



BOARD OF DIRECTORS

STEVE BRANDAU

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BUDDY MENDES

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BRIAN PACHECO

AMY SHUKLIAN

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**Meeting Location:
County of Fresno
Board of Supervisors Chambers
2281 Tulare Street, #301
Fresno, CA 93721**

AGENDA DATE: October 15, 2021

ITEM NUMBER: Item 12

SUBJECT: Receive Report on the RFP for SJVIA Consulting Services and Authorize President to Execute Agreement with Keenan & Associates (A)

REQUEST(S): That the Board authorize the President to execute agreement for SJVIA consulting services

DESCRIPTION:

On February 3, 2017 the SJVIA entered into an agreement with Keenan & Associates (Keenan) for health benefits consultation and administration services from February 3, 2017 through December 31, 2019 (“Agreement”). The Agreement provided that the term of the Agreement may be extended for no more than two additional one-year terms. On December 17, 2019 your Board approved Amendment 1 to the Agreement extending the Agreement through December 31, 2020. On October 16, 2020 your Board approved Amendment 2 to the Agreement extending the Agreement for a second and final one-year term through December 31, 2021.

As Keenan is in the fifth and final year of the Agreement, staff released an RFP for consultant services to eleven vendors on July 2, 2021. While questions were received from three vendors, Keenan was the sole respondent to the RFP that closed on July 30, 2021.

Staff recommends entering into a new agreement with Keenan for three years effective January 1, 2022, with the option to extend the agreement for no more than two additional one-year terms.

AGENDA: San Joaquin Valley Insurance Authority

DATE: December 11, 2020

FISCAL IMPACT/FINANCING:

For calendar year 2021, the total annual cost for consulting services provided by Keenan was \$318,000, or \$26,500 per month. The monthly fee for year one of the new agreement is \$22,000, or \$264,000 annually which represents a \$54,000 decrease from current. The monthly fee will increase to \$22,500 for year two, and \$23,000 for year three. Should the agreement be extended for two additional one-year terms, the monthly fee will increase to \$23,500 for year four and \$24,000 for year five.

ADMINISTRATIVE SIGN-OFF:



Hollis Magill
SJVIA Manager



Lupe Garza
SJVIA Assistant Manager