

MILWAUKEE COUNTY
INTEROFFICE COMMUNICATION

DATE: March 21, 2025

TO: County Board of Supervisors
Supervisor Willie Johnson Jr., Chairperson, Committee on Finance

FROM: Adam Abelson, Director, Risk Management

SUBJECT: Request for Approval to Contract with Alliant Insurance Services, Inc. for Property and Liability Insurance Brokerage.

REQUEST

The Risk Management Division of the Department of Administrative Services requests the authority to enter into a contractual agreement with Alliant Insurance Services, Inc. for liability insurance brokerage services for a three-year term starting on July 1, 2025, for a flat rate fee of \$100,000 for year one, \$100,000 for year two, and \$100,000 for year three of the agreement.

BACKGROUND

Resolution File No. 93-168, approved by the Committee on Finance, Personnel, and Audit and adopted by the County Board at its February 18, 1993 meeting, states that the Risk Management Division of the Department of Administrative Services shall solicit Requests for Proposals (RFPs) for insurance purchases. This resolution also specifies that Risk Management is required to prepare a formal report to the Committee on Finance, Personnel, and Audit establishing a schedule of all insurance policies.

Risk Management has historically solicited RFPs for the following types of insurance:

- Public Entity Liability
- Airport Liability
- Property Insurance
- Fiduciary (Employees' Retirement System)
- Boiler & Machinery
- Crime / Fidelity
- Cyber Liability
- Fine Arts

The insurance industry model which works best for both private and public entities is the use of an insurance broker. A carefully completed insurance broker selection aligns the client needs with the broker who has strength in the client specific line of business, e.g. industry, finance, government, etc. The licensed insurance broker can access the global marketplace to obtain quotes from competing insurers and to actively negotiate policy terms, conditions, and rates on behalf of their client. Additionally, the insurance broker familiar with the client's insurance

program can recognize shortcomings, redundancies and gaps in the client's insurance program thereby increasing the efficiency and effectiveness of the program and use of premium dollars. Another benefit is the insurance broker is paid by a flat fee instead of commission. This allows the insurance broker to work exclusively in the client's best interest.

The use of an insurance broker is standard practice in larger counties and provides greater leverage for lower premiums derived from the broker loss control tools and insurer relationships. While providing a more robust, comprehensive, and transparent way to recommend renewal of our liability coverages. The Director of Risk Management and Alliant Insurance Services, Inc. (Alliant) will be working together on a lean, sophisticated, and comprehensive liability insurance program.

VENDOR SELECTION

On December 17, 2024, Milwaukee County's Risk Management Department, in combination with Milwaukee County Transit System (MCTS) jointly issued an RFP for insurance broker services. Five bids were received. The top four finalists were invited to give presentations. Following the interviews, Alliant was the top scoring vendor.

Alliant is one of the top 5 largest commercial retail insurance brokerage firms in the U.S. and is the nation's largest broker in the Public Entity sector. This affords their firm with strong market leverage to cost-effectively place insurance coverage for Milwaukee County and MCTS. Through the broker client relationship, Milwaukee County will be in direct contact with Alliant's expert teams dedicated to the high exposure areas of aviation, transportation and fleet management, zoo operations, mental health, law enforcement, fine arts, and property.

Numerous value-added services were included in the Alliant bid, such as analytics to help the County and MCTS determine areas where improved claim handling, safety initiatives, and workplace policy assistance may be beneficial for our long-term goal of asset protection. Loss control assistance in the areas of property assessments, auditing, alternate risk financing exploration, and the availability of benchmarking data will also help Milwaukee County Risk Management and MCTS improve in all areas of risk performance and liability reduction. Importantly, Alliant demonstrated a strong commitment to the County's mission of advancing Targeted Business Enterprises (TBE) by partnering with Bennie Jones of Risk Management Solutions of America, a certified TBE firm, on the proposed Milwaukee County and MCTS engagement.

RECOMMENDATION

The Director of Risk Management recommends approval of the attached resolution authorizing the retention of Alliant Insurance Services, Inc. for a three-year term to provide property and liability insurance brokerage services to Milwaukee County.

COSTS

The three-year total fiscal impact is \$300,000. The proposed flat rate is for the contract period without escalation.

BUDGET IMPACT

Annual costs will be reduced in 2025 resulting from the RFP process for the five-year term of the contract.

Adam J. Abelson

Adam Abelson

Director, Risk Management

CC: David Crowley, County Executive
Mary Jo Meyers, Chief of Staff, County Executive's Office
Kelly Bablitch, Chief of Staff, County Board
Janelle M. Jensen, Manager, Legislative Services Division, Office of the County Clerk
Joseph Lamers, Director, Office of Strategy, Budget, and Performance
Vince Masterson, Capital Budget Coordinator, Office of Strategy, Budget, and
Performance
Pamela Bryant, Capital Finance Manager, Office of the Comptroller
Justin Rodriguez, Budget and Management Coordinator, Office of the Comptroller
Aaron Hertzberg, Director of Administrative Services
Erika Bronikowski, Director, ERS