AGENDA
CITY OF WINDCREST, TEXAS
SPECIAL CITY COUNCIL MEETING

July 2, 2014
9:30 A.M.

NOTICE IS HEREBY GIVEN THAT A SPECIAL WINDCREST CITY COUNCIL MEETING WILL BE HELD AT WINDCREST CITY HALL, 8601 MIDCROWN, WINDCREST, TEXAS ON THE 2nd DAY OF JULY 2014 STARTING AT 9:30 A.M. DURING THE MEETING THE FOLLOWING SUBJECTS WILL BE CONSIDERED AND THE COUNCIL MAY TAKE ACTION ON ANY OF THE LISTED SUBJECTS.

THE CITY COUNCIL RESERVES THE OPTION TO RECESS THE MEETING DURING THE EVENING OF JULY 2, 2014 AND TO RECONVENE THE MEETING ON THE FOLLOWING DAY, JULY 3, 2014 AT 9:00 A.M. AT THE WINDCREST CITY HALL, 8601 MIDCROWN, WINDCREST, TEXAS.

IT IS ANTICIPATED THAT MEMBERS OF OTHER CITY BOARDS, COMMISSIONS AND COMMITTEES MAY ATTEND THE MEETING IN NUMBERS THAT MAY CONSTITUTE A QUORUM OF SUCH OTHER CITY BOARDS, COMMISSIONS AND COMMITTEES, SO THAT NOTICE IS HEREBY GIVEN THAT THE MEETING IS ALSO A MEETING OF THE OTHER CITY BOARDS, COMMISSIONS AND COMMITTEES WHOSE MEMBERS ARE IN ATTENDANCE. THE MEMBERS OF THE OTHER CITY BOARDS, COMMISSIONS AND COMMITTEES MAY PARTICIPATE IN DISCUSSIONS WHICH OCCUR AT THE MEETING, BUT NO ACTION WILL BE TAKEN BY THE OTHER BOARDS, COMMISSIONS AND COMMITTEES WHOSE MEMBERS ARE IN ATTENDANCE.

Ordinance No. 618 (09/20/10), Repealing Ordinance No. 593

At all City Council, City Commission or City Board meetings, the agenda shall include a "citizens to be heard" item. It is suggested that Citizens wishing to speak during this item sign in on the sign up roster prior to the meeting. During "citizens to be heard" comments, each individual may speak on an agenda item or any other matter affecting the city. In addition to the "citizens to be heard" portion of meetings, a person may make comments on agenda items prior to the vote on the agenda item. A member of the public will have a total of six (6) minutes to be heard during a City Council, City Commission or City Board Meeting. This does not include any responses from the body. The six (6) minutes time limit authorized herein may not be transferred to another speaker in whole or in part. The presiding Officer or his/her designee will assign a Time Keeper to each meeting. The Time Keeper will maintain strict compliance of the six (6) minute rule, stopping speakers who exceed the allotted time. As authorized by Section 551.042 of the Texas Government Code, the Presiding Officer may direct a City Official to make: a statement of specific factual information in response to an inquiry made by a member of the public or of the City Council, or; a recitation of existing policy in response to an inquiry made by a member of the public or the City Council. Any deliberation of or decision about the subject of the inquiry shall be limited to a proposal to place the subject on the agenda for a subsequent meeting. Any question posed by a Citizen, Council Member, Board Member or Commission

Member for which an answer is not available at a meeting shall be answered by a member of the staff or Presiding Officer at the next regular meeting of the Body, if an answer is reasonably available and prudent. If the information is sensitive, staff will seek advice from the City Attorney.

REQUEST ALL PAGERS AND CELL PHONES BE TURNED OFF, EXCEPT EMERGENCY ON-CALL PERSONNEL. CITIZENS ARE ASKED TO REFRAIN FROM TALKING DURING COUNCIL PROCEEDINGS.

Meeting Chair: please remind each participant in your meeting that they must speak into a microphone; the recording is the Official Minutes of your meeting and all who speak must be recorded. All guest speakers and citizens to be heard must speak from podium. Please interrupt speakers during meeting if you recognize that they are not speaking into microphone and have them do so.

I. **Call to Order, Pledge of Allegiance & Invocation**

II. **Citizens to be Heard**

1. A member of the public will have three (3) minutes to discuss topics not listed on the agenda.

2. A member of the public will have six (6) minutes to discuss topics listed on the agenda.

3. City Council may discuss and respond to current and past agendas on subsequent and non-subsequent agenda items by citizens to be heard.

III. **Executive Session**

1. City Council will convene into a closed session as authorized in Section 551.074 of the Texas Government Code to conduct interviews with Fire Chief applicants.

IV. **Action Item**

1. City Council will convene into open session to discuss and take possible action regarding the engagement of a Fire Chief.

V. **Ordinances** **"In conjunction with the first reading of an ordinance, a motion should be made to either "reject the proposed ordinance" or "to forward the proposed ordinance to a subsequent City Council meeting for final adoption at its second reading".**

None

VI. **Resolutions**

1. City Council will review, discuss and may take action on Resolution No. 2014-502(R), a resolution approving a contract for an insurance agent of record and authorizing the City Manager to negotiate and execute a contract for such services. (Att. 1)

VII. **General Announcements & Future Agenda Items Requested**

Per Ordinance No. 618, repealing Ordinance No. 593; Section 9: Every agenda shall include an item entry granting a member the opportunity to propose an item for consideration of future agendas for Regular or Special Meetings. Any member may request the inclusion of such items at any meeting.

VIII. **Adjournment**

The City Council reserves the right to retire into executive session whenever it is considered necessary and legally justified under the Texas Government Code, Subchapter D, Sections 551.071 et. seq. including, but not limited to, consultation with attorney, real property, prospective gifts, personnel matters, exclusion of witness, security devices, and economic development matters.

I, the undersigned authority, do hereby certify that the above Notice of Meeting of the City Council of the City of Windcrest is a true and correct copy of said Notice and was posted on the bulletin board at City Hall of said City in a convenient place to the public and said Notice was posted more than seventy-two hours prior to the meeting on July 2, 2014.

By: Kelly Rodriguez **, City Secretary**

In compliance with the Americans With Disabilities Act, the City of Windcrest Council Chambers are wheelchair accessible, and accessible parking spaces are available. The City of Windcrest will provide for reasonable accommodations for persons attending City Council meetings. To better serve you, requests should be received 48 hours prior to the meetings. Please contact Heather Weidenbach, City Secretary, at 210-655-0022 ext. 2150 or Fax 210-655-8776.

I certify that the attached notice and agenda of items to be considered by the City Council was removed by me from the City Hall bulletin board on the ____ July, 2014.

________________________________ Title: ___________________________

ALAMO
INSURANCE GROUP

3201 Cherry Ridge Dr., Suite D405 San Antonio, TX 78230
P: 210.930.6665 F: 210.930.1838
www.alamoinsurancegroup.com

Table of Contents

City of Windrest

REQUEST FOR QUALIFICATIONS

To Select a Broker/Agent
for
Group Life/Health Insurance
And all other employee benefits

Date RFQ was issued: May 2, 2014

Contact Person:
David Wilson, Municipal Finance Officer
dwilson@windcrest-tx.gov

Deadline for submission of proposals: May 23, 2014, 10:00 AM
Late proposals will not be accepted.

Mail or deliver proposal to:

CITY OF WINDCREST
DAVID WILSON
RFQ: INSURANCE AND BENEFITS AGENT
8601 Midcrown Drive
Windcrest, Texas 78239

City of Windcrest Health Insurance and Benefits Agent RFQ

Intent: The City of Windcrest is requesting proposals for a broker/agent to coordinate its health insurance and ancillary products from reputable insurance carriers at the most competitive prices and negotiating renewals.

Background: The City of Windcrest is located in Windcrest, Texas. The City of Windcrest currently offers health/life insurance, dental, vision and disability income protection to its employees. The intent of this RFQ is to determine if the City would be better served by obtaining services through a different insurance agent than the one we currently have.

The City currently has approximately 70 employees who are eligible to enroll in the health plan and about 98.6% currently participating in the plan. Essentially all employees are covered on one of the City's plans.

Scope of Services

The selected agent/broker will be expected to work in partnership with the City of Windcrest staff to perform the following services:

A. Provide recommendations for the proposed benefit components, specifically in the area of design, funding, cost and administration. This will include a review of current and proposed plan features and rate structures. Assist with the development and planning of long range health insurance strategies and identifying future trends in employee benefits.

B. Conduct negotiations with carrier(s) and vendors to obtain coverage at the lowest rates possible for essentially the same or better coverage as is now in place

C. Provide general problem-solving throughout the plan year.

D. Any other duties critical to the proper formation of a health insurance/employee benefit plan and its optimal operation and participation.

E. The Agent/Broker should be able to analyze and review all health and other carriers proposals, statements, claims forms/processing for the City of Windcrest.

F. Provide the City of Windcrest with reasonable preliminary renewal figures during the budget process.

G. Assist the HR Designee with required employee presentations.

H. Identify issues and exposures with insurance carriers if any.

I. Notify the City of any changes resulting from the new health care legislation and other state and federal legislative changes or legal decisions which would affect insurance coverage's of the City and its employees.

J. Review policies and endorsements for accuracy and conformity to specifications and negotiated coverage's.

K. Develop strategies for presentation and implementation of any new benefit plans to all employee groups as necessary.

L. Provide coverage summaries for all new coverage's and updates on changes to existing coverage's.

M. As necessary monitor claims status and assist in obtaining timely resolution of the submitted claim.

N. Help identify and implement Wellness programs

O. Implement other programs to help the City be the most competitive and efficient City possible

Term
The term of the agreement will be for two years, and continue annually until the City decides to change at its own discretion.

Submission of Proposals
Proposals shall be submitted to:

City of Windcrest
David Wilson, Purchasing/ Finance Analyst
8601 Midcrown Drive
Windcrest, TX 78239

Proposals are due by 10:00am on Friday, May 24, 2014

Proposals shall be in a sealed envelope plainly marked **"Proposal for Health Insurance Agent/Broker — for City of Windcrest,"** with your name and address clearly identified. Proposals shall be submitted in the following order and must include the following information:

1. Provide a brief history of your firm, including years in the insurance business, location of your office (or offices), growth of agency, number of employees and anything that makes your company unique. Include your company's customer service philosophy and management style.

2. A short narrative statement of the Respondent's understanding of the City of Windcrest's goals and needs.

3. List the name, title, mailing address, telephone number, facsimile number, and e-mail address of the contact person for this proposal.

4. Provide the name(s) of the agent/broker(s) to perform the work for the City of Windcrest and a brief statement as to why each agent is qualified to provide services to the City of Windcrest. Briefly describe how the City of Windcrest account would be managed by your company.

5. Confirm that you are a licensed agent in the state of Texas and provide documentation as such.

6. Confirm that you serve as an independent agent and are not affiliated with any insurance company, third party administrative agency or provider network.

7. Please describe your vision of the relationship with the City of Windcrest while being the agent.

8. Briefly describe the scope of services your company would offer and how your firm would accomplish the work described.

9. Outline your ability to provide expertise and experience in the areas of health benefit plan analysis and design. Detail your ability to advise municipal government on health

care cost containment strategies. Give several examples of your work with other companies, similar or larger in size to the City of Windcrest.

10. Please indicate any other services, capabilities, or features that differentiate your organization from competition.

11. Provide detailed information concerning any suits filed, judgments entered, allegations made or claims made against the proposing firm or against any of its agents during the last fifteen years with respect to employee assistance program services provided by the firm, criminal activity, fraud, or any other declaration of default of termination for cause against the firm with respect to such services. In addition, state whether during the past fifteen years the firm has been suspended from bidding or bared from working with or entering into any government contract.

Proposals may not be withdrawn for sixty (60) days from the proposal due date.

The City of Windcrest reserves the right to reject any or all proposals. The City of Windcrest also reserves the right to exercise its discretion and be the sole judge of the proposal. The City of Windcrest is not liable for any costs incurred by Agents/Agencies prior to the issuance of a contract and receipt of all necessary approvals.

Three (3) copies of the proposal shall be submitted with the name and telephone number of the principal person provided.

Changes, modifications or additions to the Request for Qualifications resulting from any inquiries shall be published by addenda to all those receiving the original proposal package. All material submitted becomes the property of the City of Windcrest and will not be returned.

Agent finalists selected for final evaluation prior to final selection may be required to make an oral presentation of their proposal to the City of Windcrest.

All questions shall be directed to Sarah Mangham emailed address is dwilson@windcrest-tx.gov.

Selection of Broker

Proposals will be evaluated by the City of Windcrest, which reserves the right to reject any or all proposals received. The City reserves the right to waive non-material deficiencies in any proposal. Proposals will be evaluated based on what is deemed to be in the best interests of the City. Firms responding may be interviewed by the selection committee. If an interview is requested, the key person(s) to be assigned to this account must be present at the interview.

The selection process is expected to be completed by the end of June 2014.

The following will serve as the basic criteria for the selection of the agent eventually selected.

A. Understanding of the work required by the project manager as evidenced by the proposal and the ability of the agent to commence work in a timely manner. Completeness of proposal will be critical.

B. The qualifications of the Agent and Agency.

C. Ability to work with and relationship with and access to major health insurance carriers.

D. Ability to respond to the Scope of Services outlined.

E. Proposal conforms to requested format.

F. Local presence and ease of doing business with.

G. Past experience (including with similar local governmental entities).

H. Noncompliance with significant instructions will be grounds for disqualification of proposals.

I. Longevity of the Agency and Agent(s) in the market place.

J. Ability to provide support to the City as needed or desired.

Additional Comments:

Any proprietary information submitted for review should be submitted in a separate sealed envelope plainly marked as proprietary information. The City of Windcrest will disclose this information only to those involved in the selection process and as required by law.

In the event additional information is necessary to supplement this RFQ, responses will be given by email to all companies that have advised us of their intention to submit qualifications.

The City will not be responsible for any costs incurred by a firm in preparation of a submission to this RFQ.

The successful firm must be able to show proof of General Liability insurance, Errors and Omissions, and Workers' Compensation coverage.

CITY OF WINDCREST, TEXAS

REQUEST FOR PROPOSAL

EXECUTIVE SUMMARY

Alamo Insurance Group formed in 1998 was one of the largest privately held insurance agencies in South Texas with over 60 public and school entity clients. As of December 31, 2009, Alamo Insurance Group was purchased by Brown and Brown Insurance Agency. With over 7000 professionals nationwide, we represent and assist our clients with their specific needs in Employee Benefits, Property and Casualty, Personal Lines, Risk Management, Claims Management and Consulting Services.

Alamo Insurance Group will evaluate and measure the effectiveness of the current health insurance program in terms of services provided and cost. We will analyze benefit options, current Self Insured Plan arrangement or Fully Insured Plan in place and provide the City of Windcrest with written recommendations. Our services include plan design review, preparation of Request for Proposal for competitive bids for both self-funded and fully insured plans, assistance with the annual health plan budget; develop premium contribution strategies, analysis of the bids received plus side by side spreadsheet analysis of proposed as compared to current plan. We will also provide coordination of carrier interviews as necessary, recommend carriers and assist with the selection of carrier. Alamo Insurance Group will complete the final negotiations with the selected vendor and facilitate the terms of the contract to the City staff and City Council for approval. We will provide the City staff, Insurance Committee and City Council with quarterly updates regarding claims history, plan performance, vendor performance and make recommendations for adjustments as needed. Alamo Insurance Group is available to your staff for assistance everyday of the week. Our office has 800 numbers and will assign an Account Manager and an Account Executive to work specifically with your staff and employees.

Our experience with public entity clients has provided our staff with an enormous amount of insight as to how these entities operate and the skilled resources required to operate in this environment. We understand the many complexities of the public bid process and feel confident our partnership can work as an extension of your staff and bring the added value of strong stewardship.

We are committed to keeping abreast of ever-changing business trends and legislative action so you can respond strategically to tomorrow's business challenges. Our goal is to be there for you-with integrated insurance solutions-to give you the coverage you need.

ALAMO INSURANCE GROUP

Contact for RFQ

Pat MCMahan, CIC, CBC
Chief Executive Officer
pmcmahan@alamoinsgrp.com
210-524-7106

or

Gary Looney, REBC
Senior Vice President
glooney@almamoinsgrp.com
210-524-7104

or

Paula Colon, CBC, SGS, CHRS
Account Manager
pcolon@alamoinsgrp.com
210-524-7112

Mailing address:

3201 Cherry Ridge Drive, Ste. D405
San Antonio, TX 78230
210-930-6665 Main Phone
210-930-1838 Fax

Your Team

Your Team performs as your Benefits Department

Our team concept provides for professional service focused on our Business Partners' insurance needs.

Team qualifications

PAT MCMAHAN, CIC, CBC, Chief Executive Officer. Pat is a graduate of the University of Texas at Austin with a BBA in accounting. He began his career in the banking industry rising to Executive Vice President before joining a national insurance brokerage firm in 1990. Pat's success led him to establish his own firm in 1995 which was ultimately sold to Brown & Brown, Inc. in 2010. Pat holds the following licenses: General Lines Agent Life, Accident, Health & HMO, All Lines Texas Property & Casualty, Life & Health Insurance Counselor License, Risk Management License.

GARY R. LOONEY, RHU, REBC Sr. Vice President, University of Houston, Risk Manager, Employee Benefits Consultant, Third Party Administrator Owner. Million Dollar Round Table, Life & Qualifying Member Texas Leaders Round Table, San Antonio Estate Planners Association, San Antonio Association of Life Underwriters, San Antonio Health Underwriters Assoc., National Assoc. of Health Underwriters, International Employee Benefits Council, Employers Council Flexible Compensation, Public Risk Insurance Mgt. Assoc., Chairman of Legislative Council, Underwriters Industry Liaison, National Assoc. of Insurance Commissioners (NAIC) Liaison, Appointed Tex Dept. of Insurance Special Regulatory Commission, Member Texas Department of Insurance Technical Advisory Committee on Claims Processing. Life Insurance Group I, Health Accident Group II, Variable Insurance Agent License, Risk Management License, Life & Health Insurance Counselor's License, Certified Instructor Self Funding. Over 47 years experience in the industry

GREG D. COLDEWEY Sr. Vice President, Greg is a graduate of Angelo State University with a BBA in Finance. Member of the National Association of Health Underwriters, Texas Association of Health Underwriters and the San Antonio Association of Health Underwriters. Greg holds the following licenses: General Lines Agent Life, Accident, Health & HMO, All Lines Texas Property & Casualty, Life & Health Insurance Counselor License. Past Owner of a Third Party Administrator for Self Funded health plans. Over 27 years experience in the insurance industry.

PAULA COLON, SGS, CBC Account Manager, Paula has over 30 years of experience in managing benefit plans for large and small groups. She is a hands on effective team member who is thoughtful and caring in solving the complex issues that arise in benefit programs. Paula is a member of the National Association of Health Underwriters, Texas Association of Health Underwriters and the San Antonio Association of Health Underwriters. She holds a General Lines Agent Life, Accident, Health & HMO license

PAT MCMAHAN, CIC, CBC

Title:	Chief Executive Officer Alamo Insurance Group
Education:	Bachelor of Business Administration (Accounting) University of Texas, Austin Certified Insurance Counselor (CIC) Chartered Benefit Consultant (CBC)
Business Experience:	Alamo Insurance Group 1998 to Present Professional Insurance Agents, Inc. 1995 to 1998. Alexander & Alexander of TX, Inc. 1990 to 1995. First City Texas 1986 to 1990 Executive Vice President University National Bank 1980 to 1986 Executive Officer, serving last two years as President 1975 to 1980 - Office of Comptroller of the Currency as a National Bank Examiner.
Specialties:	Workers Compensation School District Exposures Large Casualty Accounts Program
Licenses:	Life Insurance Group I Health and Accident Group II Variable Insurance Agent License Risk Management Licenses Life and Health Insurance Counselor's License

GARY R. LOONEY, RHU, REBC

Title:
Senior Vice President
Group Benefits Consulting Practice Leader
Alamo Insurance Group

Education:
BS from University of Houston (Economics)
Registered Employee Benefits Consultant (REBC)

Business Experience:
Risk Management and Employee Benefits Consultant.
Catto & Catto Insurance Agency, San Antonio, TX. 1972 – 2005
Alamo Insurance Group 2005 - Present

Third Party Administration Company Owner Manager.

Professional Memberships:
Life and Qualifying Member Texas Leaders Round Table
San Antonio Estate Planners Association
San Antonio Association of Life Underwriters
San Antonio Association of Health Underwriters
National Associations of Life and Health Underwriters
International Employee Benefits Council
Employers Council for Flexible Compensation
Public Risk Insurance Management Association
Texas Association of Health Underwriters Chairman of the Legislative Council
Texas Association of Health Underwriters Industry Liaison Committee
Member of National Association of Insurance Commissioners (NAIC) Liaison Committee representing the National Association of Health Underwriters
(Term from June 1, 2001 to May 30, 2003)
Appointed to Texas Department of Insurance Special Regulatory Commission by TDI Commissioner Jose Montemayor
Appointed to the Technical Advisory Committee on Claims Processing by TDI Commissioner Jose Montemayor; Re-Appointed by TDI Commissioner Mike Geeslin

Licenses:
Life Insurance Group I
Health and Accident Group II
Variable Insurance Agent License
Risk Management License
Securities License
Life and Health Insurance Counselor's License

GREG D. COLDEWEY

<u>Title:</u> Producer/Account Executive
Alamo Insurance Group, Inc.

<u>Education:</u> Angelo State University
BBA- Finance

<u>Business Experience:</u> Alamo Insurance Group, Inc.
01/06 – Present

Group Administrators San Antonio, Inc.
President/Owner
06/89 – 01/06

Blue Cross Blue Shield of Texas
Account Executive
01/86 – 06/89

Area Insurance Services, Inc.
Partner
01/85 – 12/86

Farmers Insurance Group
Claims Representative
10/82 – 12/85

<u>Professional Organizations:</u>
National Association of Health Underwriters
Texas Association of Health Underwriters
San Antonio Association of Health Underwriters

<u>Licenses:</u>
Group I
General Lines
Life & Health Counselor

PAULA R. COLÓN, CBC

Title: Account Manager
Alamo Insurance Group, Inc.

Education: Albright College - Reading, PA

Business Experience: Alamo Insurance Group, Inc.
08/03 - Present

Blue Cross / Blue Shield of Texas
Sales & Service Representative III
2000-2003

Self Employed – Medical Billing Services
1998-2000

The Croft Group
Credentialing/Billing Specialist
1997-1998

Cleveland Clinic Foundation
Coding & Reimbursement Specialist
1991-1996

Capital Blue Cross / Pennsylvania Blue Shield
Assistant District Office Manager/
Senior Customer Service Representative
1972-1988

Professional Designations:

Charter Benefits Consultant
Small Group Specialist

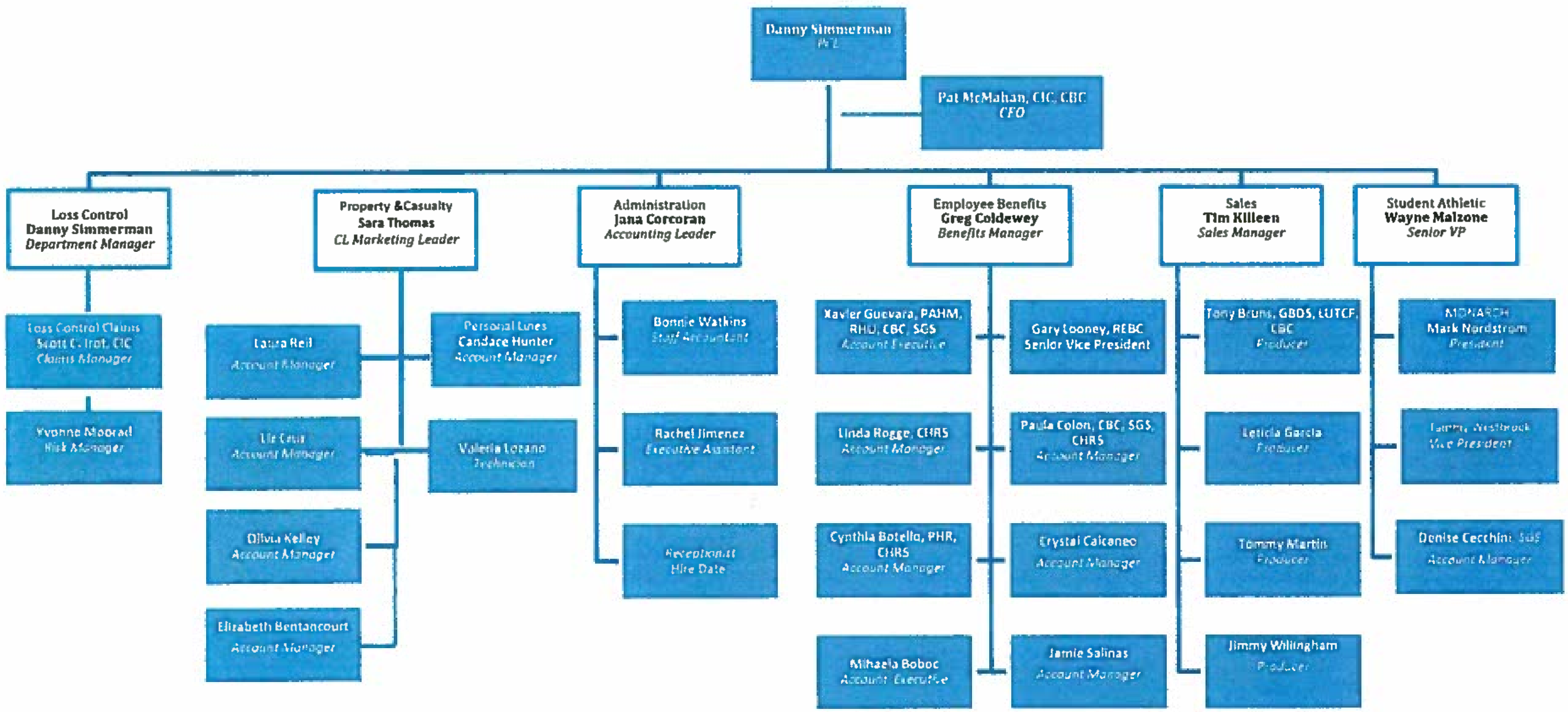
Professional Organizations:

National Association of Health Underwriters
Texas Association of Health Underwriters
San Antonio Association of Health Underwriters

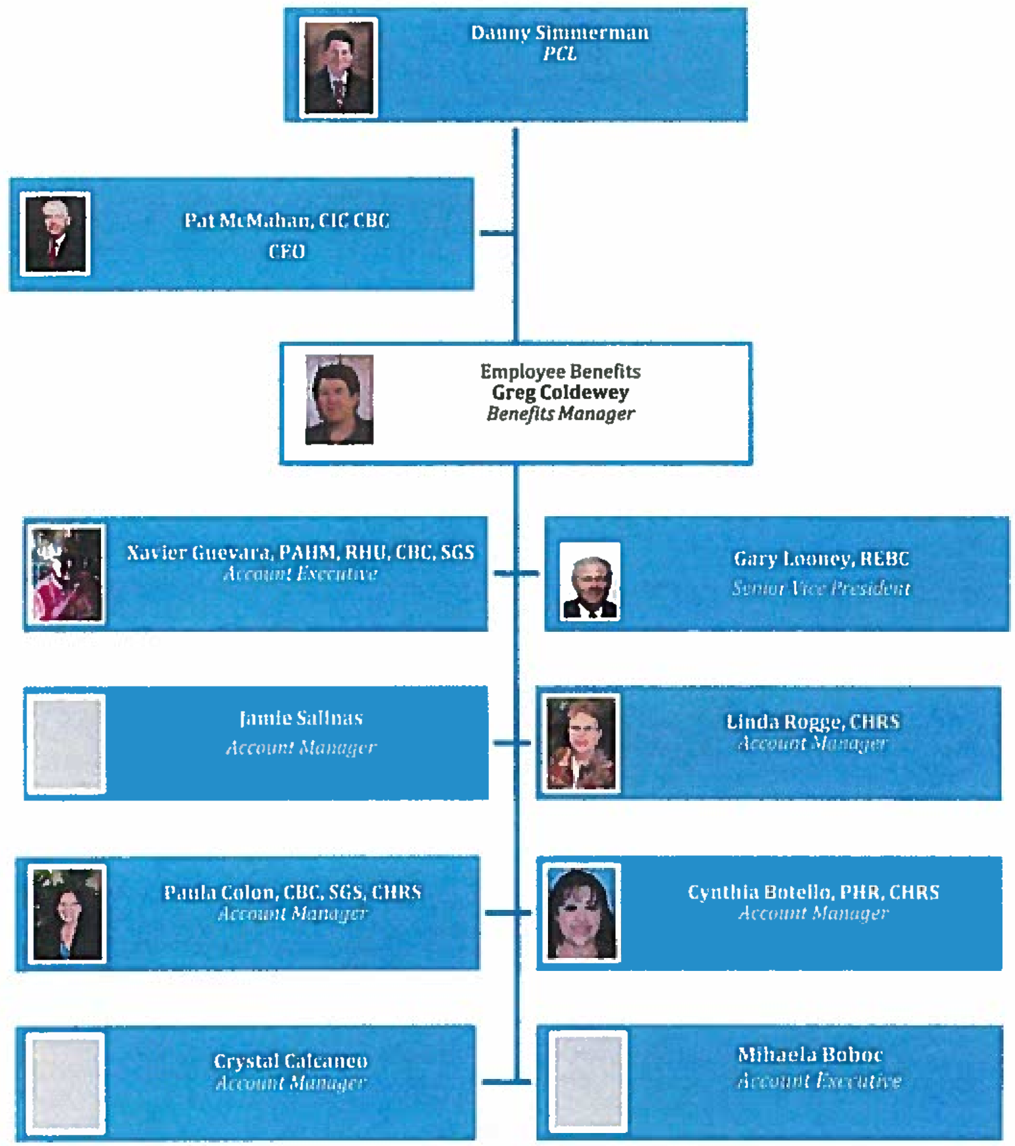
License:

Group 1 License

BROWN & BROWN – SAN ANTONIO



BROWN & BROWN – SAN ANTONIO BENEFITS



Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

Surplus Lines - licensees may only write the line authorized by Texas Insurance Code **TIC Ch. 981.201.**

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Texas Department of Insurance
JOHN PATRICK MCMAHAN

License No: 208386 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	Surplus Lines Agent	08-29-1997	01-11-2015
Qualified for			

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 208386 **NPN:** 1183075

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance

JOHN PATRICK MCMAHAN

License No: 208386 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
Surplus Lines Agent	08-29-1997	01-11-2015

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

Risk Managers - licensees may only write the line authorized by Texas Insurance Code **TIC Ch. 4153**.

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Texas Department of Insurance
JOHN PATRICK MCMAHAN

License No: 208385 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	Risk Manager	04-24-1996	01-11-2015
Qualified for			

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 208385 **NPN:** 1183075

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance

JOHN PATRICK MCMAHAN

License No: 208385 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
Risk Manager	04-24-1996	01-11-2015

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (TIC) **Ch. 4054**, including variable contracts.
General Lines - P&C licensees may sell any line authorized by **TIC Ch. 4051.**

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Texas Department of Insurance
JOHN PATRICK MCMAHAN

License No: 786454 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	General Lines Agent	01-11-1991	01-11-2015
Qualified for	Life, Accident, Health & HMO	11-10-1995	
	Property and Casualty	01-11-1991	

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 786454 **NPN:** 1183075

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance

JOHN PATRICK MCMAHAN

License No: 786454 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
General Lines Agent	01-11-1991	01-11-2015
Life, Accident, Health & HMO	11-10-1995	
Property and Casualty	01-11-1991	

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

Life and Health Insurance Counselors - licensees may
only write the line authorized by Texas Insurance Code
TIC Ch. 4052.

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Texas Department of Insurance
JOHN PATRICK MCMAHAN

License No: 1443888 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	Life and Health Ins. Counselor	05-07-2007	05-07-2015
Qualified for			

Jamie Walker
Jamie Walker, Associate Commissioner
Licensing Services Section

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 1443888 **NPN:** 1183075

JOHN PATRICK MCMAHAN
3201 CHERRY RIDGE DR STE D 405
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance

JOHN PATRICK MCMAHAN

License No: 1443888 **NPN:** 1183075

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
Life and Health Ins. Counselor	05-07-2007	05-07-2015

Jamie Walker
Jamie Walker, Associate Commissioner
Licensing Services Section

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

Life and Health Insurance Counselors - licensees may
only write the line authorized by Texas Insurance Code
TIC Ch. 4052.

GARY RANDALL LOONEY
12514 CHAPEL BELL
SAN ANTONIO TX 78230

Texas Department of Insurance
GARY RANDALL LOONEY

License No: 1193672 **NPN: 565999**

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	Life and Health Ins. Counselor	08-21-2002	08-21-2014
Qualified for			

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 1193672 **NPN: 565999**

GARY RANDALL LOONEY
12514 CHAPEL BELL
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance

GARY RANDALL LOONEY

License No: 1193672 **NPN: 565999**

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
Life and Health Ins. Counselor	08-21-2002	08-21-2014

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

Risk Managers - licensees may only write the line authorized by Texas Insurance Code **TIC Ch. 4153.**

RECEIVED
SEP 25 2012
ALAMO INSURANCE GROUP
San Antonio, TX

GARY RANDALL LOONEY
12514 CHAPEL BELL
SAN ANTONIO TX 78230

Texas Department of Insurance
GARY RANDALL LOONEY

License No: 559465 **NPN:** 565999

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	Risk Manager	10-01-1988	10-01-2014
Qualified for			

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along exterior line and Fold in the middle.

Texas Department of Insurance
License No: 559465 **NPN:** 565999

GARY RANDALL LOONEY
12514 CHAPEL BELL
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance
GARY RANDALL LOONEY
License No: 559465 **NPN:** 565999
BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
Risk Manager	10-01-1988	10-01-2014

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (TIC) Ch. 4054, including variable contracts.
General Lines - P&C licensees may sell any line authorized by TIC Ch. 4051.

RECEIVED

SEP 25 2012

ALAMO INSURANCE GROUP
San Antonio, TX

GARY RANDALL LOONEY
12514 CHAPEL BELL
SAN ANTONIO TX 78230

Texas Department of Insurance
GARY RANDALL LOONEY

License No: 1015662 **NPN:** 565999

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	General Lines Agent	06-21-1977	10-01-2014
Qualified for	Life, Accident, Health & HMO	06-21-1977	

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 1015662 **NPN:** 565999

GARY RANDALL LOONEY
12514 CHAPEL BELL
SAN ANTONIO TX 78230

Signature of Licensee

Texas Department of Insurance

GARY RANDALL LOONEY

License No: 1015662 **NPN:** 565999

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
General Lines Agent	06-21-1977	10-01-2014
Life, Accident, Health & HMO	06-21-1977	

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (**TIC**) **Ch. 4054**, including variable contracts.
General Lines - P&C licensees may sell any line authorized by **TIC Ch. 4051**.

GREGORY DON COLDEWEY
1633 BABCOCK
PMB 408
SAN ANTONIO TX 78229

Texas Department of Insurance
GREGORY DON COLDEWEY

License No: 790222 **NPN:** 1187157

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	General Lines Agent	12-07-1984	12-07-2014
Qualified for	Life, Accident, Health & HMO	12-07-1984	
	Property and Casualty	03-21-2006	

Christopher Bean, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 790222 **NPN:** 1187157

GREGORY DON COLDEWEY
1633 BABCOCK
PMB 408
SAN ANTONIO TX 78229

Signature of Licensee

Texas Department of Insurance

GREGORY DON COLDEWEY

License No: 790222 **NPN:** 1187157

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
General Lines Agent	12-07-1984	12-07-2014
Life, Accident, Health & HMO	12-07-1984	
Property and Casualty	03-21-2006	

Christopher Bean, Director
Agent and Adjuster Licensing

Texas Department of Insurance
Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code **(TIC) Ch. 4054**, including variable contracts.
General Lines - P&C licensees may sell any line authorized by **TIC Ch. 4051**.

PAULA COLON
5818 SILENT MEADOW
SAN ANTONIO TX 78250

Texas Department of Insurance
PAULA COLON

License No: 1250466 **NPN:** 7911946

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

		Effective Date	Expiration Date
Licensed as	General Lines Agent	10-23-2003	10-23-2015
Qualified for	Life, Accident, Health & HMO	10-23-2003	

J. Efijio Salas, Director
Agent and Adjuster Licensing

Signature Required on Wallet License.

Cut along Exterior Line and Fold in the middle.

Texas Department of Insurance

License No: 1250466 **NPN:** 7911946

PAULA COLON
5818 SILENT MEADOW
SAN ANTONIO TX 78250

Signature of Licensee

Texas Department of Insurance

PAULA COLON

License No: 1250466 **NPN:** 7911946

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
General Lines Agent	10-23-2003	10-23-2015
Life, Accident, Health & HMO	10-23-2003	

J. Efijio Salas, Director
Agent and Adjuster Licensing

Proposal Response

1. Alamo Insurance Group was formed in 1998 to provide excellent insurance services to the south Texas market. In 2009, we became a wholly owned subsidiary of Brown & Brown Insurance which is one of the top 5 insurance brokers in the nation with more than 1.3 billion dollars in annual revenue and over 7000 team members across the company. This affiliation provides national buying power and influence while maintaining the local services our clients have come to expect.
2. Alamo Insurance Group clearly understands the City's goals and needs and is prepared in every respect to partner with you to accomplish those goals.
3. Contact Information:
   Pat McMahan, CEO
   3201 Cherry Ridge Drive, Suite D405
   San Antonio, TX 78230
   (210) 524-7106 V (210) 524-7174 F
   pmcmahan@alamoinsgrp.com
4. Please see attached resumes of the Agents that will be servicing your account.
5. See attached licenses.
6. Alamo Insurance Group is an independent agent and is not affiliated with any insurance company or third party administrator or provider network.
7. Alamo Insurance Group views our relationship with our clients as a partnership. We work with you to carefully craft your goals and objective, create a plan to accomplish those goals and then execute the plan for you. We become your trusted advisor regarding all matters related to employee benefits. We never forget that we work for you and will do everything possible to fulfill your goals.
8. Alamo Insurance Group will provide the following services:
   a. Provide recommendations for the proposed benefit components, specifically in the area of design, funding, cost and administration. This will include a review of current and proposed plan features and rate structures. Assist with the development and planning of long range health insurance strategies and identifying future trends in employee benefits.
   b. Conduct negotiations with carrier(s) and vendors to obtain coverage at the lowest rates possible for essentially the same or better coverage as is now in place
   c. Provide general problem-solving throughout the plan year.
   d. Any other duties critical to the proper formation of a health insurance/employee benefit plan and its optimal operation and participation.
   e. Able to analyze and review all health and other carriers proposals, statements, claims forms/processing for the City of Windcrest.
   f. Provide the City of Windcrest with reasonable preliminary renewal figures during the budget process.
   g. Assist the HR Designee with required employee presentations.
   h. Identify issues and exposures with insurance carriers if any.
   i. Notify the City of any changes resulting from the new health care

legislation and other state and federal legislative changes or legal decisions which would affect insurance coverage's of the City and its employees.

j. Review policies and endorsements for accuracy and conformity to specifications and negotiated coverage's.
k. Develop strategies for presentation and implementation of any new benefit plans to all employee groups as necessary.
l. Provide coverage summaries for all new coverage and updates on changes to existing coverage.
m. As necessary monitor claims status and assist in obtaining timely resolution of the submitted claim.
n. Help identify and implement Wellness programs
o. Implement other programs to help the City be the most competitive and efficient City possible

ALSO SEE VALUE ADDED SERVICES WITHIN THE PROPOSAL.

9. The Alamo Insurance Group staff assigned to the City of Windcrest have combined experience in excess of 100 years. We work with clients from over 5000 employees to 5 employees to craft appropriate plans for their needs. Central to that is analysis of methods and funding mechanisms to control cost and provide the best benefits possible to our clients employees. We welcome the opportunity to discuss specific strategies that may be helpful to the City. Please see list of references within the proposal.
10. Our strength is our people. But, due to our size and market presence, we can provide all services and carriers under favorable conditions. We have negotiated some products with unique and advantageous underwriting conditions that are unique to us.
11. None

Value Added Services

We provide access to virtually all insurance and administration markets

Alamo Insurance Group offers its Business Partners the opportunity to benefit from the combined experience of a professional staff of employees who perform services not offered by other agencies. In addition, we have a wealth of resources available to us through several national affiliations.

We will develop a customized strategic plan that defines your objectives and outlines the actions needed to fulfill those objectives. Our strategic planning services ensure an organized, complete approach to fulfilling your benefits needs.

We pride ourselves on the level of service we provide. All of our Business Partners are assigned a team of specialists dedicated to their needs. Each partner accesses our team through a single point of contact, so that working with Alamo is seamless and easy.

The Added Value we bring to you

Leading-edge technology to provide you with the latest data analysis, communication, and human resources administration tools.

Access to professional actuaries to assist with calculations critical to your employee benefits plans.

Provide Human Resources consulting by PHR and SPHR certified consultants.

Employee claim data analyses to show you how and where to adjust your plan design to save money.

Web based video communication of all benefit offering.

Current up-to-date knowledge of state and federal legislative developments in insurance and employee benefits.

Legislative Guides containing comprehensive information about federal legislation such as COBRA, HIPAA Privacy Rules, FMLA, HRA, HSA, FSA, and Section 125.

Effective employee communication materials, from employee meetings to payroll stuffers, and informative brochures about employee benefits and wellness.

Web-based tools for a complete employee communication system that helps you improve communication, increase productivity, streamline processes, and save money for your human resources department.

Access to Pharmacy Benefit Manager Conultants specializing in pharmacy benefits strategies and negotiations.

Employee Surveys to communicate / hear from your valued employees on the benefits.

Employer Sponsored Benefit Plans

We design plans to fit your needs

Alamo Insurance Group has extensive knowledge gained through working with a wide variety of businesses, industries, and political subdivisions. Each of our Business Partners has specific and unique benefit needs. As a team, we work together to identify and provide cost effective, long-term, efficient planning initiatives to resolve those needs.

Areas of Competency

Evaluation of Current Status

Contract Analysis

Financial Review

Compliance Review

Vendor Network Analysis

Plan Design Objectives

Time Line Analysis/Strategic Planning

One-, Three-, to Five-year planning

Establish goal oriented objectives

Proactive innovative plan initiatives

Enrollment & communication support

Vendor Selection

Request for proposal preparation

Submission to vendors

Vendor Negotiation and Selection

Set Vendor Service Requirements

Oversee Administration by Vendor

Quarterly Review of Service Obligations

Annual Review/Renewal/Re-Set Objectives

Compliance Reporting

Vendor Analysis

Cost Analysis/Projections

Benefit Plan Analysis

Employee Voluntary Benefit Plans

Our Portfolio of Voluntary Products Completes your Benefit Offering

Alamo Insurance Group has developed a portfolio of Employee Voluntary Plans that enables an employer to offer substantial guaranteed-to-issue benefits to employees who may not otherwise be able to obtain coverage.

Voluntary plans supplement the core plans offered by employers to allow an employee to provide a complete insurance portfolio for his or her family. Many of the products offered to employees on a voluntary basis are available only through payroll deductions.

Voluntary Products We Support

Long Term Disability	Vision Care
Short Term Disability	Cancer Care
Individual and Family Term Life Insurance	Critical Illness
Individual and Family Permanent Life Insurance	Accident (on & off job)
Accidental Death	Hospital Indemnity
Dental Insurance	Gap Plans

REFERENCES

PUBLIC ENTITIES/COMMERCIAL

Information listed below is proprietary information and should not be disclosed

Company/Contact Person	Phone	# of Employees
1. Grand Prairie ISD/Julie Spears	972-237-5546	3,800
2. Judson ISD/ Elaine Howard	210-945-5621	2,800
3. Langley & Banack/John Pittman	210-736-6600	110
4. Atascosa County/ Judge Diana Bautista	830-769-3093	250
5. Kendall County/Michelle Lux	830-249-9343	220

City of Windcrest
TIMELINE

Employee Benefits – 2014/2015

DATE	ACTION	ASSIGNED TO
6/1	Time Line Meeting	Admin & Alamo Insurance
6/6	Draft of RFP to Admin for Review	Alamo
6/11	Finalize RFP	Alamo
6/18 & 6/25	Advertise RFP	Admin
7/2	Bid Opening at 11:00 am	Admin & Alamo Insurance
7/3 to 7/13	Prepare Spreadsheet Analysis	Alamo Insurance
7/16	Deliver Spreadsheet Analysis to City	Alamo Insurance
7/16 to 7/20	Begin final negotiations with Carriers Prepare Presentation Material- Insurance Committee	Alamo Insurance
Week of 7/23	Meeting with Insurance Committee	Admin & Alamo Insurance
7/30 to 8/3	Gap Time for Contingencies	Alamo Insurance
TBD	City Board Approval	Admin & Alamo Insurance
8/20	Vendors Planning Meeting	Admin, Alamo Insurance & Carriers
8/27-8/31	Mandatory Orientation/ Enrollment Meeting	Alamo Insurance & Insurance Carriers
TBD	Enrollment data feed to carriers and payroll	Admin & Alamo Insurance
October 1	Effective Date	
TBD	Payroll Deductions for October by 9/1//12	Alamo Insurance

WINDCREST
TEXAS

RESOLUTION NO. 2014-502(R)

A RESOLUTION APPROVING A CONTRACT FOR AN INSURANCE AGENT OF RECORD AND AUTHORIZING THE CITY MANAGER TO NEGOTIATE AND EXECUTE A CONTRACT FOR SUCH SERVICES

WHEREAS, the City of Windcrest desires to appoint an Insurance Agent of Record; and

WHEREAS, the City of Windcrest has selected Alamo Insurance Group to be said Insurance Agent of Record for a period of 2 years, beginning July 02, 2014 and ending July 02, 2016.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Windcrest, Texas, that:

1. The appointment of the above named Insurance Agent of Record is hereby approved for a 2 year period from July 02, 2014 through July 02, 2016.

2. The City Manager is authorized to negotiate and execute a contract with said Insurance Agent of Record for such services.

DULY PASSED AND APPROVED, on the _____day of _______, 2014 at a special meeting of the City Council of the City of Windcrest, Texas, which meeting was held in compliance with the Open Meetings Act, Tex. Gov't. Code, §551.001, et. seq. at which meeting a quorum was present and voting.

CITY OF WINDCREST, TEXAS

____

Alan Baxter, Mayor

ATTEST:

____
Kelly Rodriguez, City Secretary

APPROVED AS TO FORM:

____
Mike Brenan, City Attorney