

**CITY OF NIAGARA FALLS**  
**NEW YORK**

December 30, 2020

**TO:** The Council  
**FROM:** Mayor Robert M. Restaino  
**SUBJECT:** RFP #2020-19 Employee Benefits Broker and Consulting Services

We respectfully request you authorize the Mayor to enter into an agreement as follows:

**WITH:** Brown & Brown of New York, Inc.  
45 East Avenue #700  
Rochester, New York 14604

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**FOR:** Employee Benefits Broker and Consulting Services

Notice that proposals were to be received was advertised in the Niagara Gazette and requests for proposals were sent to fifteen (15) vendors. Nine (9) responses were received.

As the Council is aware, Brown & Brown of New York, Inc. (“Brown & Brown”) is the current vendor providing these services to the City. Brown & Brown will continue to work with the Administration and the HR department to provide these services in accordance with the requirements of the RFP and its proposal. Brown & Brown will provide consulting and brokerage services for the stop loss, medical and pharmacy programs. It will also provide COBRA outsourcing services, summary plan descriptions, summary material modifications, ACA tracking and employee handbook review. They will also act as the City’s Broker of Record for the group medicare, dental and ancillary lines.

This agreement shall be for one (1) year, and the cost to the City shall be \$75,000.00. Funding is available in the various departments’ medical insurance budget codes.

Will the Council authorize the Mayor to execute an agreement with Brown & Brown of New York, Inc. in a form acceptable to the Corporation Counsel?

Respectfully submitted,

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Mayor Robert M. Restaino

Funding Approval:

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Anthony J. Restaino  
City Administrator

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Daniel Morello  
City Controller

**KENNEDY** \_\_\_\_\_ **SPANBAUER** \_\_\_\_\_ **TOMPKINS** \_\_\_\_\_ **TOUMA** \_\_\_\_\_ **VOCCIO** \_\_\_\_\_