

[NOTE: These minutes are made available to the public prior to Insurance Committee acceptance.]

**Town of Wethersfield
Insurance Committee Meeting
February 15, 2007**

The meeting was called to order at 5:35 PM by Chairperson Polly Moon.

Committee members present were Polly Moon, Sey Adil, Paul Meade, Chris Lyons, Mike Fortunato, and Chris Bazinet

Also present were Lisa Hancock, Finance Director, Town of Wethersfield; and Karen Clancy, Director of Business Services, BOE

Members Absent (Excused): Jeff Kotkin, Town Council Liaison and Excused Absent; Ed Rosania.

Public comments: no one was present from the public to speak.

Approval of Minutes:

A motion was made by Paul Meade to approve [the minutes from the January 18, 2007, meeting](#) and was seconded by Sey Adil. All unanimously voted in favor.

Interviews:

TD BankNorth (\$35,000 all three years) - Greg Bedula; Ann Smith, Service Section; and Tom Wilsey, President of Office.

They have been located in Wethersfield since 1974 and worked with the Town of Wethersfield for 10 years.

Mr. Bedula stated that the Town of Wethersfield is a service intensive account. He discussed cost and provided industry standard information comparing standard costs to the actual rate being proposed. He stated that TD BankNorth has the experience in knowing the Town's "specific" needs. The firm has been serving the Town for a number of years, and they know the needs and personnel. They believe that they bring a large and strong value, adding that they provide immediate response in emergency situations and have been on site. He stated that it also has helped that they are members of the community because they are able to know more about what is happening in the community.

Ann Smith is part of the internal staff along with John Pitus. They are both town residents. They are a seasoned knowledgeable group.

Mr. Fortunato questioned Mr. Bedula if they have access to Metro-Guard Plans. Mr. Bedula stated that they do not; however, there are a couple of markets that they will be bringing forward - Philadelphia and Memic. He wants to get competition as tools to help drive costs down.

Mr. Lyons questioned Mr. Bedula how insurance-to-value is run. Mr. Bedula stated that this is an intensive process. They have some specific references/standards to value certain equipment/vehicles. He does research to make better estimates of value. They rely on CIRMA to assess value of Town's Property. They do this every three (3) years. TD BankNorth also reviews to make sure that they are in the right range to ensure that the proper coverage is in place.

Mr. Fortunato asked if CIRMA comes on site. Mr. Bedula stated that last year CIRMA worked with the Tax Assessor on square footage to use with formulas that they have. Their loss control people have come on site in the past.

Mr. Fortunato questioned if there is any special programs to promote safety. Mr. Bedula stated that CIRMA does this for us, and it would be duplicate efforts for TD BankNorth to provide education.

The TD BankNorth interview ended at 6:10 PM.

Webster (\$50,000 all 3 years) - (Employee Benefits) - Tom Kowalchik, Christine Zima, and Alan Jackson.

Mr. Jackson worked for Blue Cross/Blue Shield up to 1989. He specialized in Union contract language. Webster has over 100 years of experience with all staff. Webster did Connecticut's first high deductible Health Plan with Cheshire. They are negotiating with other Towns to build in the Health Savings Account. They analyze the plan design to fit needs in the negotiation process, then try for a three (3) year plan to implement it. They provide extensive education to all employees on the plan.

Ms. Zima worked with the Board of Education in Naugatuck on two (2) plans. She visited each union 3 to 4 times to educate them on plan design. She stated that with Health Savings Account Plans the education piece is critical for implementation.

Ms. Hancock questioned about Health Savings Accounts' potential costs rather than savings. Mr. Kowalchik stated that he has a strong relationship with various plans.

Ms. Hancock questioned how they handle getting quotes with varying union contracts and stated that there could be potential costs instead of savings or equivalent costs as normal plans. Mr. Kowalchik stated that they get a letter from the vendor that it is equivalent. They do suggest controlling claims through wellness and other cost savings initiatives such as prescription cost management with vendors. There is an additional charge for these services. He stated that the fee is somewhat negotiable depending on the services to be delivered.

Webster (\$37,500 all 3 years) - (Property and Casualty) - William Guerrero, Sr. VP, Service Team: Drew Clarkon, Cecile May; who handles claim administration and Carmel McCabe; who handles day-to-day matters.

Mr. Guerrero stated that Webster is the state's largest Broker for Property and Casualty.

Mr. Clarkon stated that the service team has eight (8) loss control specialists. They offer training services for OSHA compliance and formal safety programs. They also offer site-specific programs developed and do specialized one on one beyond what CIRMA can offer. They also make sure that CIRMA is providing services that are needed.

Mr. Clarkon stated that the Metro-Guard program has been competitive. They have placed liability for professional lines with Metro-Guard and marketed the property separately in some cases. It depends on each Town's risk profile.

H.D. Segur (\$40,000 Year 1, \$37,500 Year 2, \$35,000 Year 3) - (Property and Casualty) - Bob Baron and Scott Sundburg

They stated that the Firm only handles Connecticut Municipalities.

They are different from other firms. They are a Connecticut-owned organization and not publicly traded. They offer special services. One example includes collection on claims below deductibles; they also prepare Risk Management surveys. They use these to hold companies to a high level of standard. They indicated that they saved another municipality a quarter of a million dollars. They will not accept insurance company's values and rubber stamp unless they've reviewed and done a complete comparison analysis.

They will look at every building. They have a certified playground inspector. They'll collect on behalf of towns for deductibles.

Ms. Hancock asked if there were any additional charges, and Mr. Sundburg responded that there were no additional charges.

H.D. Segur is most concerned with the right values being in place. They will work with departments and perform various risk management services.

H.D. Segur (\$30,000 Year 1, \$25,000 Year 2, \$25,000 Year 3) - (Employee Benefits) - David Mathieu

Mr. Mathieu stated that they look for competition with coverages. They sometimes carve out prescription or dental benefits. He discussed the flexible spending accounts.

Mike Fortunato left the meeting at 8:34 PM.

The Committee discussed the presentations of Property and Casualty. Sey Adil moved that the Committee recommend H.D. Segur and TD BankNorth to the Town Manager and Town Council. Paul Meade seconded and it was unanimously voted in favor.

Adjournment

Sey Adil moved for adjournment at 8:59PM. It was seconded by Paul Meade. Motion carried unanimously.

Respectfully submitted,

Lisa A. Hancock
Director of Finance