

MEMORANDUM

TO: CIRSA RFP for Broker Services Responders
FROM: Jill Padbury, Underwriting Manager
DATE: April 13, 2022
SUBJECT: CIRSA RFP for Broker Services Questions and Answers

Following are the questions received regarding CIRSA's RFP for broker services and CIRSA's response to each:

1. Q: Who is your current broker?
A: Kaci Snyder, Alliant Pooling for Property/Casualty, Helen Moore, Risk Placement Services, Inc. for Workers' Compensation.
2. Q: What is the annual broker compensation over the past five years?
A: This information will not be provided.
3. Q: Please provide your current annual premiums by line of coverage.
A: 2021 Annual Member contributions per the 2021 financials (pending finalization) are Property/Casualty: \$36,535,827; Workers Compensation: \$8,482,528.
4. Q: Please provide 5 to 10 years of property loss runs in excel.
A: This information will not be provided at this time.
5. Q: Please provide a copy of your current property schedule in excel.
A: This information will not be provided at this time.
6. Q: Wildfire, Law Enforcement Liability, and Cyber risks are dynamic and trending towards increasing severity. How is CIRSA planning to develop new and innovative solutions to these evolving risks?
A: CIRSA has an in-house Risk Control Department that focuses on emerging issues and tailors training to address these issues. We will be creating a resources page for our members on our website to deal with fire risks in mountain as well as urban areas. We have a law enforcement resources page on our website, and also devote a significant portion of the Risk Control budget to law enforcement-related resources. We pay for our members' cost to join KnowB4 for cyber liability



training, and we have organized the services of cyber security professionals to assist in the first response and continuing response to cyber incidents.

7. Q: Why is CIRSA going to RFP at this time, and what outcomes would you like to achieve?

A: CIRSA's Purchasing Policies call for request for proposals (RFP) to be done at six-year intervals or such other period as is determined by CIRSA's Board of Directors. We do not have any more to add to what is stated in the RFP.

8. Q: Does CIRSA currently utilize a London broker?

A: Yes, for excess property coverage. Exhibit I in the RFP provides a current list of excess property carriers.

9. Q: Does CIRSA currently utilize a wholesale broker?

A: Yes, for property and workers' compensation coverages only.

10. Q: Please describe the key strategic decisions facing CIRSA.

A: Similar to what is going on nationwide, , wind and hail losses, wildfire and urban wildfire risks, cyber liability, and law enforcement liability are the primary issues around which we are engaging in strategic planning.

11. Q: Please provide CIRSA's latest audited financials.

A: See pages 15-16 of attached CIRSA 2020 Annual Report for additional financial information. Audited financial statements will not be provided at this time.

12. Q: Please provide CIRSA's property Statement of Values.

A: This information will not be provided at this time, however, will be provided to the successful proposer.

