



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
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July 24, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KG*

SUBJECT: Negotiated Contract for Student Athletic Insurance
School Insurance of Florida

Since August 2006, the District has contracted with School Insurance of Florida (SIF) for the purchase of athletic accident/injury insurance for interscholastic athletic teams. The original contract was the result of RFP 07-011-DO, Board approved July 11, 2006.

The Employee Benefits, Assistance & Risk Management Department (EBARM) is requesting permission to continue using the services of SIF for the term August 1, 2012 – July 31, 2013. Please reference the attached memo from Ms. Mary Tillman, Director of EBARM, for detailed information. Under Florida Administrative Rule 6A-1.012(15) the District is permitted to negotiate for insurance services, should it be in the Board's best interest to do so.

SIF proposes a renewal of their existing contract for \$142,568.71, this represents a 2% savings over the previous year. The cost will be funded through risk management insurance general funding. Under this same agreement, the voluntary student accident insurance plan available for purchase by parents/guardians will also be renewed at last year's rates. For this optional policy, there is no cost to the District.

We are requesting Board signature on the attached renewal, and permission to issue a purchase order to SIF in the amount of \$142,568.71 for encumbrance in the next fiscal year. Should you have any questions or concerns, please contact Mary Tillman or me at your earliest convenience.

KDG/mw
Attachments

Date/Time: July 17, 2012 11:01:00



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

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Employee Benefits, Assistance & Risk Management

Mary Tillman, Director

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727/774-2759 TDD: 813/794-2484

352/524-2759 e-mail: mtillman@pasco.k12.fl.us

DATE: June 26, 2012

TO: Kendra Goodman, Purchasing Agent

FROM: Mary Tillman, Director of Employee Benefits, Assistance & Risk Management

RE: 2012-13 Renewals for School Insurance of Florida, Inc.

The Board awarded the student athletic insurance (RFP 07-011-DO) to School Insurance of Florida on July 11, 2006. The RFP was a three-year contract, with annual renewals based on the mutual consent of the parties. A one year extension of the contract expires on July 31, 2012.

For the 2012-13 school year, School Insurance of Florida proposes an athletic insurance renewal at the current policy cost of \$142,568.71, a 2% decrease from last year.

At this time, it is my recommendation to renew with School Insurance. I am requesting that the District continue the contract with School Insurance of Florida, without formal bid action under the Florida DOE Rule 6A exemption for insurance, for the following reasons:

- The vendor is renewing with no premium increase.
- The coverages will remain the same as in past years.
- The dollars involved are comparatively low.
- Service from this vendor has been satisfactory.

Under this same agreement, the voluntary student accident insurance plan available for purchase by parents/guardians will also be renewed at the same rates as last year. There is no cost to the District for this policy.

Please request permission from the Board to approve this renewal. If you have any questions or need any additional information, please call me. As always, I appreciate the assistance that I have received from you and your staff during this process.



SCHOOL INSURANCE OF FLORIDA

Student Accident Insurance for Over 40 Years

June 6th, 2012

Mary Tillman
Risk and Benefit Management
7227 Land O' Lakes Blvd.
Land O' Lakes, FL 34638

Dear Ms. Tillman:

Thank you for allowing *School Insurance of Florida* the privilege to be of financial assistance to many Pasco families.

Currently, the Pasco County loss ratio is 52 %. We have received over \$862,560.00 in medical charges for the 2011-2012 school term. *School Insurance of Florida* has paid over \$76,051.20 in eligible benefits as of today's date. The group athletic premium rate was \$145,447.66 for the 2011-2012 school term. We have contacted the insurance company regarding Pasco County voluntary student accident insurance program and the group athletic program rate and benefit levels. The insurance company has agreed to extend your existing plans with **NO** rate increases. They also agreed to provide a 2% (\$2,908.95) discount for the athletic insurance premium.

To officially continue participation in the program, please review, complete and forward the attached renewal application at your earliest convenience. If you have questions concerning the continuation of the program, please don't hesitate to contact us.

We appreciate your trust and confidence in us.

Sincerely,

Lane L. Smith

Lane L. Smith
School Insurance of Florida

Toll Free: 800-432-6915 Fax: 407-798-0296 Email: info@schoolinsuranceofflorida.com Mailing
Address: P.O. Box 784268 Winter Garden, FL 34778 Web: www.schoolinsuranceofflorida.com



SCHOOL INSURANCE OF FLORIDA
PASCO COUNTY SCHOOL DISTRICT
2012-2013 STUDENT ACCIDENT INSURANCE RENEWAL

The Pasco County School Districts elects to extend the student accident insurance plan serviced by *School Insurance of Florida* for the 2012-2013 school term. All claims will continue to be processed in our in-state Winter Garden office. The policy benefits will remain the same and the following rates will be guaranteed for the next School year:

Voluntary

School Time Plan	@ \$ 7.00	<i>No Increase</i>
24 Hour Plan	@ \$38.00	<i>No Increase</i>
Increase Dental	@ \$ 2.00	<i>No Increase</i>
In Hospital Sickness	@ \$40.00	<i>No Increase</i>

Group Athletic Premium: \$142,568.71 2% Decrease

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() Pasco County Schools elects to continue coverage for the 2012-2013 term based on the rates above. The voluntary program will continue to be offered to all Pasco County students on a voluntary enrollment basis.

Renewal confirmation authorized on behalf of the Pasco County Schools by:

Name: _____ Title _____ Date _____

Signature: _____

Please fax your response to *School Insurance of Florida*, 407-798-0296 or mail to P.O. Box 784268 Winter Garden, FL. 34778

