

Personnel Management and Services  
Nelson E. Diaz, Deputy Superintendent

**SUBJECT: REQUEST FOR INCREASE IN HOURLY FEE FOR  
PROPERTY/CASUALTY INSURANCE CONSULTANT**

Siver Insurance Consultants, Inc. has provided the Board insurance consulting services since 1977 when the Board entered into its first contract with the firm. At that time, the monthly rate of \$75/hour was established for the consultants, and has remained the same to date.

Siver Insurance Consultants is nationally known as a firm which does not market or solicit any insurance programs in conjunction with consulting, which is how most firms operate. Siver's only business is that of providing consulting services to clients like The School Board of Miami-Dade County, Florida. The lead consultant, Mr. James Marshall is nationally recognized as an expert in policy interpretation and wording and as a result is asked to testify on a regular basis regarding conflicts which arise between insurers and policyholders. His professional designations include that of a Chartered Property Casualty Underwriter (CPCU), Associate in Risk Management (ARM) as well as Juris Doctorate (JD) and a member of the Florida Bar.

The following is a partial listing of services and projects which the firm currently provides:

- Incurred But Not Reported (IBNR) calculations for the Board Actuary;
- consulting for insurance contract language for contractors, architects, engineers, UBCI, etc;
- technical consulting regarding appropriate policy wording for Board's newly approved liability insurance program;
- preparation of technical Requests For Proposals (RFP's) on risk management, property and casualty insurance programs;
- analyzation of proposals received for professional service and insurance contracts; and
- assistance in disputes with carriers over coverage interpretations.

State Board Rule 6A1.012(11) provides authorization for the Board to enter into contracts for risk management services and insurance through either the bid process, or through direct negotiations. Siver's newly acquired clients are paying \$250/hour for Mr. Marshall's services, however, due to the long term relationship, Siver is willing to provide services to the Board at \$125/hour. Taking into consideration the quality of services provided by Siver Insurance Consultants, Inc., and the competitive rate they are offering, staff is recommending that the hourly fee for Siver Insurance Consultants, Inc., be increased from \$75/hour to \$125/hour, effective March 1, 2000.

The appropriation for this item is included in the General Fund of the 1999-2000 Adopted Budget, under Fund 0100, Function 7790, Program 7760, Object 5640, Location 9112.

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. increase its hourly rate with Siver Insurance Consultants, Inc. from \$75/hour to \$125/hour, effective March 1, 2000; and
2. authorize staff to develop a new contract with Siver Insurance Consultants, Inc. to reflect the new hourly rate, subject to a cancellation provision whereby the Board can cancel the contract any time.

The appropriation for this item is included in the General Fund of the 1999-2000 Adopted Budget.

NED/mu