

## COUNCIL AUTHORITY FOR CONTRACT AWARDS DELEGATED AUTHORITY

<b>Project Award</b>	Delegated Authority is requested to award the renewal of the Town's insurance policy portfolio and risk management services.																		
<b>Recommendation</b>	<b>Staff are requesting delegated authority to proceed with a renewal of the RFP award for the Town's insurance policy portfolio and risk management services to Marsh Canada for a period of one year.</b>																		
<b>Purpose of Report</b>	As per Section 10.1(j) of Purchasing By-law No. 061-2018, Council approval is required.																		
<b>Background information</b>	<p>The RFP for Insurance and Risk Management Services was awarded to JLT Canada (now Marsh Canada) on CORS-061-16 for a three (3) year period (January 1, 2017-December 31, 2019). There was an option to renew for additional years. The contract has since been renewed with the most recent term ending June 30, 2024.</p> <p>The following outlines the premiums over the contract period:</p> <table border="1" data-bbox="662 947 1523 1285"> <thead> <tr> <th colspan="2">5 Year Total Premium Comparison (incl. taxes and fees)</th> </tr> </thead> <tbody> <tr> <td>2017</td> <td>\$728,785</td> </tr> <tr> <td>2018</td> <td>\$771,667</td> </tr> <tr> <td>2019</td> <td>\$796,109</td> </tr> <tr> <td>2020</td> <td>\$844,900</td> </tr> <tr> <td>2021</td> <td>\$806,681</td> </tr> <tr> <td>2022</td> <td>\$1,090,926</td> </tr> <tr> <td>2023</td> <td>\$1,327,195</td> </tr> <tr> <td>2024 (6 months - January to June)</td> <td>\$640,811</td> </tr> </tbody> </table> <p>Included within the changes above is consideration for the growth of the community and the Town's assets and services, including the addition of new facilities (such as the Sherwood Community Centre) as well as additional lane kilometers of roadways that are either constructed or assumed. The decrease in premium for the 2021 term is as a result of the discontinuation of the Excess WSIB Insurance Policy as outlined in Report CORS-048-21. The results of the 2023 renewal process were outlined in report CORS-016-23. As shown above, through that process the Town re-aligned its term such that most of the policies will be effective beginning July 1 each year.</p> <p>Staff have been engaged with Marsh regarding the 2024 renewal and alternatives since early in the year. This process has included an update to a variety of datasets related to the Town and its operations, and discussions with respect to coverage alternatives.</p>	5 Year Total Premium Comparison (incl. taxes and fees)		2017	\$728,785	2018	\$771,667	2019	\$796,109	2020	\$844,900	2021	\$806,681	2022	\$1,090,926	2023	\$1,327,195	2024 (6 months - January to June)	\$640,811
5 Year Total Premium Comparison (incl. taxes and fees)																			
2017	\$728,785																		
2018	\$771,667																		
2019	\$796,109																		
2020	\$844,900																		
2021	\$806,681																		
2022	\$1,090,926																		
2023	\$1,327,195																		
2024 (6 months - January to June)	\$640,811																		

## Schedule H

	<p>Similar to the 2023 renewal process, these alternatives have included consideration of alternative deductible levels for some of the Town's policies, as the Town may look to increase certain deductible levels in 2024 with consideration of the rising premium costs, related administrative impacts and risk transfer.</p> <p>At the time of this report, staff continue to work through the renewal process with Marsh and the delegation of authority to award will allow the Town to receive full details on coverage and pricing options while still ensuring that the renewal is executed in advance of the renewal date.</p> <p>The results of the renewal will be reported back to Council following completion of the renewal terms. Through that report staff will also provide an update on next steps anticipated with respect to future sourcing of insurance policy portfolio and risk services.</p>
--	--

### Financial Planning Section: **Budget Impact** (Note 1 & 2)

<b>Account Number(s)</b>	Various Departments – 3799
<b>Account Description</b>	Insurance
<b>Project Total Budget</b>	N/A
<b>Contract Budget</b> (Note 3)	\$826,860
<b>Actual</b> (Net of HST Rebate)	To be determined upon contract renewal award
<b>Variance</b>	To be determined upon contract renewal award
<b>Funding Source</b>	2024 Operating Budget

Note 1: Financial impact includes the applicable non-rebatable Ontario insurance tax of 8%.

Note 2: Any resulting financial impact as a result of the contract renewal will be reported back to Council following completion of the renewal terms.

Note 3: Represents budget remaining for 2024.