



ORIGINAL
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Contract No.: 185-10002

Agreement to Supply: ACTUARIAL SERVICES - CITY INSURANCE PROGRAM

This agreement, made and entered into this the _____ day of _____, 2008, is by and between the **CITY OF FORT LAUDERDALE**, a Florida municipality, City Hall, 100 North Andrews Avenue, Fort Lauderdale, FL 33301, hereinafter called the "City" and Contractor:

Name: **Glicksman Consulting, LLC**

Address: **3124 NW 59 Street, Suite 100** City: **Boca Raton** State: **FL** Zip: **33496**

A Corporation A Partnership An Individual Other: **limited liability company**

authorized to do business in the State of Florida, hereinafter called the "Company" or "Contractor." Witnesseth that: Whereas, the City did issue a Request for Proposal (RFP) for supplying the requirements of the City for the items and/or service listed above for a period of **three years** and the Contractor submitted a proposal that was accepted and approved by the City.

Formal authorization of this contract was adopted by the City Commission on: **July 15, 2008, PUR-12**

Now, therefore, for and in consideration of the mutual promises and covenants herein contained, the parties covenant and agree as follows:

1. The Company agrees to provide to the City actuarial services for the City's insurance program during the period beginning 09/15/08 and ending 09/14/11 for the requirements listed above and according to the following specifications, terms, covenants and conditions:

a. This contract form G-110, the Request for Proposal containing General Conditions, Special Conditions, Specifications, addenda, if any, and other attachments forming a part of RFP Number 185-10002 and the Contractor's proposal in response, form a part of this contract and by reference are incorporated herein.

b. In construing the rights and obligations between the parties, the order of priority in cases of conflict between the documents shall be as follows:

- 1) This contract Form G-110, Rev. 12/00
- 2) The City's RFP and all addenda thereto
- 3) Contractor's proposal in response to the City's RFP

c. Warranty: The Company by executing this contract embodying the terms herein warrants that the product and/or service that is supplied to the City shall remain fully in accord with the specifications and be of the highest quality. In the event any product and/or service as supplied to the City is found to be defective or does not conform to specifications the City reserves the right to cancel that order upon written notice to the Contractor and to adjust billing accordingly.

d. Cancellation: The City may cancel this contract upon notice in writing should the Contractor fail to reasonably perform the service of furnishing the products and/or services as specified herein upon 30 days written notice. This applies to all items of goods or services.

e. Taxes Exempt: State Sales (85-8012514506C-7) and Federal Excise (59-600319) Taxes are normally exempt, however, certain transactions are taxable. Consult your tax practitioner for guidance where necessary.

f. Invoicing: Contractor will forward all invoices in duplicate for payment to the following: Finance Department, 100 N. Andrews Avenue, 6th Floor, Fort Lauderdale, FL 33301. If discount, other than prompt payment terms applies, such discount **MUST** appear on the invoice.

2. **Contract Special Conditions:** The following special conditions are made a part of and modify the standard provisions contained in this contract Form G-110.

The second and third sentences of the third paragraph of Section 8, PROPOSED FEES, on Page 18 of the Contractor's response to the RFP, are consolidated, and amended and restated to provide as follows: "The fixed fees are based on an hourly rate of \$250 for Mr. Glicksman and Mr. Rivelle, and an hourly rate of \$100 for minimal administrative work."

3. **Contract Summary:**

a. Attachments:

Glicksman Consulting, LLC's response to the RFP and a copy of the RFP document.

b. Payment Terms:

Per RFP

c. Delivery:

Per RFP

d. Insurance:

Yes

No

e. Performance Bond/Letter of Credit:

Yes

No

f. Procurement Specialist's Initials:

MW

4. **Contractor's Phone Numbers:**

Office: 561-994-4385

5. **Contractor's Fax Number:**

760-462-3820

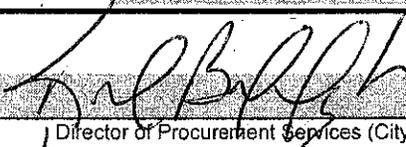
6. **Contractor's E-Mail Address:**

sglicksman@aol.com

Website:

City of Fort Lauderdale

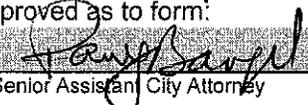
By:


Director of Procurement Services (City Manager's Designee)

Date:

8/7/08

Approved as to form:


Senior Assistant City Attorney

Contractor/Vendor

Steven Glicksman

Name of Company Officer (please type or print)

By:


Authorized Officer's Signature

Title:

Vice President & Actuary

Date:

Secretary (please type or print)

Attest:

Signature of Secretary

GLICKSMAN CONSULTING, LLC
3124 NW 59 Street, Suite 100
Boca Raton, Florida 33496
Land phone 561 994 4385
Electronic fax 760 462 3820

CONTRACT
COPY

May 11, 2008

City of Fort Lauderdale
City Hall Procurement Department
100 North Andrews Avenue, Suite 619
Fort Lauderdale, Florida 33301

**PROPOSAL FOR
ACTUARIAL SERVICES CITY SELF INSURANCE PROGRAM
REQUEST FOR PROPOSAL 185-10002
MAY 23, 2008 – 2:00PM**

We appreciate this opportunity to submit our proposal to provide actuarial services to the City of Fort Lauderdale.

This proposal is from Glicksman Consulting, LLC. We have reviewed the Request for Proposal and addendum.

We are looking forward to working with you on this project. Please feel free to contact us if you have any questions concerning this proposal.

Respectfully submitted,



Steven Glicksman, FCAS, MAAA
Actuary
GLICKSMAN CONSULTING, LLC

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1. STATEMENT OF QUALIFICATIONS

Glicksman Consulting, LLC was established in 2004 as a Florida corporation. Most work will be performed primarily in our Boca Raton, Florida office. Glicksman Consulting, LLC strictly adheres to the professional guidelines of the Casualty Actuarial Society and American Academy of Actuaries.

The coverages included in the actuarial studies are workers compensation, general liability, employment practices liability, police liability and automobile liability.

The broad goals of the work are to actuarially determine the loss reserves required to meet the self insured liabilities (estimate outstanding losses or unpaid losses) for use in the annual financial statements and other disclosure documents required by GASB Statement No. 10, and to project future losses and recommend/opine on funding for budgeting.

The City will receive a written report as a deliverable. The City will receive paper copies plus electronic copies. The report will include the equivalent of an executive summary, background, objectives, conclusions, methodology/analyses and glossary sections. The executive summary will be designed to readily communicate key findings to non-actuaries.

Although we provide actuarial services on an international basis, our specialty is public entities. Many of our accounts are similar to City of Fort Lauderdale (the City) in that they require thoughtful actuarial solutions on an ongoing basis. We will devote the time to become thoroughly familiar with the City's concerns. The City will receive prompt responses to all service requests.

All work will be performed in the United States.

Our firm has several key strengths relevant to the City.

First, we understand the governmental tort limits in Florida. Essentially, liability losses filed within the jurisdiction of Florida are capped to \$100,000 per claim and \$200,000 per occurrence unless special compensation is awarded by the legislature. Claims filed in federal court are not subject to the caps.

The second strength is that all professional work will be performed by accredited personnel (Mr. Glicksman and Mr. Rivelle are active Members of the Casualty Actuarial Society and the American Academy of Actuaries). This provides a much higher level of quality as even subtle nuances in the data and analysis will be identified by our professionals. It is one of the significant advantages of working with us. Work will not be delegated to a staff of junior personnel. Mr. Glicksman and Mr. Rivelle are truly senior level consultants with the requisite experience to do the work.

Third, we are experts in helping public entities to manage their finances. We have been working with self-insured public entities for over twenty years. During that time we have learned that insurance tends to be a cyclical exposure. We have the sense (it is almost an art) of keeping contributions on a slow steady trajectory through the cycles. We will perform the analysis in a manner to temper year-to-year swings in funding instead of reacting (or really, over-reacting) to cycles.

The fourth reason is how we interact with the professional staff of our clients. We make it a priority to establish confidence with the Claims Management, and Finance and Accounting personnel. Whenever possible we work with data that has been provided in the past or is readily available. We take the time to understand how the actuarial study is used by the financial personnel and provide the exact schedules required. Senior management will appreciate the combination of our candor and discretion.

Finally, we are service oriented. Please contact our references regarding the promptness of our returning phone calls or emails, and performing work. Ask the references about how we respond to special requests throughout the year. We make regular presentations that are extremely well received.

We have the time and the desire to devote the intellectual energy to the City and we would consider it a cornerstone client.

2. PRELIMINARY SCOPE OF SERVICES

A. KEY WORK PRODUCTS

The City requires the following key work products:

1. We will perform an actuarial analysis of the loss experience trends and development patterns for each coverage (workers compensation, general liability, employment practices liability, police liability and automobile liability). As the City is a well established program, we expect to rely primarily on internal data for loss development, trending and most other judgmental factors. We will supplement the City data with the data from similar public entity programs with which we are familiar.
2. We will project retained ultimate losses using a variety of various actuarial methods. The methods will be selected based upon actuarial judgment as to the most appropriate for the City. We will provide the result in confidence level format or a range of estimates.
3. We will employ informed actuarial judgment to check reasonableness of projections. For example, compare recent payouts to the future payouts implicit within the actuarial analysis. We will also confer with the City to understand issues or recent changes in risk management and reserving philosophies
4. We will provide the City with a three year budget estimate of ultimate losses for the next three years. Again, we will provide the result in confidence level format or a range of estimates.
5. In conjunction with Item 4 above, we will project the needed funding requirements of the City for the ensuing three years.
6. We will provide the actuarial conclusions on a non-discounted (without anticipated future investment income) and discounted (with anticipated future investment income) basis.
7. We will opine on adequacy of City's current funding levels and future funding.
8. We will provide a written report of our conclusions. It will summarize the actuarial analysis and affirm the work was performed in accordance with actuarial standards and GASB disclosure requirements.

B. SPECIFIC SCOPE OF SERVICES

The City will receive a written report as a deliverable. The report will include the equivalent of an executive summary and conclusions, background, objectives,

methodology/analyses and glossary sections. The executive summary and conclusions section will be designed to readily communicate key findings to non-actuaries. We will affirm that the reports are in compliance with relevant GASB statements, including GASB Statement No. 10. The reports will lay the groundwork to facilitate future studies.

A separate analysis will be performed for each coverage (workers compensation, general liability, employment practices liability, police liability and automobile liability) consistent with previous actuarial studies.

The City will receive our draft reports within fifteen business days of our receipt of the data. We are flexible and are able to compress the schedule if needed. The final reports will be issued promptly upon the City's approval of the draft.

Our scope of services will specifically address the items below. Dates shown are for the first actuarial study. Subsequent studies will be conducted at one-year intervals.

- a. **Estimate Outstanding Losses.** We will estimate outstanding losses (including allocated loss adjustment expenses [ALAE]) separately by coverage and fiscal year of occurrence as of September 30, 2008.

The estimated outstanding losses are the cost of unpaid claims. The estimated outstanding losses include case reserves, the development of known claims and incurred but not reported (IBNR) claims. ALAE are the direct settlement expenses for specific claims, primarily legal expenses. Estimates will reflect the City's self-insured retention and applicable Florida tort limitations.

The estimated outstanding losses will be shown on a full-value basis (not discounted for anticipated investment earnings) and present-value basis (discounted for anticipated investment earnings based on the City's investment assumptions).

The estimated outstanding losses will be shown at various confidence levels (expected, 60%, 65%, 70%, 75%, 80%, 85% and 90%).

If requested, we will opine on the City's current funding as to its reasonableness to meet the cost of the estimated outstanding losses.

- b. **Provide Opinion Letter.** We will provide an actuarial opinion letter or other documentation requested by the City's financial auditors. We will work with the auditor to be sure the information from the actuarial study is properly incorporated into the audit.
- c. **Project Future Losses and Recommend Funding.** We will project future losses plus ALAE and recommend funding separate by coverage for the upcoming three years.

The projected future losses are the accrual cost of claims by year of occurrence. Projections will reflect the City's self-insured retention and applicable Florida tort limitations.

The projected future losses will be shown on a full-value basis and present-value basis. Projected future losses will be shown at expected (50%), 75% and 90% confidence levels (or other reasonable levels set by the City).

If requested, we will opine on the City's funding as to its reasonableness to meet the cost of future losses.

- d. **Project Future Claims Disbursements.** We will project future claims disbursements for losses plus ALAE separate by coverage for the upcoming three years.

The projected future claims disbursements are the cash flow costs of claims by year of payment. Projections will reflect the City's self-insured retention and applicable Florida tort limitations.

In addition to the services requested in the Request for Proposal, Glicksman Consulting, LLC can offer the City other services in which it may have an interest.

- We can study alternative retention levels. We are able to assist the City in selecting the optimal retention from a cost/benefit perspective.
- Our knowledge of the public sector makes Glicksman Consulting, LLC a valuable resource to assist in long-term funding strategies. This may be useful for the City to accumulate equity or weather underwriting cycles.
- We are experts in developing rating plans and cost allocation plans. The City can rely on this expertise to either review the current plan or develop a revised plan.

C. APPROACH TO WORK

Our approach to the work will ensure quality and provide a solid foundation for future studies. We are fastidious with regard to documenting all key assumptions and adjustments within the text of the actuarial report.

The analysis will adhere to generally accepted actuarial practices.

The approach to work has three major phases:

- Phase One – Data Collection
- Phase Two – Analysis

- Phase Three – Preparation and Delivery of Report

Each phase is detailed below:

1. Phase One – Data Collection

We will conduct an initial discussion with the City to develop an understanding of the current issues. We will learn about data availability and management information systems, and discuss specific concerns the City would like us to address during the review.

We will submit a written data request to the City. The data request will be designed not to be a burden, yet consistent with a thoughtful analysis.

We will gather and compile data provided by the City. We will review the data for reasonableness. We will test the data for proper recognition of tort limits and insurance. We will compare the data to previous data. Anomalies (if any) will be identified.

We will discuss large individual claims with the City. Large claims can have a disproportionate impact upon the actuarial analysis. We want to be certain that we fully understand the large claims. We understand the governmental tort limits in Florida cap liability to \$100,000 per claim and \$200,000 per occurrence unless special compensation is awarded by the legislature.

Though not specifically in the Request For Proposals, we can offer our insights on the data collection. We can identify areas of potential improvement (if any) and discuss them with the City's designated professional staff.

2. Phase Two - Analysis

We will perform a comprehensive actuarial study of the programs to project ultimate losses for all previous fiscal years, the upcoming year plus long-term for three subsequent year's losses (separate by coverage) based on generally accepted actuarial principles. Our work will be in compliance with relevant State requirements, GASB statements (including GASB Statement No. 10), and other applicable accounting standards.

The analysis will be based on the City's own data to the greatest extent it is a credible predictor of future losses. As the City is a well established program, we expect to rely primarily on internal data for loss development, trending and most other judgmental factors. We will supplement City data with the data from similar public entity programs with which we are familiar.

We will consider at least the following actuarial methodologies:

- Paid loss development (average paid severity)

- Reported incurred loss development (average reported severity)
- Case reserve development analysis (average case severity)
- Bornhuetter-Ferguson analysis
- Frequency and severity analysis
- Loss rate analysis

We will also review claims reporting/closure patterns and paid to reported ratios.

We will estimate outstanding losses separate by fiscal year based on projected losses less paid loss amounts. We will project future investment income on funds help to pay losses based on expected claims disbursement patterns and the City's assumptions of investment performance.

We understand the governmental tort limits that cap liability losses filed within the jurisdiction of Florida to \$100,000 per claim and \$200,000 per occurrence unless special compensation is awarded by the legislature. Claims filed in federal court are not subject to the caps.

We will recommend funding during the upcoming three years based on projected losses plus operating expenses and on a cash flow basis. We will also consider the City's policies regarding investment income and confidence levels. Recent underwriting results will be reviewed.

We will provide cash-flow projections during the upcoming three years

We will make every effort to include stability in our funding recommendations. Year-to year swings will be managed, if possible, to assist in the budgeting processes of the City. Of course, there are instances in which loss changes in loss experience necessitates funding departures. Our goal is to identify loss trends well in advance.

Again, we will work for balance and stability in our recommendations. The long term financial success of the City will be our utmost goal.

3. Phase Three – Preparation and Delivery of Report

We will prepare a draft report of our conclusions and recommendations. Our text will be in "plain English" fully understandable by readers with minimal familiarity with insurance procedures. Our text will document all of our analysis and conclusions, and will include visual aids (charts, graphs, etc.) as appropriate. All of our exhibits will be fully footnoted to identify source inputs and calculations.

The report will be consistent with relevant actuarial principles, GASB statements and other applicable standards. We will issue an opinion to the financial auditors, if requested.

Discuss the draft report by telephone with the City. Revise the draft report, if necessary and issue a final report (number of copies specified by the City). We will attend a meeting to explain the report. We will be available to review the report with the City's financial auditors and as an ongoing resource.

We will be available meet with the City to present the study. The report presentation will be designed to interesting and informative. We will highlight key financial data and add our insights as to loss experience trends

3. YEARS OF EXPERIENCE

Mr. Glicksman and Mr. Rivelle have worked together for over ten years (previously at Aon and ARM Tech) and will provide an integrated work product.

- Mr. Glicksman is a Fellow of the Casualty Actuarial Society and a Member of the American Academy of Actuaries. He has twenty-seven years of relevant experience. Mr. Glicksman FCAS, MAAA will serve as the lead actuary, make all presentations to the City and retain full responsibility for satisfaction with the work. He will provide approximately 87.5% of the work.

- Mr. Rivelle is a Fellow of the Conference of Consulting Actuaries, an Associate of the Casualty Actuarial Society and a Member of the American Academy of Actuaries. Mr. Marn Rivelle, FCA, ACAS, MAAA will provide peer review and serve as the back-up actuary. He will provide approximately 12.5% of the work.

4. PROJECT MANAGEMENT

Mr. Steven Glicksman, FCAS, MAAA is the primary contact person for the City. The contact information is:

Mr. Steven A. Glicksman, FCAS, MAAA
Glicksman Consulting, LLC
3124 NW 59 Street, Suite 100
Boca Raton, Florida 33496
Telephone (561) 994 4385
Cell (561) 866 9371
EFax (760) 462 3820
SGlicksman@aol.com

All professional work will be performed by accredited personnel (Mr. Glicksman and Mr. Rivelle are active Members of the Casualty Actuarial Society and the American Academy of Actuaries). This provides a much higher level of quality as even subtle nuances in the data and analysis will be identified by our professionals. It is one of the significant advantages of working with us. Work will not be delegated to a rotating staff of junior personnel.

The following is a resume of the career highlights of Mr. Glicksman and Mr. Rivelle.

Mr. Glicksman

Mr. Glicksman a Fellow of the Casualty Actuarial Society and a Member of the American Academy of Actuaries. He has almost twenty-five years of experience. He is an expert in GASB Statement No. 10 issues as he served as the actuary on issuing the GASB Statement No. 10 Implementation Guide. He has performed many studies for other similar public entities.

Mr. Glicksman's most recent position was (as national actuarial practice leader for actuarial services) Managing Director, Aon Risk Consulting, Inc. (Aon). Prior to Aon, Mr. Glicksman was Principal and Director of Actuarial Services at ARM Tech. His technical work included pricing and reserving of clients across commercial and property lines. His specialty is public entities.

Before ARC and ARM Tech, Mr. Glicksman managed Southern California office of the Actuarial and Benefits Consulting division of Coopers & Lybrand (now PricewaterhouseCoopers).

He also was employed by the National Council on Compensation Insurance, Inc. (NCCI) where he worked in the Detailed Claim Information

database and Legislative Evaluation units. Mr. Glicksman authored a publication on workers compensation claims characteristics.

Mr. Glicksman began his actuarial career with the Hartford Insurance Group (HIG) over twenty years ago. Before (HIG), he taught mathematics at a community college in New York City.

Mr. Rivelle

Mr. Rivelle is a Fellow of the Conference of Consulting Actuaries, an Associate of the Casualty Actuarial Society and a Member of the American Academy of Actuaries. He has twenty years of actuarial experience focusing on workers compensation, property and liability for self-insured entities.

Mr. Rivelle's prior experience includes the positions of Senior Manager of Actuarial Services for KPMG LLP in Los Angeles, California, Director of Actuarial Services for KPMG in the Cayman Islands, and Senior Actuarial Consultant with Aon and ARM Tech.

Mr. Rivelle has extensive experience in estimating claims liabilities and projecting future funding for government and self-insured entities. Because of his experience with a "Big 4" accounting firm, he understands the issues and nuances associated with financial reporting and financial audits, particularly for government entities. This experience will help the County greatly in our anticipated smooth interaction with the County's auditors.

Mr. Rivelle is a frequent speaker at industry seminars including meetings sponsored by AGRIP, CAJPA and the National Council for Self-Insurers.

Mr. Rivelle has served on committees with the Casualty Actuarial Society and the Conference of Consulting Actuaries.

5. REFERENCES

Mr. Glicksman has performed actuarial studies for the following over the last ten years:

In Florida

- City of Jacksonville, Florida
- Brevard County, Florida
- Orange County, Florida
- Leon County, Florida
- City of Tallahassee, Florida
- City of Miami Beach, Florida
- Palm Beach County Health District, Florida
- City of Daytona Beach Florida

Nationwide

- City of Albuquerque, New Mexico
- City of Baltimore, Maryland
- City of Denver, Colorado
- City of Houston Texas
- City of Los Angeles, California
- City of San Jose California
- City of Seattle, Washington
- City of Tucson, Arizona

The about list is only a modest sample. Mr. Glicksman has also provided expert testimony regarding tort limits and has worked for several federal government agencies.

Please contact the following three references:

- Broward County, Florida. Broward County is self-insured for workers compensation, mass transit liability, general liability, medical professional liability and automobile liability. We perform annual actuarial studies (since 2006) each year for fiscal year-end reserving and budgeting.

Please contact Mr. John Pryor (954 357 7140 – Jpryor@Broward.org) or Ms. Karen Barrett (954 357 7224 – Kbarret@Broward.org).

- Broward County Sheriff's Office (BSO) BSO is self-insured for automobile liability law enforcement liability. We perform annual actuarial studies each year (since 2006) for fiscal year-end reserving and budgeting.

Please contact Mr. Victor Marrero (954 831 8358 – Victor_Marrero@sheriff.org).

- City of Miami Beach, Florida. The City of Miami Beach is self-insured for workers compensation, general liability, automobile liability, public officials' liability, law enforcement liability and property. We perform annual actuarial studies each year (since 2004) for fiscal year-end reserving and budgeting.

Please contact Ms. Allison Williams (305 673 7000 - AllisonWilliams@MiamiBeachFL.gov)

6. PREVIOUS WORK

Glicksman Consulting, LLC has no previous contracts or agreements with the City. As previously mentioned, we have worked with Broward County and the Broward County Sheriff's Office.

7. LAWSUITS

Glicksman Consulting, LLC has no lawsuits or pending law suits. The professionals and staff of Glicksman Consulting, LLC has no law suits or pending law suits.

No member of our firm has been subject to licensure disciplinary action, been convicted or plead guilty to a state or federal offense, or paid any civil judgment, settlement or any other fine in connection with professional activities.

8. PROPOSED FEES

The proposed fixed fee for the work is \$7,000 per year and \$21,000 for three years. Included in the fixed fee is to attend a meeting at the City each year to review the report.

The fixed fees are effective for the duration of the expected contract period (up to three years). Expenses for copying, postage, telephone and travel are included. We anticipate one visit per year.

We expect to provide approximately 28 hours of professional time per year on this work. The fixed fees are based on an hourly rate of \$250 for Mr. Glicksman and Mr. Rivelle. Administrative work will be minimal and billed at \$100 per hour. Additional projects, if any, will be billed at these rates.

APPENDIX – PROPOSAL FORMS
PROPOSAL PAGES - PART VII
COST INFORMATION

Firm Fixed Fee Cost to the City for the initial three-year contract period:

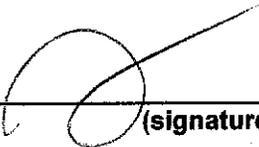
III) Cost per year \$ 7,000 X 3 = \$ 21,000

Pricing costs above should include firm fixed annual costs for Actuarial Services for this request for proposal, for a three year-term. .

**PROPOSAL PAGES PART X
BID/PROPOSAL SIGNATURE PAGE**

It will be the sole responsibility of the Bidder to ensure that his bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Submitted by: _____  _____ 5-15-08
(signature) (date)

Name (printed) Seven Glicksman Title: Actuary

Company: (Legal Registration) Glicksman Consulting, LLC

CONTRACTOR, IF FOREIGN CORPORATION, SHALL BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/doc/>).

Address: 3124 NW 59 Street, Suite 100

City Boca Raton State: FL Zip 33496

Telephone No. 561 994 4385 FAX No. 760 462 3820

E-MAIL: SGlicksman@aol.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): _____

Payment Terms (section 1.03): _____ Total Bid Discount (section 1.04): _____

Does your firm qualify for MBE or WBE status (section 1.08): MBE No WBE No

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in his proposal:

Addendum No. _____ Date Issued _____
No addendum, however we received several subsequent attachments and Q/A.

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation.

Variances:

_____None_____

ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID KA
GLICK-1

DATE (MM/DD/YYYY)
04/29/08

PRODUCER

Greene-Hazel & Associates, Inc.
10739 Deerwood Park Blvd, #200
Jacksonville FL 32256-2873
Phone: 904-398-1234 Fax: 904-396-7432

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURERS AFFORDING COVERAGE

NAIC #

INSURED

Glicksman Consulting LLC
3124 NW 59 St
Boca Raton FL 33496

INSURER A: James River Insurance

INSURER B:

INSURER C:

INSURER D:

INSURER E:

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
	GENERAL LIABILITY				EACH OCCURRENCE	\$
	<input type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$
	<input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR				MED EXP (Any one person)	\$
					PERSONAL & ADV INJURY	\$
					GENERAL AGGREGATE	\$
	GEN'L AGGREGATE LIMIT APPLIES PER:				PRODUCTS - COMP/OP AGG	\$
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					
	AUTOMOBILE LIABILITY				COMBINED SINGLE LIMIT (Ea accident)	\$
	<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per person)	\$
	<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS					
	<input type="checkbox"/> NON-OWNED AUTOS					
	GARAGE LIABILITY				AUTO ONLY - EA ACCIDENT	\$
	<input type="checkbox"/> ANY AUTO				OTHER THAN AUTO ONLY: EA ACC	\$
					AGG	\$
	EXCESS/UMBRELLA LIABILITY				EACH OCCURRENCE	\$
	<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				AGGREGATE	\$
						\$
	<input type="checkbox"/> DEDUCTIBLE					\$
	<input type="checkbox"/> RETENTION \$					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY				WC STATU-TORY LIMITS	OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?				E.L. EACH ACCIDENT	\$
	If yes, describe under SPECIAL PROVISIONS below				E.L. DISEASE - EA EMPLOYEE	\$
					E.L. DISEASE - POLICY LIMIT	\$
A	Professional Liab Claims Made	00028051 RETRO DATE	11/01/07 11/01/04	11/01/08	ACTUARY	1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

CERTIFICATE HOLDER

FTLAUFL

City of Fort Lauderdale
300 N.W. 1st Avenue
Ft. Lauderdale FL 33301

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

Richard A. Brew