

# Carrollton-Farmers Branch Independent School District Executive Summary Report

Date	District Objective	Agenda Item #
June 2, 2011	Objective 3 – Continuously increase operational effectiveness	III.B.8

**Agenda Item:** Consider RFP #11-04-271-3 Student Athletic & Voluntary Insurance

**Summary:**

In accordance with the Texas Education Code, Section § 38.024, the District may elect to purchase student athletic insurance for its student athletes. It has been the District's practice to purchase coverage for those students participating in all UIL sanctioned high school varsity and junior varsity programs. Comparable accident coverage has been made available to all other students in the District at their expense.

Proposals were solicited from fourteen vendors. Three price offers were submitted. The proposal providing the best value to the District was submitted by GM Southwest.

All Sports / Activities	\$99,600.00
Catastrophic Accident Coverage (including AD&D)	\$8,610.00
<b>Total Premium</b>	<b>\$108,210.00</b>

This is a one-year agreement with three (3) one-year extension options.

**Attachments:**

Tabulation  
Insurance Rate History

**Administrative Recommendation:**

Administration recommends that the District award this contract to GM Southwest as described above.

**Budget/Funding**

2010-11 Athletic Budget

**CARROLLTON-FARMERS BRANCH ISD**  
**RFP 11-04-271-3 - Student/Athletic Accident Insurance**  
**Athletic Coverage**

PROVIDER	PLAN	ANNUAL COST	MAXIMUM BENEFIT	BENEFIT PERIOD	BENEFIT CHANGES	NOTES
<b>BENE-MARC, INC.</b> Fidelity Security Life Insurance A Excellent	Lone Star	\$121,215.00	\$25,000 per accident	52 week with full benefit	Enhanced benefits	
	Lone Star 3	\$101,490.00			Lower Benefits	
<b>GM-SOUTHWEST, INC.</b> Pan American Life Insurance A Excellent	Plan A	\$99,600	\$25,000 per accident	52 week with full benefit	Enhanced benefits	Current plan
	Plan B	\$79,000.00			Lower Benefits	
<b>SCARBROUGH MEDLIN</b> AXIS Global Insurance Company A- Stable	Premier	\$151,580	\$25,000 per accident	52 week with full benefit	Some benefits richer, some max benefits lower	No balance for PPO Network  Online claims processing

## RFP 11-04-271-3 - Student/Athletic Accident Insurance Catastrophic Coverage

PROVIDER	ANNUAL COST	COVERED STUDENT GROUP	MAXIMUM BENEFIT PER ACCIDENT	DEDUCTIBLE	BENEFIT PERIOD	NOTES
<b>Bene-Marc, Inc.</b> Zurich Integrated Products A+ Superior	\$6,380.00	Class II *	\$6,000,000	\$25,000 2 year incurral period	10 year benefit period per accident	
<b>GM-Southwest, Inc.</b> National Union Fire Insurance A Excellent	\$8,610.00	Class III**	\$6,000,000	\$25,000 2 year incurral period	10 year benefit period per accident	**** See Below
<b>SCARBROUGH MEDLIN</b> AXIS Global A- Stable	\$7,566.00	Class II *	\$6,000,000	\$25,000 2 year incurral period	10 year benefit period per accident	

\* Class II - Does not include coverage for drill/dance team, intramural sports or gym classes - covers Jr. High & High School (Grades 7-12) interscholastic football, sports, cheerleaders and non sport extracurricular activities.

\*\* Class III (Per Campus) - All sports including band, cheerleaders, drill/dance team, student coaches, student trainers, student managers, intramural sports, gym classes and non-sport extracurricular activities.

\*\* Class III \$500,000 cash benefit as follows: \$100,000 lump sum payment after 6 months of physician certified paralysis or coma and then \$40,000 per year for 10 years.

\*\* Class III \$1,000,000 cash benefit as follows: \$200,000 lump sum payment after 6 months and \$40,000 per year for 20 years.

\*\*\*\* Increase from previous year. National Union Fire Insurance increased rates for all ISD's in Texas. They cover 90% of Texas ISD's.

**RFP 11-04-271-3 - Student/Athletic Accident Insurance**  
**Student Insurance Coverage**

PROVIDER	ANNUAL MAXIMUM	COVERAGE COSTS SCHOOL TIME	COVERAGE COSTS 24 HOURS	COVERAGE COSTS DENTAL	COMMENTS
<b>BENE-MARC, INC.</b>  Fidelity Security Life Insurance A Excellent	\$25,000 per injury	\$65	\$130	Included in rates	Some benefits richer than current plan, some maximums exceed current plan
<b>GM-SOUTHWEST, INC.</b>  Pan American Life Insurance A Excellent	\$25,000 per injury	Plan A - \$65  Plan B - \$30	Plan A - \$135  Plan B - \$75	\$8	Plan A - U&C decreased to 90% Daily rate maximums increased Plan B -No changes in current benefits
<b>SCARBROUGH, MEDLIN &amp; ASSOCIATES</b>  AXIS Global A- Stable	\$25,000 per injury	Premier Plan \$93 Economy \$64	Premier \$195 Economy \$64	\$8	Premier and Economy benefits are less than current plans

**RFP 11-04-271-3 Student/Athletic Accident Insurance**  
**Athletic / Catastrophic Premiums**

PROVIDER	PLAN	ATHLETIC	CATASTROPHIC	TOTAL
BENE-MARC, INC.	LONE STAR	\$121,215	\$6,380	\$127,595
	LONE STAR 3	\$101,490	\$6,380	\$107,870
GM-SOUTHWEST, INC.	PLAN A	\$99,600	\$8,610	\$108,210
	PLAN B	\$79,000	\$8,610	\$87,610
SCARBROUGH, MEDLIN & ASSOCIATES	PREMIER	\$151,580	\$7,566	\$159,146

**Student Insurance Costs**

<b>Year</b>	<b>Athletic Insurance Cost</b>	<b>Catastrophic Coverage Cost</b>	<b>Total</b>	<b>% increase</b>	<b>RFP</b>	<b>PO</b>
August 2008 - July 2009	\$ 88,000	\$ 6,767	<b>\$ 94,767</b>		08-05-141-2	40101
August 2009 - July 2010	\$ 92,000	\$ 6,767	<b>\$ 98,767</b>	4%	08-05-141-2	81214
August 2010 - July 2011	\$ 95,000	\$ 7,831	<b>\$ 102,831</b>	4%	08-05-141-2	19444
August 2011 - July 2012	\$ 99,600	\$ 8,610	<b>\$ 108,210</b>	5%	11-04-271-3	