



**BOARD OF DIRECTORS**

STEVE BRANDAU  
NATHAN MAGSIG  
BUDDY MENDES  
LARRY MICARI  
BRIAN PACHECO  
AMY SHUKLIAN  
PETE VANDER POEL

**Meeting Location:**  
**County of Tulare**  
**Board of Supervisors Chambers**  
**2800 W. Burrel Avenue**  
**Visalia, CA 93291**

**AGENDA DATE:** December 10, 2021

**ITEM NUMBER:** Item 14

**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 10, 2021

**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:**



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Hollis Magill  
SJVIA Manager



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Lupe Garza  
SJVIA Assistant Manager