

FINANCIAL MANAGEMENT COMMITTEE

April 5, 2019

8:30 am

PRESENT: Roger Colbaugh, Ginger Holdren, Sheriff Dexter Lunceford, Dr. Kevin Ward, Brad Johnson, and Rusty Barnett.

The meeting was called to order by Brad Johnson.

Quorum present.

Agenda: Financial Management Chairman, Brad Johnson, informed the public/committee that the reason for this meeting is to interview and select via vote the recommendation that will be sent before full Commission regarding the Insurance Brokerage services for Carter County. Mr. Johnson stated that the three insurance Brokers will be given approximately 5 minutes to give a quick presentation about their companies, then the committee will be given time to ask questions. The responses to the Request for Proposal will be available to review in the Finance Department upon official request.

Sequoya Group: The presentation for Sequoyah Group was led by Kelly Geer and Timothy Helton. Mrs. Geer informed the Committee that Sequoyah Group has worked on County Insurance for the past 12 years. According to Mrs. Geer, the reason for Sequoyah Group's success in Counties is due to not speaking insurance jargon with employees. Sequoyah Group takes more of the road of Human Resource than insurance salesmen. Mr. Timothy Helton stated that the most important factor when it comes to selecting benefits is the employee. Mr. Helton stated that with the salaries being low for County employees, it is essential to give them the best benefits. The committee followed up the Sequoyah Group presentation with a question and answer session.

CBIZ Group: Cole Harris and Nathaniel Hughes led the presentation for CBIZ Group. Mr. Cole Harris spoke on behalf of CBIZ, while Nathaniel Hughes spoke on behalf of Northwestern Mutual. If CBIZ was the selected broker, Northwestern Mutual would be willing to offer free financial planning to all employees in the County. Mr. Cole Harris explained that Carter County would see substantial savings for employees and employers if CBIZ took the realm of Insurance Broker. Mr. Harris explained the fact that their staff is fully equipped to handle any and all insurance issues. The committee followed up the CBIZ Group presentation with a question and answer session.

Mark III Group: Jon Manfull led the presentation on behalf of the Mark III group. Mr. Manfull explained that the Mark III group has been working in insurance since 1973 with almost 15 years of some insurance partnership with Carter County Government. Mr. Manfull explained that the relationship with Carter County grew in July of 2015 when Mark III became the Insurance Broker for Carter County after an RFP. Mr. Manfull also informed the Committee that Mark III is the largest independent broker in Southeast Tennessee. Mr. Manfull explained that his company and Carter County have enjoyed a great working relationship for many years. The committee followed up the Mark III Group presentation with a question and answer session.

Following all presentations and Q&A sessions, the Financial Management Committee did a weighted average vote to select the recommendation on Insurance Broker to send to the full commission. The results of this vote yielded Sequoyah group as the number one company to recommend, CBIZ as the number two company, and Mark III as the final company.

Motion was made by Dr. Kevin Ward, second by Mayor Rusty Barnett to recommend to full commission that Sequoyah Group be the new insurance broker for Carter County Government.

Rusty Barnett	Aye	Brad Johnson	Aye
Roger Colbaugh	Aye	Dexter Lunceford	Aye
Dr. Kevin Ward	Aye	Ginger Holdren	Aye

All Ayes, Motion Carried

- **Adjourn:** Motion made by Dr. Kevin Ward, second by Ginger Holdren. **Motion Carried.**

Respectfully submitted,

Michael Kennedy

Brad Johnson, Approved for File