

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

AGENDA DATE: February 28, 2025

ITEM NUMBER: Item 17

SUBJECT: Gallagher's Acquisition of Assured Partners
(Keenan & Associates) (A)

REQUEST(S): That the Board Receive Information Regarding Arthur J. Gallagher's Acquisition of Assured Partners (Keenan & Associates) and provide direction to staff on whether to issue a Request for Proposals to obtain a new consultant

DESCRIPTION:

On December 9, 2024, Assured Partners (parent company to Keenan & Associates) announced a definitive agreement to join Arthur J. Gallagher (Gallagher), pending review and approval from the Department of Justice which is expected to close towards the end of the first quarter in 2025.

Keenan & Associate (Keenan) represents that the SJVIA's experience will remain unchanged from current. The SJVIA will continue to work with the current service team, and their processes will stay the same.

Gallagher entered into Consultant Agreements with SJVIA in 2010 and 2015; the 2015 Consultant Agreement was terminated by SJVIA on December 31, 2016. The SJVIA filed a lawsuit against Gallagher in May of 2017, alleging professional negligence/malpractice, negligent misrepresentation, breach of written contract, breach of implied covenant of good faith and fair dealing, and violations of California's Unfair Competition Law, Business and Professions Code § 17200 et. seq., which the parties settled in February of 2022. In light of Gallagher's acquisition of Keenan, staff seeks direction from the Board on whether to continue to contract with Keenan, or to issue a Request for Proposal to obtain a new consultant independent from Gallagher.

If your Board directs staff to issue a Request for Proposal to obtain a new consultant, the agreement with Keenan in Item 18 of today's agenda would

AGENDA: San Joaquin Valley Insurance Authority

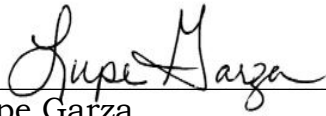
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allow Keenan to continue to provide these services while the SJVIA obtains a new vendor.

FISCAL IMPACT/FINANCING:

None

ADMINISTRATIVE SIGN-OFF:



Lupe Garza
SJVIA Manager



Hollis Magill
SJVIA Assistant Manager