

# Insurance Committee

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## Meeting Minutes

**January 27, 2022 – 7:00 P.M. – Trousdale County Courthouse – 2<sup>nd</sup> Floor**

**\*\*\*\*January 6, 2022 Meeting Cancelled due to inclement weather\*\*\*\***

Present: T. Bubba Gregory, Mary Ann Baker, Richard Harsh, Lonnie Taylor and mayor Stephen Chambers.

Absent: Vickie Howard, Dwight Jewell, and Rick Davis.

Others Present: Tim Herndon, Wes Dozier, and Sequoya Group Representative

Chairman Gregory called the meeting to order at 7:19 P.M.

### **Review of Minutes**

Richard Harsh made a motion to approve the minutes of the December 9, 2021, seconded by Mary Ann Baker.

**MOTION CARRIED**

### **Insurance Broker Recommendation**

Committee members had previously been given score sheets and RFQ's from each Broker to review at previous meetings. They scored as follows :

- 1 - Five Points Benefits Solutions (464)**
- 2 – Sequoya Group (451)
- 3 – Benefits Blueprint (385)

Therefore, Five Points was the selected Brooker for Hartsville/Trousdale County Government. Mayor Chambers advised his office would be working with Five Points and that once they received options, he would keep in touch with Chairman Gregory and if the options needed further discussion another meeting would be scheduled.

Mr. Wes Dozier expressed appreciation and advised he looks forward to working with Hartsville/Trousdale County.

### **Other Discussion**

None.

### **Public Comments**

None.

### **Adjourn**

Richard Harsh made a motion to adjourn, seconded by Lonnie Taylor and the meeting was adjourned.

*Minutes Submitted by  
Mary Ann Baker  
01-31-2022*

# RFQ #2022-002

## INSURANCE BROKERAGE / CONSULTING SERVICES

EVALUATION	Points	Sequoyah Group	Five Points	Benefits Blueprint
Quality of Broker Response	10	8	8	7
Proposed approach and plan to support HTC	15	10	9	8
Quality of services; experience of firm and staff	15	12	12	12
Comprehensiveness of services offered	20	15	15	10
Fees and costs	20	15	15	15
Broker and company references	10	8	8	8
Location of Company	10	7	7	7
Totals	100	75	74	67

6 PM -

# RFQ #2022-002

## INSURANCE BROKERAGE / CONSULTING SERVICES

EVALUATION	Points	Sequoyah Group	Five Points	Benefits Blueprint
Quality of Broker Response	10	10	9	7
Proposed approach and plan to support HTC	15	15	15	10
Quality of services; experience of firm and staff	15	13	15	10
Comprehensiveness of services offered	20	20	20	18
Fees and costs	20	20	19 <sup>99 per year</sup>	20
Broker and company references	10	10	10	5
Location of Company	10	8	9	9
Totals	100	96	97	79

# RFQ #2022-002

## INSURANCE BROKERAGE / CONSULTING SERVICES

EVALUATION	Points	Sequoyah Group	Five Points	Benefits Blueprint
Quality of Broker Response	10	9	10	7
Proposed approach and plan to support HTC	15	13	14	11
Quality of services; experience of firm and staff	15	12	14	10
Comprehensiveness of services offered	20	17	19	15
Fees and costs	20	19	19	19
Broker and company references	10	8	10	8
Location of Company	10	8	9	8
Totals	100	86	95	78

# RFQ #2022-002

## INSURANCE BROKERAGE / CONSULTING SERVICES

EVALUATION	Points	Sequoyah Group	Five Points	Benefits Blueprint
Quality of Broker Response	10	10	10	8
Proposed approach and plan to support HTC	15	15	15	12
Quality of services; experience of firm and staff	15	15	15	14
Comprehensiveness of services offered	20	18	20	15
Fees and costs	20	19	19	19
Broker and company references	10	10	10	8
Location of Company	10	9	9	10
Totals	100	96	98	86

# RFQ #2022-002

## INSURANCE BROKERAGE / CONSULTING SERVICES

EVALUATION	Points	Sequoyah Group	Five Points	Benefits Blueprint
Quality of Broker Response	10	10	10	7
Proposed approach and plan to support HTC	15	15	15	10
Quality of services; experience of firm and staff	15	15	15	10
Comprehensiveness of services offered	20	19	20	15
Fees and costs	20	20	20	15
Broker and company references	10	10	10	8
Location of Company	10	9	10	10
Totals	100	98	100	75