

0504608

**CITY OF GAINESVILLE
2005 REQUEST FOR QUALIFICATIONS FOR
PROPERTY, LIABILITY AND WORKERS COMPENSATIONS AGENT OF RECORD**

2004 - 2005 Annual Premium = \$4,110,239

Agent Title	Area President, Branch Manager	Hill Rogal & Hobbs Team	Virginia Del Lago CPCU	Paul Dawson	John Ryan, ARM, CIC, CRM	
1	John J. Liston, ARM, AU Arthur J. Gallagher & Co. P. O. Box 9000 Clearwater, FL 33758 727 797-4190 john_liston@ajg.com 727 791-1613	Hill Rogal & Hobbs of Florida, Inc. 4880 Newberry Road, Suite 100 Gainesville, FL 32607 352 378-2511 jim.skiles@hrh.com 352 378-9802	Vice President Marsh USA, Inc. 3031 N. Rocky Point Dr., Ste 700 Tampa, FL 33607 813 207-5177 virginia.delago@marsh.com 813 207-5190	PRIA 615 Crescent Executive Ct. Lake Mary, FL 321 882-1504 pdawson@publicrisk.com 321 882-1513	Senior Vice President Wachovia Insurance Services 4600 West Cypress St., Ste. 200 Tampa, FL 33607 813 287-1936 john.ryan@wachovia.com 813 282-1020	
2	24 years	Average 20+ years	31 years	10 years	32 years	
3	15 years	Average 10+ years	10 years	10 years	19 years	
4	8	Approximately 14	6	45	3	
5	Yes	Yes	Yes	Yes	See Exhibit 1, Service Team, Andy Berghele's Resume	
6	Yes	Yes	Yes, refer to sample Client Service Agreement	Yes	See Exhibit 3, Sample Service Commitment	
7	Yes	Yes	Yes	Yes	Yes	
8	FIRM EXPERIENCE					
9	Which Florida Office will Provide Services	Tampa Bay and Orlando	Tallahassee, Atlanta, San Mateo	Tampa	National Utility Practice Group, if needed	
10	Other Offices or Firms Involved in Proposal	International Special Risk Services	22 years	Lake Mary Tallahassee	Tampa 69 years	
11	Years Firm in Business	78 years	Approximately 153	65 years	Approximately 10	
12	Number Public Entities Served by Firm	232	Yes, see Energy Tab	170	Broker of record for Tampa Electric including Peoples Gas for more than twenty years & current agent for Orlando Utilities.	
13	Explanation of firm's experience with utilities attached?	Yes, See Tab 4: Qualifications		Yes	Approximately 10%	
14	Firm Revenue	\$256,223,167	\$370,000,000	\$250,000,000	\$500,000,000+	
15	What percentage of firm's Florida business are public entities?	63.25%	19.6%	5% and 10%	Approximately 10%	
16	SERVICE TEAM					
17	Name	John Liston, ARM, AU	Jim Karl, CIC	Virginia Del Lago, CPCU	Paul Dawson	John Ryan, ARM, CIC, CRM
18	Types of Licenses	220	P & C	220	220	220
19	Years Serving Large Commercial Accounts	Over 20 years	24 years	31 years	10 years	32 years
20	Years Serving Public Entities	Over 10 years	20 years	27 years	10 years	19 years
21	Name	Erica Connick, AAI, ARM	Jim Skiles, CLU, CIC	Ben Rios	Ann Hansen	Joel Williams
22	Types of Licenses	220	P & C, Life/Health	220	120, 220	220
23	Years Serving Large Commercial Accounts	5 years	23 years	25 years	22 years	10 years
24	Years Serving Public Entities	5 years	2 years	15 years	4 years	5 years
25	Name	Paul J. Erickson, ARM	Rebecca Cooper	Michael Messchi	Tim Harshey, ARM, P	Lisa Abernathy, CPCU
26	Types of Licenses	220	P & C	220 & Florida Surplus Lines		220
27	Years Serving Large Commercial Accounts	35 years	38 years	15 years		19 years
28	Years Serving Public Entities	16 years	7 years	4 years		10 years

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28	Agent Title Firm Address City/State/ZIP Telephone Number Email Fax Number	John J. Liston, ARM, AU Area President, Branch Manager Arthur J. Gallagher & Co. P. O. Box 9000 Clearwater, FL 33758 727 797-4190 john_liston@ajg.com 727 791-1613	Hill Rogal & Hobbs Team Hill Rogal & Hobbs of Florida, Inc. 4880 Newberry Road, Suite 100 Gainesville, FL 32607 352 378-2511 jim.skiles@hrh.com 352 378-9802	Virginia Del Lago CPCU Vice President Marsh USA, Inc. 3031 N. Rocky Point Dr. Ste 700 Tampa, FL 33607 813 207-5177 virginia.dellago@marsh.com 813 207-5190	Paul Dawson PRIA 615 Crescent Executive Ct. Lake Mary, FL 321 832-1504 pdawson@publicrisk.com 321 832-1513	John Ryan, ARM, CIC, CRM Senior Vice President Wachovia Insurance Services 4600 West Cypress St, Ste 200 Tampa, FL 33607 813 287-1936 john.ryan@wachovia.com 813 282-1020
29	Details of other persons involved attached?	Yes, see Tab 4. Qualifications	Yes	Yes	Yes	Yes, see Exhibit 1, Service Team, Andy Bergholms. management program for over 25 years & have demonstrated that we have the local resources to meet the needs of GRU.
30	What is the basis of your electric utility specialists' expertise?	Over 32 years experience in safety and loss prevention.	Garry Edwards leads our national team. Resumes and sample of work by team provided.	Expertise is founded on each individual's experience in all areas of insurance coverage for electric utilities. Specialists are available on an "as needed" basis	See Proposal	Available on "as needed" basis. Our answers around our utilities experience speak for themselves. We are more than confident that we are capable of handling this portion of the City's program.
31	How likely will the electric utility specialist be available to the City when needed?	Mr. DeLaurie will be available to the City as often as necessary.	Very likely as reasonably requested.	The specialists stay informed of all new technology that has an effect on our client's accounts.	See Proposal	See Exhibit 1, Service Team, Julie Ramsay and Gina Gistinger resumes
32	What is the specialist's knowledge of new technology for electric utilities & its relationship to insurance coverages and costs?	He is well-versed in new technology issues, especially the 501-G, and its relationship to insurance coverage and associated costs.	Excellent. HRH is committed to stay abreast of new technology for our existing clients and prospects.	Marsh Risk Consultants, Dwight Hycle and Tom Clark, will be utilized to perform the City's desired inspection and loss control service.	See Proposal	\$20,000,000
33	Provide specifics on agency personnel who are likely to be utilized in performing desired inspection and loss control services.	See Tab 4. Qualifications: John DeLaurie will be most likely.	Refer to resumes of Allen Williams, Loss Control Director, Garry Edwards, Energy Team Leader, Chuck Blazina and Mark Mirck, PE, Loss Control.			
34	Limit of Errors or Omissions Liability Insurance If you are invited to a finalist interview, are you willing to discuss with the interview committee investigations of alleged wrongdoings, litigation and/or settlements, and fines or penalties in the US involving your firm and specific agents listed as projected to provide services to the City?	\$20,000,000 Yes.	\$25,000,000 Yes	\$10,000,000 Yes	\$5,000,000 Yes	\$20,000,000
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37	REMUNERATION TOTAL	\$127,500 First Year	Standard Commissions	\$160,500 First year	\$60,000 First Year	\$196,500
38		\$133,875 Second; \$140,569 Third Year		\$168,525 Second; \$176,951 Third Year	\$99,500 Second & Third Year	Guaranteed for Three Years
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40	REFERENCES					
41		Lakeland Electric Manatee County Hillsborough County Aviation Authority City of Orlando	City of Alachua City of Newberry Alachua County Sheriff's Office Fulton County, Georgia Capline Corporation	Seminole Electric Orlando Utilities Commission PAEC Pinellas County Miami-Dade County	City of Ocala/Marion County City of Pensacola LYNX Utilities Comm., City of New Smyrna Beach Hartline	SFW/MID City of Tampa City of Jacksonville City of Tallahassee TECO Energy, Inc.
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