

RESOLUTION

WHEREAS, the Township of West Orange (the “Township”) prepared and issued a Request for Qualifications for Proposals for Professional Services for an Insurance Broker to provide brokerage services for 2021 (the “RFQ”) pursuant to a fair and open process; and

WHEREAS, on September 8, 2021, the Township received responses to its RFQ from: (i) Fairview Insurance Agency Associates (“Fairview”); and (ii) Alamo Insurance Group, Inc. (“Alamo”);

WHEREAS, Fairview’s proposal set forth the following commission rates: (i) Benecard Prescription – not to exceed 2.73%; (ii) Delta Dental – 3% Graded Commission Schedule – Standard; (iii) Self-Insured Medical – not to exceed 1.5% of max plan costs; (iv) Medicare Advantage – 6%; and (v) Municipal Joint Insurance Fund – 7% Risk Management Fee per guidelines of Garden State Municipal JIF; and

WHEREAS, Alamo’s proposal set forth the following commission rates: (i) Benecard Prescription – 3.5%; (ii) Delta Dental – 3%; (iii) Self-Insured Medical – 3.5%; (iv) Medicare Advantage – 5%; and (v) Municipal Joint Insurance Fund – 6%; and

WHEREAS, based upon the rates proposed and the qualifications and experience presented in the proposals, the Township seeks to award the Agreement for Insurance Brokerage Services for 2021 (the “Agreement”) to Fairview, annexed hereto as Exhibit “A;” and

WHEREAS, the Mayor has recused himself any dealings with the award of the Agreement annexed hereto as Exhibit “A.”

NOW, BE IT HEREBY RESOLVED, by the Township Council of the Township of West Orange that the Business Administrator be and is hereby authorized to execute an

agreement, in the form annexed hereto, to retain Fairview to provide services as the Township's insurance broker of record consistent with the terms and conditions set forth therein; and it is further

RESOLVED that notice of this award shall be published and available in the Clerk's office in accordance with applicable law.

Karen J. Carnevale, R.M.C.
Municipal Clerk

Cindy Matute-Brown
Council President

Adopted: September 14, 2021

I hereby certify funds are available from: _____
Account No.

John O. Gross, CFO