



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, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

November 17, 2009

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

SUBJECT: Renewal of Negotiated Contract: Siver Insurance Consultants
Third Year of Three-Year Contract for Employee Benefits Consulting Services

On November 18, 2008, official action (attached) was taken to renew a negotiated contract with Waters Risk Management (now Siver Insurance Consultants [Siver]). Siver performs services on an as-needed basis for the Employee Benefits, Assistance, and Risk Management Department (EBARM). The second year of the contract will expire on December 31, 2009.

As services have been satisfactory, Siver was contacted to verify their willingness to enter into the third year of the contract, under existing terms and conditions. Their written acknowledgement to do so is attached. The fee structure is outlined in the letter from Siver dated January 28, 2009, also attached.

Ms. Mary Tillman, Director of Employee Benefits, Assistance & Risk Management, expects that approximately \$20,000, funded from the Group Health Insurance Fund, will be spent with Siver during the upcoming contract term, January 1 – December 31, 2010. Please see her memo, attached, for detailed information.

We are requesting permission to place purchase orders as needed with Siver up to \$20,000 during the next contract term. The contract was negotiated under Florida Administrative Rule 6A-1.012(15). Please contact Mary Tillman or me if you have any questions or concerns.

KDG/az
Attachments

District Wide Accreditation • Southern Association of Colleges and Schools

DATE/TIME: NOVEMBER 10, 2009 09:31:00



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

813/794-2759 Fax: 813/794-2173

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

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

DATE: October 5, 2009

TO: Kendra Goodman, Purchasing Agent

FROM: Mary Tillman, Director of EBARM *Mary H. Tillman*

RE: 2010 Renewal for Siver Insurance Consultants

On September 17, 2007, the Board approved a negotiated contract with Waters Risk Management (WRM) which was effective for the 2008 calendar year and is renewably annually at the School Board's option for two subsequent calendar years. WRM provides independent consulting services on a variety of employee benefits issues. I expect that this department will spend less than \$20,000 with WRM during the 2010 calendar year. The source of funds for this contract is the Group Health Insurance Fund.

The services provided by WRM have been satisfactory. Al Waters, the principal of Waters Risk Management, has recently affiliated with Siver Insurance Consultants and has agreed in writing to renew the contract for 2010 under the terms and conditions as outlined in the attached memo dated 1/28/09.

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.



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NEGOTIATED CONTRACT RENEWAL REQUEST INSURANCE/EMPLOYEE BENEFITS/RISK MANAGEMENT CONSULTING SERVICES

Yes, I agree to renew the above-referenced contract for its third-year term, under existing terms and conditions, with hourly fees as outlined in the attached letter dated January 28, 2009. The term will be January 1, 2010 – December 31, 2010.

No, I do not agree to renew the above-referenced contract with the District School Board of Pasco County.

COMPANY NAME: Siver Insurance Consultants

SIGNATURE: _____

DATE: 25 OCTOBER 2009

PRINTED NAME/TITLE: ALLAN PAUL WATERS E-MAIL: AWATERS@SIVER.COM
VICE PRESIDENT

TELEPHONE W/AREA CODE: 727 577-2780 FAX W/AREA CODE: 727 579-8692

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act." Vendors conducting business with the District School Board of Pasco County (DSBPC) who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds, must be Level 2 fingerprinted by DSBPC Human Resources. If any of the above criteria apply to this contract, you must have those individuals Level 2 fingerprinted and screened by the DSBPC Human Resources Department prior to commencement of services or work, and must provide a list of employees with renewal. Please contact (813) 794-2521 to arrange for a fingerprinting appointment. Costs associated with this background screening are to borne by the vendor. You may access information regarding this law, which became effective September 1, 2005, by reviewing Sections 1012.32 and 1012.465, Florida Statutes.

The contracting company certifies, by submission and signature of this form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

Vendor shall comply with all applicable laws, ordinances, codes and statutes of any and all local, state, or national governing bodies included within this section. Vendor shall comply with the regulations of the Civil Rights Act of 1964, in which no person in the United States shall on the grounds of race, creed, color, or national origin be excluded from participation in or be denied the proceeds of, or be subject to discrimination in the performance of this contract.

PLEASE RETURN TO:

DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: ARLENE ZIMNEY, CPPB, C.P.M., BUYER
PURCHASING DEPARTMENT
20430 GATOR LANE, LAND O' LAKES, FL 34638
(813) 794-2504 (PHONE)
(813) 794-2111 (FAX)
azimney@pasco.k12.fl.us

*Insurance
Consultants*
SIVER

9400 Fourth Street North, Suite 119
St. Petersburg, Florida 33702-2525
Post Office Box 21343
St. Petersburg, Florida 33742-1343
Telephone: (727) 577-2780
Fax: (727) 579-8692

Email: awaters@siver.com

January 28, 2009

Ms. Arlene Zimney, CPPB, C.P.M., Buyer
Ms. Mary Tillman, CPA, CIA, Director, Employee Benefits, Assistance/Risk Management
School District of Pasco County
20430 Gator Lane
Land O'Lakes, FL 34638

Re: Independent Risk Management/Employee Benefits Consulting
Fee Increase – February 1, 2010

Dear Arlene and Mary:

This is formal notification regarding our Independent Consulting Agreement, previously with Waters Risk Management and now with Siver Insurance Consultants, that our hourly fees will increase February 1, 2010, in accordance with our desire to give you one year advance notice of such change.

Effective February 1, 2010, the hourly fees charged will be:

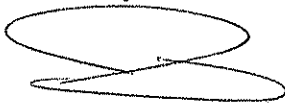
All Consultants	\$200.00
Administrative	\$ 50.00
Expenses	Additional

Rather than notify you in December 2007 of an increase January 1, 2009, I recognized the difficult economic times and decided not to increase our fees this year. However, after being absorbed by Siver Insurance Consultants, it is the Siver firm's desire for fees to be uniform with the current Siver hourly fees. Accordingly, this is notification.

To summarize, we will continue to bill the same hourly fees this year as we have billed in 2008 and we will bill the same hourly rates for the first month of 2010, after which time the new fee basis will apply.

Thank you for your understanding, and thank you for the opportunity to have served the School District for many years. It has been, hopefully, a mutually satisfying professional relationship.

Sincerely,



Allan Paul Waters CPCU, CLU, ARM, AIC
Vice President and Senior Consultant

db



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November 18, 2008

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

SUBJECT: Second Year of Three-Year Agreement
Employee Benefits Consultant, Siver Insurance Consultants (formerly Waters Risk Management)

On October 2, 2007, official action (attached) was taken to approve a three-year negotiated contract with Waters Risk Management for employee benefits consulting. The first year of the contract will expire on December 31, 2008.

In September 2008, Waters Risk Management's practice merged with Siver Insurance Consultants (Siver) in St. Petersburg, FL. Although Al Waters will continue to be the District's primary contact for consulting services, this merger makes available to the District the expertise and services of Siver's entire professional staff. Please reference the attached memo from Waters Risk Management for additional details.

As services have been satisfactory, Siver was contacted to verify their willingness to enter into the second year of the contract, under existing terms and conditions. Their written acknowledgement to do so is attached. There will be no change to the current fee structure. Ms. Mary Tillman, Director of Employee Benefits, Assistance & Risk Management estimates that approximately \$20,000 will be spent with Siver in calendar year 2009, payable through the Group Health Insurance Fund. We are therefore requesting permission to place purchase orders up to that amount as needed for the term January 1, 2009 – December 31, 2009. Please reference the attached letter from Ms. Tillman for additional information.

The original contract was negotiated under DOE Rule 6A-1.012(11). Please contact Mary Tillman or me if you have any questions or concerns.

KDG/az
Attachments



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Employee Benefits, Assistance & Risk Management

Mary Tillman, Director

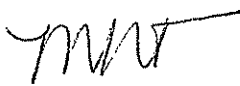
813/794-2759 Fax: 813/794-2173

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

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

DATE: October 23, 2008

TO: Kendra Goodman, Purchasing Agent

FROM: Mary Tillman, Director of EBARM 

RE: 2009 Renewal for Waters Risk Management

On September 17, 2007, the Board approved a negotiated contract with Waters Risk Management (WRM) which was effective for the 2008 calendar year and is renewably annually at the School Board's option for two subsequent calendar years. WRM provides independent consulting services on a variety of employee benefits issues. I expect that this department will spend less than \$20,000 with WRM during the 2009 calendar year. The source of funds for this contract is the Group Health Insurance Fund.

The services provided by WRM have been satisfactory. Al Waters, the principal of Waters Risk Management, has recently affiliated with Siver Insurance Consultants and has agreed in writing to renew the contract for 2009 under the same terms and conditions.

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.

District School Board
of Pasco County

NOV 18 2008

Board Approved