



*City of Colusa City Council*  
**STAFF REPORT**

DATE: June 24, 2010  
TO: Mayor Critchfield and Members of the City Council  
FROM: Beth Penner, Finance Director

**AGENDA ITEM:**

Consider appointing Keenan and Associates the Broker of Record in connection with all of the City's Non-Medical Employee Benefits Insurance Plans (Dental, Vision, Life/AD&D, Disability).

**CITY COUNCIL PRIORITIES ADDRESS:**

1. Operate and manage the City in a fiscally responsible manner with open, accurate and comprehensible reporting.

**REQUESTED ACTION:**

Approve staff request for appointing Keenan and Associates as Broker of Record.

**BACKGROUND:**

The city has been using Craig Garret Insurance Services located in Yuba City for many years as the broker for Dental and Vision insurance plans. During that time, the complexity of insurance coverage has increased for municipalities, the need to offer enhanced ancillary benefits to absorb the rise in medical premiums has increased, and reporting demands have increased with the Federal Health Care Reform Legislation. For these reasons the City of Colusa will benefit from the services provided by Keenan and Associates, a respected and experienced firm offering extensive services to public agencies.

Keenan proposes a fast track needs assessment and prioritization of plans for dental, vision, Life/AD&D and Disability.

Keenan will provide ongoing training to assist in building the benefit infrastructure.

Keenan offers expertise at developing innovative insurance programs and solutions to serve California Public Agencies. Due to Keenan's influence in the market, these programs offer enhanced benefits, competitive pricing and multiple year rate guarantees.

**BUDGET IMPACT:**

The City will benefit by a reduction in the premium cost of ancillary insurance while offering enhanced benefits.

The City does not pay for the services of the Broker of Record as rates are negotiated with a market standard percentage included for the Broker by the insurance company; this is no change from the current practice.

The Broker of Record can be terminated in writing at any time with no liability to the City.

**RECOMMENDATION:**

Staff recommends appointing Keenan and Associates the Broker of Record in connection with all of the City's Non-Medical Employee Benefits Insurance Plans (Dental, Vision, Life/AD&D, Disability).