

## Questions and Answers for ITN 2014-08 Insurance Agent of Record

Q: What is the reason for the ITN; i.e. due diligence, issues with current broker, etc.?

A: Florida Housing's current contract is expiring.

Q: Which brokerage firm is currently providing services to Florida Housing and what has been their tenure?

A: Rogers-Gunter-Vaughn Insurance has primarily been Florida Housing's broker since 1998.

Q: What are the current fees or commissions Florida Housing is paying for brokerage services?

A: No fees or commissions are paid directly by Florida Housing for brokerage services.

Q: Please advise the current intermediary or wholesaler accessed by the current broker, if any. Does the current broker have any ownership in the intermediary or wholesaler, and if so, what commissions/fees are being charged by the intermediary or wholesaler?

A: Florida Housing is unaware of any intermediaries or wholesalers.

Q: What are the estimated number of Broker/Client meetings within Florida Housing?

A: Florida Housing estimates approximately one (1) meeting per quarter.

Q: Are there specific Risk Control services required by Florida Housing? If so, please describe.

A: No specific risk control services are required.

Q: Are there any significant expansion plans or additional services that Florida Housing is planning? Please describe the vacant land described in Section One. Are there plans to develop the land?

A: There are no plans to expand or develop the insured land at this time.

**Q:** Please provide the current premiums by line of coverage for the coverages purchased by Florida Housing.

**A:**

| <b>INSURANCE COVERAGE</b>       | <b>2014-2015<br/>PREMIUMS</b> |
|---------------------------------|-------------------------------|
| Business Owners Policy          | \$11,925                      |
| Business Auto                   | \$754                         |
| Umbrella                        | \$2,050                       |
| Crime                           | \$6,964                       |
| Directors & Officers Liability  | \$85,460                      |
| Excess Directors & Officers     | \$35,073                      |
| General Liability – Vacant Land | \$328                         |
| Worker's Compensation           | \$26,000                      |

**Q:** Does Florida Housing have protection under sovereign immunity as provided under Section 768.28, Fla. Stat.?

**A:** Yes.

**Q:** What date does the Board of Directors vote on the decision?

**A:** Florida Housing anticipates that the Board will vote on a recommended decision with respect to this ITN on October 30, 2014.

**Q:** The ITN does not ask for a proposal on the insurance coverage and policies described. A proposal would be a premium quotation for specific coverage and policies that identified the insurer(s) offering such coverage. Since this is not specifically requested, are we to assume that none will be required in our response to the ITN? Further, we assume that the agent/broker selected will be given access to all insurance markets through an agent of record letter, is that correct?

**A:** Correct; a proposal for coverage, premiums, and insurers is not requested nor required in the response to the ITN. The selected broker will be given an agent of record letter.