed.

Chair Rideoutte opened the discussion to evaluate the three firms and asked Commissioner Lenhard for his input.

Commissioner Lenhard said that all three firms were qualified but based on the presentations, questions and other factors, he would rank McGriff as #3 and that it was a toss-up between Alliant and PRIA. He said that he was slanting towards Alliant because of their airport experience and was impressed with their presentation overall. He added, however, that our history with PRIA indicates that they have done a fine job and would continue to do so.

Commissioner Rideoutte said that Commissioner Lenhard's assessment wasn't wrong. He added that he is willing to change brokerage firms but if we have a firm who is providing fully satisfactory services, that they have the edge in his opinion. He added, however, that sometimes people get comfortable in what they are doing and it is in both sides' favor to make a change. He said that his position was exactly where Commissioner Lenhard's was.

There was Committee and staff discussion regarding Alliant's aviation experience and the attractiveness of receiving more attention since they are an employee-owned company. Regarding McGriff, it was noted that they didn't know if Southwest Florida International Airport (RSW) was one of their clients. There was additional discussion regarding PRIA's partnership with Preferred Government Insurance Trust (PGIT) and the potential exposure of not being adequately covered since Collier County and the school board were included in the Collier government insurance pool. Mr. Rozansky stated that PGIT has been beneficial except on property insurance.

Mr. Warriner stated that both RSW, who is insured by Alliant, and Lee County, who is insured by PRIA, provided great references.

Chair Rideoutte asked Mr. Rozansky for his preference. Mr. Rozansky said it was a tough choice. He stated that PRIA has overall done a great job but at times, they may not have provided the attention to detail that he felt we deserved. He complimented PRIA for their work with our staff on our safety program. With Alliant, he commented that their portfolio of airport clients is intriguing in what they might offer in terms of risk analysis and comparing our operations and risk with their other airport clients. He said they may have more sophisticated analytics, but their rates might come in higher because they don't have access to PGIT. He added, however, that our biggest premium is property and it is not underwritten by PGIT. Mr. Rozansky said that although Alliant focused on their big airport clients, he liked that their claims team was in house, commenting that working with PROCOR, a third party consultant provided by PRIA, was an unpleasant experience that required significant effort on staff's part.

The terms of the contract and our right to terminate any contract with 30 days' notice was discussed.

Chair Rideoutte again pressed Mr. Rozansky for his preference. Mr. Rozansky expressed that we are increasingly a sophisticated and complex organization and it is not change for the sake of change, but he felt Alliant had the tools to help meet us where we are at this time.

Mr. Owens advised the Committee on procedural matters and suggested that the Committee make a motion to rank all three firms in 1st, 2nd, 3rd order for recommendation to the Board.

Commissioner Lenhard made a motion to rank the Insurance Broker and Risk Management Services as follows for recommendation to the Board at its October Regular Meeting.

1. Alliant Insurance Services, Inc.
2. Public Risk Insurance Advisors
3. McGriff Insurance Services

Chair Rideoutte seconded. Motion passed unanimously 2-0.

**E. PUBLIC COMMENTS**

There were no public comments.

**F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/ MEETINGS**

There were no additional comments or requests/meetings.

**G. ADJOURN**

The meeting adjourned at 12:42 p.m.

Christopher A. Rozansky
Secretary

**CITY OF NAPLES AIRPORT AUTHORITY (NAA)**
**Board of Commissioners**
**Notice of Consultant Selection Committee Meeting**

# FINAL AGENDA

Airport Office Building, 2nd Floor Conference Room
200 Aviation Drive North
Naples, Florida

**Thursday, September 24, 2020**
**9 a.m.**

**Commissioner Michael Lenhard – Chair and Consultant Selection Committee Member**
**Commissioner Kerry C. Dustin – Vice Chair and Audit Committee Chair**
**Commissioner Donna M. Messer – NCC Liaison**
**Commissioner James Rideoutte – Consultant Selection Committee Chair and Audit Committee Member**
**Commissioner Ted Brousseau – Legal Liaison**
**Executive Director: Christopher A. Rozansky**
**Authority Attorney: William L. Owens, Esq. of Bond, Schoeneck & King, PLLC**

**Welcome.** If you wish to address the Consultant Selection Committee regarding an item listed on the Agenda, please complete a Speaker Registration form and hand it to the Executive Assistant prior to consideration of that item. We ask that speakers limit comments to 5 minutes and that large groups name a spokesperson whenever possible. All written, audio-visual, and other materials distributed to Committee members or staff during this meeting will become the property of NAA and will be a public record. Thank you for your interest and participation.

## NOTICE

Formal action may be taken on any item listed on the Agenda below, or added to the Agenda before or during the meeting, or discussed during the meeting without being added to the Agenda. Also, the sequence of items may be changed as the meeting progresses.

Any person who decides to appeal a decision of this Committee with respect to any matter considered at this meeting (or hearing) will need a record of the proceeding and may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be heard.

Any person with a disability requiring auxiliary aids or services in order to participate in this proceeding for meetings at the City Council Chamber may call the City Clerk's Office at 213-1015, or for meetings at the Airport Office Building, the NAA Executive Assistant's Office at 643-0733, with requests at least two business days before the meeting.

Information on Action Items and other items which has been provided in advance of this meeting may be inspected at the office of the Executive Assistant, General Aviation Terminal Building, 2nd Floor, 160 Aviation Drive North. Minutes of this meeting will be prepared for Board approval, usually at the next Regular Meeting.

A. **ROLL CALL**

B. **PLEDGE OF ALLEGIANCE**

C. **AGENDA (Add, delete or re-sequence items)**

D. **DISCUSSION ITEM**

1. **Interviews and Ranking of Responses to Insurance Broker and Risk Management Services - Request for Proposals (RFP)**

   a. Alliant Insurance Services, Inc. 9:05 a.m.

   b. McGriff Insurance Services 9:50 a.m.

   c. Public Risk Insurance Advisors 10:35 a.m.

E. **PUBLIC COMMENTS (Public comments accepted for items not otherwise listed on the Agenda; 5 minute limit)**

F. **CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS**

G. **ADJOURN**

Information on Discussion Items and other items which has been provided in advance of this meeting may be inspected at the office of the Executive Assistant, General Aviation Terminal Building, 2nd Floor, 160 Aviation Drive North. Minutes of this meeting will be prepared for Board approval, usually at the next Regular Meeting.

**NOTE:** The Consultant Selection Committee is comprised of Committee Chair Rideoutte and NAA Chair Lenhard. All NAA Commissioners are welcome to attend and can "opt in" to participate and vote.