

City of Los Angeles
Request for Proposals for Insurance Brokerage Services
For Aviation Hull & Liability Insurance Program
Questions and Answers

1. What is the reason for this RFP – timing, unhappy with current service level, a desire for more expansive coverage choices?
 - *Our current brokerage services agreement expires on October 31, 2012.*
2. Who is the City's current insurance broker for your Aviation?
 - *Willis Risk and Insurance Services of Los Angeles.*
3. What is your preferred method of compensation? What is the current broker's compensation and total compensation amount?
 - *Information on current compensation and structure is available in the current brokerage agreement, C-116661. It is a public document that is available on the Office of the City Clerk website: <http://cityclerk.lacity.org/> via a City Contracts Search for contract C-116661.*
4. Please describe additional Loss Control services and the estimated annual hours currently expended.
 - *Services consist of carrier loss control representatives attending quarterly safety meetings where guidance and recommendations regarding various aviation operational safety issues are discussed. Approximately 40 hours annually are expended.*
5. Do you seek benchmarking information? How often?
 - *Benchmarking information is provided through the City's Safety Management System (SMS) subscription and is available to all aviation personnel at any time.*
6. Please describe additional risk management services on new City projects and if you anticipate this would be included in the proposed compensation (Section III, Broker Risk Management Services, item 5).
 - *Additional risk management services include contractual language review of various agreements and consultation regarding mutual aid projects with surrounding jurisdictions. These services are included in the proposed compensation.*
7. What is the estimated number of emergency responses by the LAPD Air Support Division, annually?
 - *LAPD Air Support Division responds to approximately 50,154 incidents annually.*

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8. What is the estimated number of emergency responses by the LAFD Air Operations, annually?
 - *LAFD Air Operations responds to approximately 1,500 incidents annually.*
9. What is the annual number of training flights by the LAPD Air Support Division?
 - *LAPD Air Support Division conducts approximately 660 training flights, annually.*
10. What is the annual number of training flights by the LAFD Air Operations?
 - *LAFD Air Operations conducts approximately 1,500 training flights, annually.*
11. What is the annual number of Certificates of Insurance issued?
 - *Approximately 13 Certificates of Insurance are issued, annually.*
12. What is the total premium to date on the current policy?
 - *The total annual premium on the current policy is \$679,537.*
13. May we have a complete list of the currently insured aircraft or confirmation that all are described in the policy attached to the RFP? The RFP lists 28 aircraft and the policy shows 27 aircraft under Endorsement 5 (Liability) and Endorsement 7 (Physical Damage) and Endorsement 28 showing the addition of one aircraft but Endorsements 24 -27 were not provided.
 - *The schedule of aircraft on Endorsements 5 and 7 is correct. With the addition of the Agusta 139 listed on Endorsement 28, the total number of aircraft is 28. Endorsements 24 – 27 are attached at the end of this document.*
14. We have a question on the RFP with respect to the Municipal Lobbying Ordinance in Section IV, Submission of Proposals. Is there a form to complete for this provision or will a statement of compliance satisfy the requirement?
 - *The Municipal Lobbying Ordinance requires registration/disclosure with the City Ethics Commission if your firm engages in compensated lobbying activities aimed at influencing decisions by City government.*

PREMIUM AMENDMENT ENDORSEMENT

This policy is amended as follows:

It is agreed that A RETURN PREMIUM OF \$3,370. SHALL APPLY AS REGARDS THE TRAINING REIMBURSEMENT ADJUSTMENT AS HELD ON FILE WITH STARR AVIATION AGENCY, INC.

All other provisions of this policy remain the same.


This endorsement becomes effective JANUARY 11, 2012 to be attached to and hereby made a part of:
Policy No. 9957-0542-05
Issued to THE CITY OF LOS ANGELES

By FEDERAL INSURANCE COMPANY

Endorsement No. 24

Date of Issue JANUARY 11, 2012 (KRS)

Starr 10189 (7/06)

By  _____
(Authorized Representative)

WAIVER OF SUBROGATION - PHYSICAL DAMAGE

In consideration of additional premium of \$ INCLUDED , this policy is amended as follows:

We hereby waive our right of subrogation against the following as respects loss arising under **physical damage** coverage as set forth under this policy; provided, however, that this waiver shall not prejudice our right of recourse for damages arising from the design, manufacture, modification, repair, sale or servicing of the **aircraft** by the following:

HELICOPTER ASSOCIATION INTERNATIONAL*
ATTENTION: FLIGHT OPERATIONS DEPARTMENT
1635 PRINCE STREET
ALEXANDRIA, VA 22314-2818

*HELICOPTER ASSOCIATION INTERNATIONAL, (HAI), ITS OFFICERS, DIRECTORS AND REPRESENTATIVES
AND SHOWALTER FLYING SERVICE, ITS OFFICERS AND EMPLOYEES

AS REGARDS HELI-EXPO 2012 TO TAKE PLACE FEBRUARY 7, 2012 THROUGH FEBRUARY 16, 2012

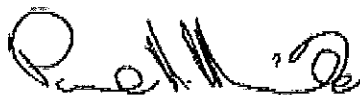
All other provisions of this policy remain the same.

This endorsement becomes effective JANUARY 20, 2012 to be attached to and hereby made a part of:
Policy No. 9957-0542-05
Issued to THE CITY OF LOS ANGELES

By FEDERAL INSURANCE COMPANY

Endorsement No. 25

Date of Issue JANUARY 20, 2012 (KRS)

By 
(Authorized Representative)

PREMIUM AMENDMENT ENDORSEMENT

This policy is amended as follows:

It is agreed that A RETURN PREMIUM OF \$83. SHALL APPLY
AS REGARDS THE TRAINING REIMBURSEMENT ADJUSTMENT AS HELD ON FILE WITH STARR AVIATION
AGENCY, INC.

All other provisions of this policy remain the same.

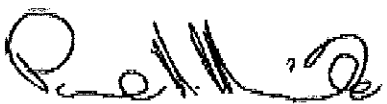
This endorsement becomes effective JANUARY 18, 2012 to be attached to and hereby made a part of:
Policy No. 9957-0542-05
Issued to THE CITY OF LOS ANGELES

By FEDERAL INSURANCE COMPANY

Endorsement No. 26

Date of Issue JANUARY 23, 2012 (KRS)

Starr 10189 (7/06)

By 
(Authorized Representative)

PREMIUM AMENDMENT ENDORSEMENT

This policy is amended as follows:

It is agreed that A RETURN PREMIUM OF \$1,345. SHALL APPLY AS REGARDS
THE TRAINING REIMBURSEMENT ADJUSTMENT AS HELD ON FILE WITH STARR AVIATION AGENCY, INC.


All other provisions of this policy remain the same.

This endorsement becomes effective MARCH 6, 2012 to be attached to and hereby made a part of:
Policy No. 9957-0542-05
Issued to THE CITY OF LOS ANGELES

By FEDERAL INSURANCE COMPANY

Endorsement No. 27

Date of Issue MARCH 6, 2012 (KRS)

By 
(Authorized Representative)