



CITY COUNCIL WORK SESSION

Monday, April 15, 2024 at 6:00 PM
Council Chambers and YouTube Livestream

Website: www.forestparkga.gov
YouTube: <https://bit.ly/3c28p0A>
Phone Number: (404) 366.4720

FOREST PARK CITY HALL
745 Forest Parkway
Forest Park, GA 30297

The Honorable Mayor Angelyne Butler, MPA

The Honorable Kimberly James
The Honorable Hector Gutierrez
The Honorable Allan Mears

The Honorable Dabouze Antoine
The Honorable Latresa Akins-Wells

Ricky L. Clark Jr, City Manager
Randi Rainey, City Clerk
Danielle Matricardi, City Attorney

AGENDA

VIRTUAL NOTICE

To watch the meeting via YouTube - <https://bit.ly/3c28p0A>

The Council Meetings will be livestream and available on the City's

YouTube page - "**City of Forest Park GA**"

CALL TO ORDER/WELCOME:

ROLL CALL:

ADOPTION OF THE AGENDA WITH ANY ADDITIONS / DELETIONS:

NEW BUSINESS:

- 1. Council Discussion and Approval of a Property & Liability Brokerage Services – Executive Offices**

Background/History:

As part of the Executive Offices commitment to reviewing any/all contractual services for the City of Forest Park, we have come to the realization that property and liability brokerage services have not been bid out in over a decade. To address this issue, the staff recently issued a Request for Qualifications (RFQ) inviting applications from experienced and professionally licensed brokers to assist the City. However, Stearling & Seacrest, the incumbent broker, did not submit an RFQ.

After reviewing all the submissions received, the staff is seeking authorization to immediately confirm Gallagher Risk Management Services as the Broker of Record. The purpose of this request is to allow

sufficient time for Gallagher to properly market their services to ensure that the City of Forest Park obtains the best possible renewal.

2. Council Discussion and Approval of the Budget Amendment for Special Revenue-Finance Department

Background/History:

The City of Forest Park's FY23-24 Operating Budget was unanimously adopted by the city council on June 29th, 2023. Prior to the adoption of the budget, city staff advised that funding and revenues would continuously be monitored for accuracy and reporting purposes. Staff is recommending that the understated funds be added to the operating budget, which will increase the stated revenue previously adopted on June 29th, 2023, from \$397,928.00 to \$3,659,993. Once the funds have been added to the operating budget, it is also recommended that City Council approve a budget amendment to accurately reflect the corrected operating budget amount of 41,986,503 for FY23-24.

3. Council Discussion and Approval of certain Purchases for the Fire Department-Fire Department

Background/History:

The Forest Park Fire and EMS Department would like to purchase:

1. Two (2) Keiser Sleds for Fire Stations 2 and 3 in the amount of \$10,176.51. The funding source to be used is 100-61-3510-52-3712 (Training Aides).
2. Four (4) Portable Radios in the amount of \$22,370. The funding source to be used is 100-61-3510-52-2209(Radio Equipment).
3. Five (5) Replacement Radios in the amount of \$33,024.65. The funding source to be used is 100-60-3610-52-3203 (Radio/pager Maintenance).
4. Ratification for a Lucas 3 V3 Chest Compression System in the amount of \$15,624.46. The funding source to be used is 100-60-3610-53-1137 (Rescue Truck Equipment).
5. Ratification for Two (2) Bunker Gear Dryers for Fire Stations 1 and 2 in the amount of \$ 28,545.00. The funding source to be used is 100-61-3510-52-2214 (Facility Improvements).
6. A Fire Prevention Trailer in the amount of \$197,526.35. The funding source will be 100-61-3510-54-2502, Fire Prevention Funds collected in 2022-2023.
7. Super Struts and Jumbo Locks in the amount of \$24,630.00. The funding source to be used is 100-61-3520-53-1136; the vendor is Municipal Emergency Services.
8. Twenty-five (25) Voice Amps in the amount of \$16,313.25. The funding source to be used is 100-61-3510-52-2209; the vendor is Municipal Emergency Services.

4. Council Discussion and Approval to enter into a contract with Garrard Construction to make exterior repairs to the Rite Aid Building in the amount of \$28,319.00-Planning and Community Development Department

Background/History:

As part of the city's efforts to revitalize the downtown area, the city is renovating the facility formally known as Rite-Aid , which is located on Forest Parkway. The 10,864 square feet space will feature a dual kitchen incubator, food vendor spaces, coffee vendor spaces, an area for beverages, creative spaces, meeting spaces, and a multi-purpose stage. The design will be based on preliminary drawings completed by Precision Planning, Inc. (PPI) and presented to the Mayor and Council on November 6, 2023. The Garrard Construction Company will make repairs to the exterior of the building as outlined in the attached proposal. This project is funded by CBDG federal funds, which must be encumbered by May 1, 2024.

5. Council Discussion and Approval to Authorize the Police Department to Submit and Accept an Explosive Ordnance Disposal (EOD) Canine Grant- Police Department

Background/History:

The City of Forest Park has a population exceeding 20,000 residents, is a vibrant city hosting a mix of elements including a military base, diverse businesses such as industrial complexes, and its proximity to the world's busiest airport. The Forest Park Police Department has identified specific sensitive areas within the city, responding to an increased volume of service calls related to security threats. In response, the department is seeking authorization to pursue an Explosive Ordnance Disposal (EOD) grant offered by Homeland Security. If successful in securing the grant, it will enable the acquisition of essential equipment, including a trained canine, specialized vehicle, and requisite training. These resources are essential for enhancing the department's capabilities in addressing threats posed by explosives, thereby ensuring the safety and security of Forest Park and its residents. Acceptance of the grant would signify a crucial step towards fortifying the city's preparedness and response to potential security risks.

6. Council Discussion and Approval to Accept the Donation of a Bloodhound-Police Department

Background/History:

The Forest Park Police Department operates around the clock, every day of the year, with four shifts managing service calls. Currently, the department employs four Dual Purpose Canines, which undertake tasks such as search and rescue operations for missing persons, detection of illegal narcotics, and assistance in criminal apprehension. These Canines also engage in community-building activities by participating in educational programs in schools.

The department is seeking approval to accept the donation of a Bloodhound from The Jimmy Rice Center. Established by the parents of Jimmy Ryce after his tragic kidnapping, rape, and murder in 1995, The Jimmy Ryce Center aims to prevent the sexual exploitation and predatory abduction of children, provide resources to parents and law enforcement in abduction cases, and assist in safely bringing abducted children home. The Bloodhound will be utilized primarily for search and rescue operations for missing persons, particularly those suffering from mental illness. The Jimmy Ryce Center has generously donated over 600 Bloodhounds to law enforcement agencies nationwide.

The department is committed to covering all expenses related to the training, equipment, and healthcare for the Bloodhound.

7. Council Discussion and Approval of the Special Facilities Request at Starr Park and sponsored by Legendary WIGO 1570 AM and Operation Push too, LLC for Saturday, May 11, 2024 between 12pm-6pm—Recreation and Leisure Department

Background/History:

“THE SECOND ANNUAL JAM FOR PEACE”, sponsored by “LEGENDARY WIGO 1570 AM & OPERATION PUSH TOO, INC.”, scheduled for Saturday, May 11, 2024, 12:00 PM-6:00 PM at Starr Park Amphitheater. During this event there will be a collective of activities, with musical performances and entertainment provided by local, regional, and national artists, church and school choirs, and include an education fair with the representation of higher institutions of learning, counseling for grants and scholarships, an employment/job fair with representation from businesses and employment agencies, to include, job counseling, interview techniques, resume preparation and dressing for an interview, a health fair with representation from local medical facilities, mental health agencies and clinics, peer counseling and mediation, to include some basic screenings.

ADJOURNMENT:

EXECUTIVE SESSION: (When an Executive Session is required, one will be called for the following issues: Personnel, Litigation or Real Estate)

In compliance with the Americans with Disabilities Act, those requiring accommodation for meetings should notify the City Clerk’s Office at least 24 hours prior to the meeting at 404-366-4720.

File Attachments for Item:

1. Council Discussion and Approval of a Property & Liability Brokerage Services – Executive Offices

Background/History:

As part of the Executive Offices commitment to reviewing any/all contractual services for the City of Forest Park, we have come to the realization that property and liability brokerage services have not been bid out in over a decade. To address this issue, the staff recently issued a Request for Qualifications (RFQ) inviting applications from experienced and professionally licensed brokers to assist the City. However, Stearling & Seacrest, the incumbent broker, did not submit an RFQ.

After reviewing all the submissions received, the staff is seeking authorization to immediately confirm Gallagher Risk Management Services as the Broker of Record. The purpose of this request is to allow sufficient time for Gallagher to properly market their services to ensure that the City of Forest Park obtains the best possible renewal.



CITY OF
FORESTPARK

City Council Agenda Item

Subject: Property & Liability Brokerage Services – Executive Offices

Submitted By: Ricky L. Clark, Jr., City Manager

Date Submitted: April 11, 2024

Work Session Date: April 15, 2024

Council Meeting Date: April 15, 2024

Background/History:

As part of the Executive Offices commitment to reviewing any/all contractual services for the City of Forest Park, we have come to the realization that property and liability brokerage services have not been bid out in over a decade. To address this issue, the staff recently issued a Request for Qualifications (RFQ) inviting applications from experienced and professionally licensed brokers to assist the City. However, Stearling & Seacrest, the incumbent broker, did not submit an RFQ.

After reviewing all the submissions received, the staff is seeking authorization to immediately confirm Gallagher Risk Management Services as the Broker of Record. The purpose of this request is to allow sufficient time for Gallagher to properly market their services to ensure that the City of Forest Park obtains the best possible renewal.

Gallagher Risk Management Services is a globally recognized insurance brokerage, risk management, and consulting firm. The City of Forest Park will join over 11,600 public entities who believe that their risk management needs can be best served by working with a broker that specializes in the Public Sector. Gallagher's current clients include municipalities such as the City of College Park, Clayton County Water Authority, the City of Hapeville, Cobb County Board of Commissioners, and the City of Waycross.

The staff recommends that the City City Council approve the item, authorizing the engagement of a one-year contract for broker services and the immediate termination of the current brokerage.

Cost: \$

Budgeted for: Yes No

Financial Impact:

Action Requested from Council:



Gallagher

Insurance | Risk Management | Consulting

RFQ - 12292023

City of Forest Park

Property and Liability
Insurance Brokerage Services

February 8, 2024

Item #1.



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THE FOLLOWING RESPONSE IS PRESENTED BY:

Arthur J. Gallagher

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Executive Summary

Arthur J. Gallagher Risk Management Services, LLL (“Gallagher”) is pleased to present our response to the City of Forest Park’s (“the City”) request for qualifications for Property & Liability Insurance Brokerage Services, RFQ - 12292023. Gallagher has the ability to perform all services requested and we have specifically demonstrated our experience and qualifications within our response.

Gallagher is one of the world’s largest insurance brokerage, risk management and consulting firms. As a community insurance broker and trusted local consultant, we help people and businesses move forward with confidence. With more than 39,000 people working around the globe, we’re connected to the places where we do business and to every community we call home. Managing risk with customized solutions and a full spectrum of services, helping you foster a thriving workforce, and always holding ourselves to the highest standards of ethics to help you face every challenge for more than 90 years—that’s *The Gallagher Way*.

By choosing Gallagher, the City will join a group of approximately 11,600+ Public Entities who believe their risk management needs can be best served by working with a broker who specializes in the Public Sector. Public Entities are dynamic, innovative environments, and the risks emerging from these settings require creative approaches to risk management. We look forward to the opportunity to be your partner, and the following represents the key strengths that Gallagher brings to the table:

Our response to the City’s RFP builds on our strong foundation in Public Sector, but more importantly focuses on the future. We demonstrate why Gallagher is best suited to be the City’s risk management partner and place your program. In addition to our risk management services, Gallagher has provided similar entities with supplemental insurance coverages and creative risk transfer insurance policies to fill gaps in emerging exposures. Our metro clients, including Gwinnett, Cherokee, Cobb, Hall, Newton, Barrow, and Forsyth Counties, and the cities of Hapeville, Roswell and Canton have each benefited from the Gallagher approach.

HIGHLIGHTED BELOW IS OUR THREE-PART VALUE PROPOSITION.

- 1. Minimize Total Cost of Risk (TCOR)** through our CORE360® approach and provide professional, consistent delivery of brokerage, risk management and administrative services, combined with our creative risk financing solutions that help save you money.
- 2. Understand risk challenges** and how our services are deployed to improve your internal Risk Management capacity. Gallagher provides direct access to experienced public sector risk management professionals, timely analysis of risk management issues, and effective use of technology that can save you time and strengthen your ability to respond to risk.
- 3. Proactive risk management consulting** ensures a strategic approach to supporting your organization. Moving beyond the placement of insurance alone, Gallagher focuses on intentional efforts to improve the risk profile of your organization. From improving property exposures to enhancing existing safety procedures, we work with you to elevate risk management within your organization.

One of the most important pieces to our client relationships is consistency and communication. As your partner, we will coordinate a team structure and service approach that offers the City the following advantages:

Experience in the Public Sector Marketplace – Our practice group has 180 consultants across the country to service public entity clients. Your Gallagher Atlanta team works with more public entities in Georgia than any other broker, giving them a vast understanding of the risks you face and the services you require. With more than 50 years’ experience combined in advising public sector clients, you will be well served.

THE GALLAGHER WAY

The Gallagher Way is a one-page document written in 1984 by our former chairman and CEO, Robert E. Gallagher, which defines the Gallagher culture. It describes the principles, behaviors and beliefs that have produced great work at Gallagher—and great working relationships—since the company was founded. The document’s 25 shared values guide business conduct for each of us as individuals, and all of us as a team.



We push for professional excellence.

The Gallagher Way. Since 1927.

PARTIAL GEORGIA CLIENT LISTING:

GEORGIA PUBLIC SECTOR RISK POOLS & PROGRAMS	PUBLIC SCHOOL DISTRICTS	COUNTY GOVERNMENTS	MUNICIPALITIES & SPECIAL DISTRICTS
<ul style="list-style-type: none"> • GIRMA (GMA- Property & Casualty Self-Insurance Fund) • Georgia Municipal Association Workers' Compensation Self-Insurance Fund) • GHARRP (Housing Authority Risk Retention Program) 	<ul style="list-style-type: none"> • Gwinnett • Clayton • Columbia • Hall • Atlanta Public Schools • Bulloch • Greene • Harris • Sumter 	<ul style="list-style-type: none"> • Gwinnett • Cobb • Forsyth • Hall • Cherokee • Barrow • Augusta-Richmond • Pierce • Ware 	<ul style="list-style-type: none"> • Stockbridge • Fairburn • College Park • Hapeville • Valdosta • Dublin • Roswell • Waycross • Clayton County Water Authority • Atlanta Housing Authority

Total Cost of Risk Approach – Gallagher provides a more comprehensive approach to insurance brokerage and risk management consulting than our competitors through our **CORE360®** model. **CORE360®** considers your total cost of risk across six cost drivers – insurance premiums, program structure, coverage gaps, uninsured & uninsurable losses, loss prevention & claims, and contractual liability. The intent of our **CORE360®** approach is to help you execute **three critical objectives**:

1. Determine your optimal risk management program.
2. Minimize your total cost of risk.
3. Improve your profitability. Gallagher will help the City to understand and manage its total cost of risk by aggressively attacking all aspects of its program to optimize efficiency and realize increased insurance coverage at the most competitive pricing possible.



Market Access – We believe we have the broadest number of direct markets which will write public sector accounts. Gallagher is uniquely positioned to evaluate the entire marketplace on your behalf. If selected, we will start the partnership off with a full marketing effort complete with Gallagher's coverage specifications and leverage our position to bring you the best program possible.

Improve Your Risk Profile. Improve Your Results – Gallagher has a specific focus on risk profile improvement to drive financial results for your program. Through our step-by-step approach, we leverage partner and proprietary analytical tools to analyze you historical data and develop a strategic roadmap to improve your position in the marketplace. Year over year, we strive to make you a better risk to receive better results from the insurance marketplace.

Understanding your Risk – Our experience working with public sector clients to lower total cost of risk while improving program structure and offering tailored solutions will further bring significant benefits to the City when applied across all lines of your program. By engaging experts in complex program design, using state-of-the-art modeling software and leveraging our strong relationships with the largest players in the industry, we are able to ensure that the City's program is placed with the most competitive pricing and broadest coverage available in the market.

Tailored Solutions for the Public Sector – At Gallagher, we are continually innovating to identify and develop creative solutions for our public sector clients. Our clients have benefitted from utilizing many of our existing tools and resources, and we are creating new solutions on a regular basis. Our experience has produced a high level of professionalism and respect within the public sector community. We bring turnkey risk management experience and resources to our accounts.

Effective Use of Sovereign Immunity – Sovereign immunity is an often-misunderstood concept that most insurance brokers simply just do not understand. Gallagher Atlanta prides itself in being a leader in understanding and advising public entities on the effective use of the privilege of sovereign immunity afforded by the U.S. Constitution and the Constitution of the State of Georgia.

Strong Cultural Fit – We believe Gallagher presents the best cultural fit for the City of any broker competing for your business. Just as you live and breathe your mission and vision every day, Gallagher was founded on the principle that people working together in an atmosphere of mutual respect can solve problems and improve risk management. Our commitment to integrity has not gone unnoticed. Gallagher is the only insurance broker named an *Ethisphere® Institute World's Most Ethical Company™* not just once, but 13 times.

We are an award-winning brokerage – In addition to being honored by the *Ethisphere*® Institute as one of the World’s Most Ethical Companies™, for the fifth year in a row, we have received a top score of 100 on the Human Rights Campaign Foundation’s Corporate Equality Index (CEI), earning recognition as a “Best Place to Work for LGBTQ+ Equality”, as well as Forbes 2023 America’s Best Large Employers. In addition, Gallagher earned Mental Health America’s Bell Seal for Workplace Mental Health Certification at the highest level: Platinum, and was been named one of Forbes 2022 Best Employers for Diversity.



We are committed to Integrity, Equality & Authenticity – We understand the importance of partnering with experienced and talented service providers who, along with us, reflect the clients and communities we serve. As needed, Gallagher partners strategically through our Gallagher Connect Partners program, a network of specialized minority, women, and other diverse certified partners selected by Gallagher based on their unique experience and capabilities.

Gallagher was founded on the pillars of integrity, innovation, teamwork, and empathy. We continue to live these values at every level of our organization. Our ability to adapt to an ever-changing world while remaining true to those values is a testament to the strength of Gallagher’s culture. We look forward to the opportunity to share our values and talents with you.

We appreciate the opportunity to present the following to the City of Forest Park.

Sincerely,

Gallagher Atlanta Public Sector & K-12 Education Team

MANAGEMENT PLAN

1. Briefly describe the level of service and support that will be provided by your firm to our company on a day- to-day basis.

Gallagher Client Service Model

The primary goal of our service offering is to act as an extension of your risk management team. We do this by leveraging our core strengths in providing both day-to-day services and tailored projects to your team. Below is a snapshot of our value added client service model.

CORE STRENGTHS

- ✓ We are a cohesive member of your Risk Management Team
- ✓ High Level of Service – Your team has a manageable account workload
- ✓ Stability – 20 year average employee experience
- ✓ Team Expertise & Innovation – Creativity from the most experienced industry staff in the business
- ✓ Client Focused – We are committed to being known as one of the best customer service companies in the U.S.
- ✓ Fully Integrated Placement Capabilities – Full access to all markets
- ✓ We provide the tools and resources to analyze and reduce your cost of risk
- ✓ Market Leverage – Gallagher is the largest Public Sector broker in the U.S. and develops relationships with insurers to benefit our clients



DAILY SERVICES

- ✓ Communication – 24/7 availability of our team to answer questions, coordinate exposure data, discuss pressing issues and provide claim support during a crisis
- ✓ Certificate Issuance
- ✓ Contract Review and Recommendations
- ✓ Holistic Approach – Continuous monitoring of exposures and coverage to prevent duplication, address coverage gaps, and ensure policy issuance is accurate
- ✓ We organize our information and resources to fit your needs – Not the other way around
- ✓ We invest in technology to reduce the administration burden for our clients

RECURRING SERVICES

- ✓ Budget Forecasting / Projections – We assist you in projecting and meeting your budgeting requirements
- ✓ Communicate market conditions and projections
- ✓ Pre-renewal discussions and appetite for risk
- ✓ Data Collection – Exposure analysis – Identify goals and objectives for the renewal
- ✓ Detailed Submissions with meaningful analysis
- ✓ Marketing – Provide options for consideration
- ✓ Benchmarking upon request – Historical/Peer Measurement, both regionally & nationally

PROJECT SPECIFIC

- ✓ Annual Stewardship Reports – Summarizing successes of your program
- ✓ Resources available – Claims advocacy & loss control specializing in Public Sector
- ✓ Support in claims dealing with FEMA and the Emergency Management Division in determining “insured losses” vs. uninsured losses
- ✓ Loss Control Recommendations – Focus on historical cost drivers
- ✓ Manuscript forms and endorsements tailored to fit your needs
- ✓ Whitepaper discussions on emerging issues & risks – Both local & national
- ✓ Coordinate catastrophe modeling, appraisal services and engineering reports to strengthen exposure data

2. What makes your organization unique from other organizations that may submit proposals?

Our Competitive Difference

Many of the Gallagher team professionals came from competing large brokerage firms. We all joined Gallagher for the same reasons and are invested in *The Gallagher Way*. It is about teamwork, comradery, friendship, collaboration, collective intelligence, unity in strength, and having common goals. *The Gallagher Way* was written by Robert Gallagher in 1984, and it carries on his legacy. The principles influence us daily and are posted on the walls of our offices. Below are a couple of our favorites:

- **Tenet 2:** We support one another. We believe in one another. We acknowledge and respect the ability of one another.
- **Tenet 16:** Loyalty and respect are earned - not dictated.
- **Tenet 20:** We run to problems - not away from them.
- **Tenet 21:** We adhere to the highest standards of moral and ethical behavior.
- **Tenet 23:** We are a warm, close company. This is a strength - not a weakness.

	Key Differentiators	The Forest Park Advantage
1	Gallagher's dedicated Practice Group offers unmatched experience in the Public Sector Marketplace.	As the largest Public Sector broker in the U.S., Gallagher is able to provide resources from around the country to develop a best-in-class program for the City. We position our clients to have the lowest total cost of risk compared to our peer brokers.
2	Gallagher has advanced risk analytics and predictive modeling capabilities for data driven business intelligence sharing.	Our combined business intelligence, market placement analytics, data science approaches, and risk analytics platforms provide industry-leading KPIs, data driven recommendations, and reports. Gallagher Drive is our premier platform for peer benchmarking, data analytics and data visualization. When used as part of CORE360®, Gallagher Drive creates meaningful insights for maximum impact on client's total cost of risk.
3	Gallagher has a modern approach to insurance and risk management.	Public entities face different risks and challenges than they did 30 years ago. We utilize industry knowledge, national resources, benchmarking data and an advanced understanding of Sovereign Immunity to put forth structures and plans to protect against modern and emerging risks.
4	Our loss control and claims advocacy team have developed specialized governmental risk control and loss prevention services.	Our level of experience with other local governments has created a large selection of tailored risk control services entirely focused to your risks. The City can leverage our experience with other entities and similar programs as it looks to implement various risk control measures across the program.
5	Integrity and transparency is embedded as part of our culture at Gallagher.	Since our founding in 1927, leading with integrity is a critical part of what has made Gallagher successful. No other insurance broker can claim receiving this award. Gallagher has received this award for 13 years.



ORGANIZATION STRUCTURE AND RESUMES

1. Describe your organizational structure (i.e. publicly held corporation, partnership, etc.). Please briefly describe your company's organization, philosophy, and management. Also, provide a brief company history.

About Gallagher

Gallagher started as a single office in Chicago and has grown to a publicly traded global organization with more than \$9.5 billion in adjusted revenues, 860+ offices globally, more than 52,000 team members with service capabilities in 150-plus countries.



Gallagher was one of the first brokers to transition from simply brokering insurance to providing true risk management services by identifying exposures, then developing and implementing ways to reduce those risks. In 1938, we designed the first retrospective rating program, which gave clients credit for holding down their losses. Gallagher once again broke new ground in 1963 by forming the first non-workers' compensation self-insurance program and formed Gallagher Bassett Services, Inc. to administer claims and loss control services.

In 1984, Gallagher became a publicly-traded company (NYSE: AJG). Our most recent financial report can be found on our website www.ajg.com under the "Investor Relations" tab.

As one of the world's leading insurance brokers, Gallagher plans and administers a full array of insurance, risk management, self-insurance, claims management and employee benefit products and services through a group of specialized companies whose operating units are illustrated below. These companies can be accessed anytime the resources are needed to serve our clients.

Our Structure & Benefits to the City

Through our structure, the City is provided the benefit of a global broker with access to highly specialized resources through our sister companies, account service delivered by local expertise, and a client-focused corporate model unencumbered by management bureaucracy

As one of the world's leading insurance brokers, Gallagher designs, negotiates and administers a full array of insurance, risk management, self-insurance, claims management and employee benefit products and services through a group of specialized companies across three categories:

RETAIL RISK MANAGEMENT BROKERAGE & CONSULTING

Retail risk management brokerage & consulting operates in 68 countries and through a network of strategic network partners in more than 150 countries

WHOLESALE INSURANCE BROKERAGE

This group operates in the U.S., U.K. and Bermuda and focuses on placing specialized and hard-to-place insurance

THIRD-PARTY CLAIMS ADMINISTRATION AND SERVICES

Third-party claims administration & services operates in the U.S., Canada, U.K., Australia and New Zealand

Gallagher's Mission

We are an international Sales and Marketing company that plans and administers cost-effective, differentiated property/casualty and human resource risk management programs as brokers, consultants and third-party administrators.

- Provide superior, cost-effective risk management products and services that meet the ever-changing needs of our current and prospective clients, while continuing to strive for the highest professional excellence in the delivery of those products and services.
- Provide our employees with an opportunity for professional growth, personal satisfaction and financial security.
- Build and maintain long-lasting, consistent, honest and profitable relationships with our insurance markets, who we recognize play a crucial role in meeting our clients' risk management needs.
- Grow shareholder value by increasing our client base, dedicating ourselves to increased productivity, profitability and professionalism resulting in long-term earnings-per-share growth.
- We will accomplish our mission with the kind of leadership that will ensure perpetuation of our corporate culture. We will also adhere to rigid moral and ethical standards in all of our dealings as we look to the challenges of the future with confidence in our ability to create and maintain a Gallagher Team that is the very best at what we do.

Our Culture

Our leadership position in the insurance industry has remained grounded in one word: **culture**. Our industry has witnessed tremendous change in the past 35 years – top risks faced by most organizations are different; underwriting capital has changed; technology and use of data have transformed underwriting, and so on, but through all of these changes, Gallagher's culture has remained unchanged. Our culture of embracing and leading through these changes has allowed us to thrive and become the global organization we are today, delivering tremendous value to our clients and being a destination employer in the industry. Our enduring principles, articulated in The Gallagher Way, have served as the guidepost in navigating change.



Gallagher Gives Back

200-DAY SUSTAINABILITY CHALLENGE

Launched in 2021, our annual 200-Day Sustainability Challenge program is aimed at promoting sustainable practices, raising awareness about environmental conservation, adopting sustainable habits, and making a positive impact on the planet. From its inception, our goal was to create a lasting impact in our offices, homes, and communities. One of the key features of the 200-Day Sustainability Challenge is its focus on collaboration and collective action. Participants are encouraged to form teams and work together to achieve sustainability goals.

With a physical global presence, our workforce aims to enrich the many communities they call home. Through volunteerism, pro bono work, contributions, and working with independent nongovernmental organizations (NGOs), we are dedicated to making a meaningful global impact. Three years into this initiative, we are not slowing down. Together, we are driving meaningful change.

This year's 200 Days of Sustainability Challenge had some incredible results:

- Kept 422,000+ items from reaching landfills
- Recycled & Donated over 50,700 clothing items
- 17,000+ hours volunteered to our local communities
- Donated over 5,800 books

Recognition

- Gallagher receives the recognition of Equality 100 from The Human Rights Campaign Corporate Equality Index 2023, earning the top score for the fifth consecutive year.
- Recognized for the 13th time as one of the World's Most Ethical Companies® by the Ethisphere Institute.
- Forbes lists Gallagher as one of America's Best Large Employers 2023.
- Gallagher earns Mental Health America's Bell Seal for Workplace Mental Health Certification at the highest level: Platinum.
- Fortune Magazine recognizes Gallagher on the Fortune 500 list for the eighth consecutive year.



2. Please provide bios of individual brokerage staff that would provide services to the City.



Scott K. Thomason

*Senior Vice President | Southeast Regional Practice Leader, Public Sector & K-12 Education Practice
Atlanta, GA*

Scott leads Gallagher's southeast efforts working on large self-insured governmental entities, large schools, small schools, public entity risk pools, charter schools, and other public sector accounts. The Gallagher team is led by Scott Thomason, who is the primary coordinator of all Gallagher resources to public sector clients. Scott will have the ultimate responsibility to ensure the insured organization receives exceptional service and expertise from the Gallagher network. He will work hand-in-hand with other team members to ensure effective execution of the entire team.

Scott brings over 30 years' experience to the Gallagher team with expertise in risk financing, risk analysis, risk innovation, and creative program design. Scott has converted over entities to self-insured programs, brought in alternative risk financing solutions, and provides industry leading risk analytic reports. Scott is a member of the Gallagher Public Sector leadership team bringing insights and solutions to the entire country.

Previous to Gallagher, Scott has worked with Alliant and Willis Towers Watson serving the public sector in various capacities. **Some highlights of Scott's experience and expertise in the past 30 years:**

- Managed public entity insurance portfolios in over 10 states
- Created a national charter schools insurance program that insured over 80 schools
- Excess Casualty and Workers Comp specialist
- Expertise in conversions of large entities to self-insured or hybrid programs
- Experienced in layered property programs, dealing with London and Bermuda markets
- Developed NEW coverage solutions through manuscripted forms and endorsements (School Bus Route Displacement, Tax Interruption, Immunity Preservation)
- Developed new Law Enforcement/School Resource Officer Accident and off-duty Coverage

He is considered one of the leading public entity and educational risk experts and brokers in the Southeast and has been speaking to various clients, groups, and industry associations for many years, most notably for public entities on elected officials training, risk financing and retention level analysis, and general risk management procedures. Scott is also an active participant in national associations such as ASBO, PRIMA, and AGRIP and many of the state chapters.

Recent publications and speaking engagements since 2015 include topics on:

- Quantifying terrorism and contingent tax interruption exposures
- Drones in the public sector
- Choose your broker first whitepaper
- Establishing and managing effective safety committees
- Enterprise risk management for public entities
- To self-insure or not – national PRIMA presentation
- Emerging Risks – Georgia PRIMA presentation

Scott earned his B.S. in Risk Management & Insurance from Fresno State University, California. He is a member of the Georgia and National PRIMA organizations. He is a Property & Casualty Agent, Insurance Counselor, and Surplus Lines Agent (*Georgia License Number: 491429*).



Matt Simmons

*Senior Director | Public Sector Practice & K-12 Education Practice
Atlanta, GA*

Matt Simmons is responsible for providing risk management and insurance brokerage services to municipalities, counties and schools. As the Georgia Director of the practice group, he is charged with business development, client service and strategic planning throughout the state. Working with clients to reduce their Total Cost of Risk, Matt leverages the **CORE360** platform to not only provide comprehensive and competitive insurance brokerage option but also works to bolster, develop or transform impactful risk management programs for his clients. With his breadth of knowledge of risks throughout the state, Matt is able to leverage understandings of immunity, client experience and similar program to design his approach to be customized to the client.

Matt has experience in roles ranging from client service to brokerage. In addition to his role as practice director, he also works specifically with risk management accounts on Cyber risk consulting. In the ever changing landscape, we he works with clients to bolster their cyber security programs to protect against intrusion and to position each account as strongly as possible for underwriter reviews.

He is a member of the GA Public Risk Management Association Board of Directors and has been sought after for speaking engagements including: Cyber Risk Best Practices, Domestic Terrorism, and Engaging Supervisors in Risk Management for K-12 Schools.

Education and Affiliations:

- Bachelor of Arts, Loyola University – Mass Communications and Public Relations
- Board Member – Public Risk Management Association | GA Chapter
- Licensed Property and Casualty Insurance Broker
 - License Number: 2737365

Recent speaking engagements include topics on:

- Engaging Supervisors and Managers in Safety Risk Management
- Cyber Risks in the Public Sector
- Crisis Management, Active Shooter, and Domestic Terrorism
- Best Practices in Soliciting Insurance Brokerage and Risk Management Services



Daniel Duhart

*Broker | Public Sector Practice & K-12 Education Practice
Atlanta, GA*

Daniel joined the Gallagher team in the early fall of 2023. Prior to joining Gallagher he worked with municipalities in Georgia to provide strategic risk management and insurance brokerage consulting services. Daniel will assist in the delivery and implementation of risk management resources.

Originally from Macon, Ga. and a graduate of Alabama State University, Daniel has worked as the Head of Risk Management with Genesis Asset Management (GAMSG), specializing in commercial insurance and personal lines. He has been providing brokerage and risk management services to entities and organizations in Georgia for three years.

Education and Affiliations:

- Bachelor of Science, Alabama State University – Business and Communications
- Member – Public Risk Management Association | GA Chapter
- Licensed Property and Casualty Insurance Broker
 - License Number: 3074461



John Beckett

*Client Account Executive | Public Sector & K-12 Education Practice
Atlanta, GA*

John Beckett is responsible for the design and execution of client service strategy for the Georgia Public Sector & K-12 Education Practice. As the Client Account Executive, he is charged with understanding the ins and outs of each client to identify service and resource needs across the state. From standard marketing to deployment of Gallagher technology and resources.

With more than fifteen years as a professional, John has developed a strategic approach to client services to ensure each account's needs and expectation are met on their terms. From marketing coverages to an ability to effectively and efficiently provide top tier service to his clients, he brings structure and clarity to each client account.

Prior to joining Gallagher, John held account management roles with USI Insurance Services and Aon focusing on account management and placement. A graduate of Furman University, John's client service experience extends beyond the insurance world to encompass providing service to organizations of all sizes for the past 14 years.



Yvette Jones, CIC, CISR

*Senior Client Service Manager | Public Sector & K-12 Education Practice
Atlanta, GA*

Yvette brings more 25 years of experience in the insurance industry to the account team. Over her career she served in roles ranging from administrative support to compliance management to client account management. As a Senior Client Service Manager, she is tasked with supporting clients in day-to-day administration of their insurance program. She plays an integral role in developing renewal strategy, execution and the deployment of various resources. Yvette is a Certified Insurance Counselor and a Certified Insurance Service Representative.

EXPERIENCE/PAST PERFORMANCE

1. How long has your organization been providing insurance brokerage services?

Arthur J. Gallagher Risk Management Services, Inc. was established in 1927 and has been providing risk management and brokerage services for over 95 years. Gallagher has been providing services in Georgia since 2001.

2. Describe your contractual relationships, if any, with organizations or entities necessary to your proposal's implementation (i.e. insurance companies, TPA firms, actuarial services, data information services, etc.).

Gallagher has a full spectrum of risk management, TPA, risk consulting and wholesale companies as part of the Gallagher corporate family, but we do not have any conflicts of interest as we provide our client options for all types of services. We have no ownership of any insurance companies and are a true independent commercial insurance broker.

WHOLESALE: RISK PLACEMENT SERVICES, INC.

Risk Placement Services, Inc. (RPS) is the largest Managing General Agent/Underwriting Manager in the United States, a leading Specialty Insurance Wholesaler, and a Standard Lines Aggregator. With over 65 locations nationwide, RPS has dedicated employees who get to know our client's business and specific specialty needs. RPS' full range of products and services include, but are not limited to:

- Analytics
- Casualty
- Environmental
- Executive Lines
- Healthcare
- Nonprofit
- Personal Lines
- Property
- Public Entity
- Religious
- Sports & Leisure Programs
- Technology & Cyber
- Transportation & Garage
- Workers' Compensation

THIRD-PARTY CLAIMS ADMINISTRATION: GALLAGHER BASSETT

Gallagher Bassett (GB) is the largest property/casualty third-party administrator, offering strategic insights and services in the areas of risk management. GB continually strives to go beyond industry norms and client expectations in the continuous pursuit of a better way. This team assists over 3,500 clients worldwide through more than 110 branches and over 4,700 skilled professionals by providing services including, but not limited to:

- Claims Management
- Risk Management Systems
- Information Management Systems
- Medical Cost Containment
- Consultative Services (Risk Control & Appraisals)

CAPTIVES AND ALTERNATIVE RISKS: ARTEX RISK SOLUTIONS, INC.

Artex Risk Solutions, Inc., is Gallagher's division that is dedicated to providing access to the many specialized insurance and reinsurance companies operating within a marketplace that includes North America, Bermuda and the Caribbean, performs risk analysis and claims advocacy, and acts as a captive manager and an intermediary in providing services to pools, captives, rent-a-captives, risk retention groups and self-insurance arrangements.

REINSURANCE: GALLAGHER RE

Gallagher Re is the dedicated reinsurance team for Gallagher and third-party clients, able to support all Property, Casualty, and Specialty classes, and Wholesale as required. Launched in December 2013, Gallagher Re has since grown to become the world's 5th largest reinsurance broker. Combining the market access of a global broker with the niche expertise and hands-on service of a specialist team, this powerful strategic partnership between Gallagher and Gallagher Re provides a world-class Reinsurance platform to our clients, fully aligning the reinsurance business with Gallagher's retail and wholesale insurance brokering operations around the world.

3. How many public municipality entities does your firm service. Please provide their name and length of service with each?

Gallagher's Public Sector & K-12 Education Practice

Gallagher established our commitment to the K-12 Education Sector 40 years ago, when we formed our dedicated practice group, which now has more than 180 risk management professionals from 43 branches. We're invested in the public sector and associations. We have access to all insurance markets that specialize in the public sector and maintain an excellent reputation in the industry. We are dedicated to providing excellent service in a highly ethical manner.

This division has grown to become the largest Public Entity broker in the U.S., placing over \$1.5B of Public Sector insurance premiums each year with the key Public Sector insurance companies and underwriters. Gallagher associates remain on the forefront of Public Sector risk management – from ERM and ISO 31000 engagements to tailored risk financing structures in order to address impacts of climate change and other emerging risks.

Much of our company's growth and success can be attributed to our innovation of new risk financing strategies and alternatives for our Public Entity clients. In the early 1970s, Gallagher designed the first integrated, multi-line "protected self-insurance" program (a single policy providing both specific and aggregate protection). This growth gives us a broad perspective when we focus on risks. We help our clients consider risks across their entire enterprise as we advise them on insurance placements, risk management services, healthcare and pharmacy benefits, and human resources consulting.

Gallagher is the preeminent provider of brokerage and risk management services in the public sector. Our expertise and knowledge is unparalleled in the industry. Gallagher is consistently recognized by key professional associations (such as NBOA) for our commitment to public sector and K-12 schools and expertise in risk management.



GALLAGHER'S PUBLIC ENTITIES CAN BE SUMMARIZED IN A FEW QUICK NUMBERS:

- 2,660 stand-alone public, private, independent and charter schools
- 120 Public Sector and K-12 Education pools (covering 5,000+ pool members)
- 3,200 Public Entities; including: cities, counties, towns, housing authorities, special districts, and state and tribal governments

PARTIAL GEORGIA CLIENT LISTING

GEORGIA PUBLIC SECTOR RISK POOLS & PROGRAMS	PUBLIC SCHOOL DISTRICTS	COUNTY GOVERNMENTS	MUNICIPALITIES & SPECIAL DISTRICTS
<ul style="list-style-type: none"> • GIRMA (GMA- Property & Casualty Self-Insurance Fund) • Georgia Municipal Association Workers' Compensation Self-Insurance Fund) • GHARRP (Housing Authority Risk Retention Program) 	<ul style="list-style-type: none"> • Gwinnett • Clayton • Columbia • Hall • Atlanta Public Schools • Bulloch • Greene • Harris • Sumter 	<ul style="list-style-type: none"> • Gwinnett • Cobb • Forsyth • Hall • Cherokee • Barrow • Augusta-Richmond • Pierce • Ware 	<ul style="list-style-type: none"> • Stockbridge • Fairburn • College Park • Hapeville • Valdosta • Dublin • Roswell • Waycross • Clayton County Water Authority • Atlanta Housing Authority

Gallagher's Atlanta Public Sector team works with more than 50 Georgia Public Entities. Lengths of service vary for our clients. We will provide additional detail for provided references.

4. Please provide a minimum of three verifiable client references of similar scope and industry, all of whom are able to comment on your organization's relevant experience. This list should include at least three active client references in the public entity/ municipality sector. Please include company names, address, contact name, telephone number and a complete description of the insurance services and dates provided. It is the broker's responsibility to provide valid reference information and our company reserves the right to use reference checks in its evaluation of proposals.

Reference 1	City of College Park
Address	3667 Main Street. College Park, GA 30337
Contact Name	Chris Wilson
Contact Phone	404.767.1537 x1401
Contact Email	Chris.wilson@collegeparkga.com
Service Dates	2023 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

Reference 2	Clayton County Water Authority
Address	1600 Battle Creek Road. Jonesboro, GA 30260
Contact Name	Michelle Jordan
Contact Phone	770.960.5239
Contact Email	Michelle.jordan@ccwa.us
Service Dates	2022 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

Reference 3	City of Hapeville
Address	3468 North Fulton Ave. Hapeville, GA 30354
Contact Name	Tim Young
Contact Phone	770.462.2988
Contact Email	tyoung@hapeville.org
Service Dates	2013 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

Reference 4	Cobb County Board of Commissioners
Address	100 Cherokee Street, Ste 430. Marietta, GA 30090
Contact Name	Ordale Randall
Contact Phone	770.528.1587
Contact Email	Ordale.randall@cobbcounty.org
Service Dates	2017 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

5. Please provide examples of recent solutions you have provided to public sector clients with regards to insurance program structure, premium reductions, and/or a risk management solution

SIMILAR MUNICIPAL PROJECTS	
City of College Park	
<p>After making a change to Gallagher this past Spring, the City of College Park charged us with making improvements to their Total Cost of Risk. Taking over the renewal, with a very short window, Gallagher’s coverage design, recommendations and market negotiation provided a net 10% reduction on their up-front costs, while simultaneously improving coverage over their expiring programs and previously proposed renewals on several lines of coverage.</p> <p>Over the past six months, Gallagher has worked with the City to overhaul and formalized their safety program. Our approach will focus on improving the culture of risk and safety while simultaneously improving their risk profile. These include assisting in the development of an Accident Review Board, evaluation of Fleet Management/Safety, and Claims Advocacy services. These enhancements will be leveraged to reduce their Total Cost of Risk with future renewals.</p> <p>Recently, we entered into a Cyber risk consulting project with one of our Gallagher Connect Partners to complete a full Cyber risk assessment and produce a risk management plan to ensure the security of the City’s network.</p>	
City of Hapeville	
<p>As the City’s broker, we regularly discuss emerging issues, coverage gaps and exposures. During these discussions, we uncovered a concern regarding the City’s anxiety due to proximity to the airport and the potential for terrorist acts. We introduced a first party terrorism property policy to cover extra expenses and loss of revenue including domestic and foreign terrorists, and for nuclear, biological, and chemical radiation (NCBR).</p> <p>With increasing costs and retentions for Excess Workers Compensation coverage, we worked with the City to procure a Buffer Layer program which allows for the carriers to increase their retentions but protects the City by allowing them to “buy down” the retentions. This results in improved renewal terms while staying away from added risk for the City.</p>	
Clayton County Water Authority	
<p>The Authority made a broker change to Gallagher in the fall of 2022 after having been with the previous broker for more than 20 years. In the past year, we have increased the Authority’s coverage, restructured the approach to managing claims to increase immunity preservation and leveraged Gallagher’s internal services to build out their risk management program.</p> <p>With the 2023 renewal, we restructured the program for immunity preservation. This included a recommendation to purchase less coverage in certain areas to maximize immunity utilization. The reductions they received allowed them to purchase additional coverages in areas where gaps existed under the previous program. Through our efforts, the Authority only received a 2.9% net increase. The results provided budgetary flexibility to evaluate and purchase coverage for previously uninsured exposures.</p> <p>In early 2023, we worked with Risk and Procurement to overhaul insurance requirements and procurement guidelines for all contracts. By modernizing the way in which the Authority “buys,” they are taking a proactive approach to evaluating contracts to ensure risk transfers are in place, adequate and impactful.</p>	
City of Waycross	
<p>Gallagher first became the Broker of Record for the City following their renewal which produced high results in part due to adverse loss experience. Our first act was to renegotiate the terms with the incumbent carrier and cancel/rewrite their program which resulted in a net reduction over the previous broker’s proposal along with increased coverages. Gallagher’s focus on managing risk and improving the risk profile is well known with the commercial carriers. They were able to provide better results based on our approach and market presences.</p> <p>Recently, we restructured their program to combine certain lines of coverage to increase leverage with the insurance markets to deliver improved results and a reduced Total Cost of Risk.</p>	

QUALITY CONTROL

1. Describe your firm's capabilities regarding loss forecasting and reserve analysis.

Our Analytical Approach

We will deliver quantitative and qualitative measurements/metrics to help the City's team make informed decisions on which risks to retain and which risks to transfer. We will illustrate and demonstrate how the City can secure the most flexible and cost-effective risk financing program available in the global marketplace. Gallagher's Risk Services team has several analytic tools and processes to assist our clients in making informed decisions about their loss projections, allocating loss costs by location, risk planning and retention strategies. These include:

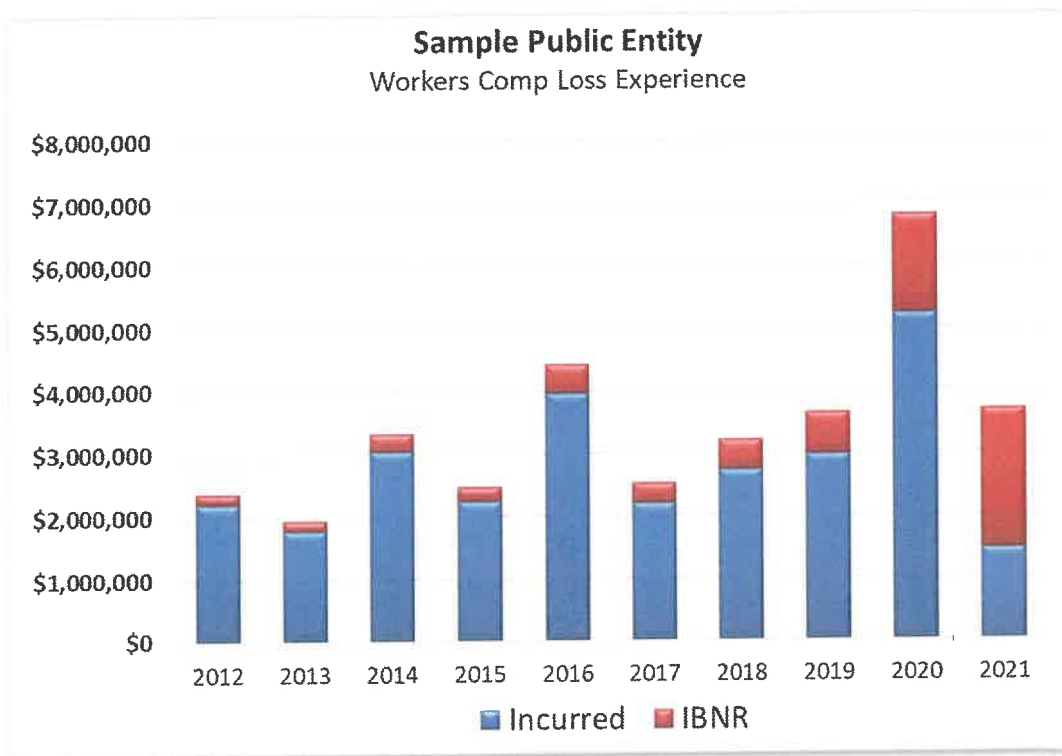
- **Actual vs. Expected Development Analysis** – This is a comparison of loss activity expected during a specific period to actual development, which gives an early indication of potential adverse loss development.
- **Advised Benchmarking** – Limits, total cost of risk, and premium benchmarking, excess liability evaluation
- **Cash Flow Analysis** – The payout of projected losses can be estimated by year, and the present value of the losses at various discount rates can be provided.
- **Cost & Premium Allocation Analysis** – An entity's cost of risk is allocated to the department based upon an actuarially sound methodology that combines both an exposure-based and loss-based allocation.
- **Loss Reserve Analysis** – This is prepared for financial statement reporting, annual statement preparation, reserve certifications and analyses of collateral requirements.
- **Losses within your Retention Forecasts (Loss Picks)** – This tool will assist the City in developing loss costs per location when allocating costs within the retention. It is our way of estimating ultimate incurred losses by policy year. Losses can also be forecasted for current or future policy periods using the client's historical loss and exposure data. These analyses are prepared for budgeting purposes and evaluating retentions.
- **Trend Analysis** – We analyze your data to provide specific recommendations on your current risk management program. In analyzing your data, we present claim trends that exist within your organization's loss history.
- **Loss Projections/Stratifications** – A loss pick is an estimation of future losses based on past losses. Our specialists review at least five years of historical data in order to predict your future losses.
- **Mod Analysis, Projections & Validation** – It is important to understand and monitor your experience modification rating because it directly correlates how much you pay in workers' compensation. The lower your experience mod, the less you pay in assessments and surcharges.
- **Collateral Analysis & Required Reserve Study** – A required reserve study will ensure ample funds are available through the close of your policy years. We identify the current status of the reserve fund and ultimately determine how your loss history will appear when all claims are closed.
- **Deductible Threshold Analysis** – We examine your loss history at various incurred levels, in order to determine a comfortable deductible level for your program. In analyzing your losses, we have the ability to demonstrate how your program will look at various deductible levels.
- **ClaimSCORE** – A data analytics program that can evaluate and predict workers' compensation claim payment and cost experience, target the true drivers that enhance the claim costs. By using this tool, we can assist in developing loss control measures and claim management programs to eliminate the total cost of claims.
- **Other** – Rate adequacy analyses, acquisition due diligence, loss projections for excess layers of insurance.

Loss Forecasting

Another critical area we would evaluate is your costs/coverage as compared to other similar peers. Gallagher maintains in-depth program information for all clients and uses comparative program metrics to ensure all clients are receiving the best possible costs for the coverage they purchase. We have three levels of loss forecasting:

- 1. Public Sector Loss Analytics** – Our proprietary loss modelling system provides for an easy way to determine your loss picture, trends, and future losses.
- 2. Gallagher Loss Forecast** – part of our National Risk Control services, we leverage our proprietary data and industry standard software to loss trend and analyze loss projections, reserves, and forecasted values
- 3. Actuarial Services** – Licensed actuaries are available to perform full actuarially determined reserve analysis and loss projections. Note this service is fee based and not included in standard fees and commissions.

We find it extremely valuable to help public entities manage their risks by establishing measurable total cost of risks. Trending and forecasting losses are critical to casualty and workers compensation lines.



Sample Loss Projection Summary

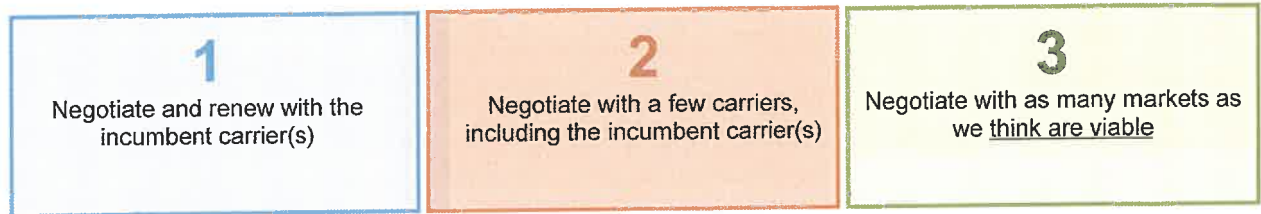
Loss Projections		Incurred	Developed	Pure Loss	Selected
Policy Year	Est Payroll	Loss Pick	Loss Pick	Method	Loss Pick
2022	130,700,718	\$2,781,252	\$3,436,680	\$4,659,103	\$4,047,891

2. Describe your organization's anticipated involvement in the annual review process. Include information regarding process timeframes, negotiation of rates and vendor selection.

Marketing Strategy & Plan

At least 120 days prior to renewal, we review your goals and objectives as we develop our marketing strategy together. In general, we believe it's prudent to market an account at least once every three years. Of course, if conditions warrant, more frequent marketing may be necessary. We've found that "over-marketing" an account hurts your ability to obtain favorable terms from insurance company underwriters.

Every year, we should consider three "go to market" strategies by line of coverage:



The reasoning behind each strategy is:

1. Negotiate and renew with the incumbent carrier(s). This is preferred if we:
 - a. Believe we can achieve the renewal goals without additional competition – this is best confirmed with a pre-renewal discussion with the carrier
 - b. Tested this carrier with a competition in the last few years
 - c. Recently paid a large claim or had a bad loss year and are willing to be fair and competitive at renewal

2. Negotiate with a few carriers, including the incumbent. This is preferred if:
 - a. We are trying to consolidate the number of carriers on all your policies
 - b. We are ready to test the market for a variety of reasons, but keep the competition contained and are confident this short list will be competitive
 - c. There are not many markets as options due to the risk or line of business

3. Negotiate with as many markets as we think are viable. This is preferred if:
 - a. The incumbent market is non-renewing or is driving you to move
 - b. The incumbent has had no competition for more than five years
 - c. There have been significant changes of risk or risk appetite by the City or your carrier
 - d. Alternative program structures are desired

Marketing of the Insurance Program

Our team will present the City's submission to the marketplace. Gallagher has a hands-on approach to the marketing of our accounts. ***Your insurance specifications will never be handed over to a marketing center for "processing". Your Gallagher service team outlined in this proposal will handle your account from start to finish.*** This means the people with the most knowledge of your account are the same people with the market relationships to get the job done. We have access to the right people, we know the marketplace, and know your account. We are in the best position to negotiate the best possible terms for your program.

Liaison with Insurance Carriers

Your Gallagher Service Team will act as a liaison between you and your insurance carriers with respect to all aspects of the program. We will act as an intermediary in all phases of account management from underwriting, to inspections, to loss control, to claims issues. Your Gallagher Service Team is always available to talk or to meet in person with the City and/or the insurance carriers regarding any issues or concerns.

Identifying Carrier Partners

We perform a thorough analysis of risk identification and loss analysis in order to have a complete understanding of your risk profile. Once that is performed, we will design the appropriate structure for your program. We own our wholesale network and thus have access to virtually every insurance market through our networks located in the U.S., London, and Bermuda.

CORE360[®] Marketing Strategy and Plan

At least 150 days prior to renewal, we review the City's goals and objectives as we develop our marketing strategy together. In general, we believe it's prudent to market an account at least once every three years. Of course, if conditions warrant, more frequent marketing may be necessary. We've found that "over-marketing" an account hurts the client's ability to obtain favorable terms from insurance company underwriters.

Our CORE360[®] marketing strategy and insurance placement process is summarized below:

The first step in marketing the City's account is a pre-renewal or pre-marketing meeting held with the City 150 days to 180 days in advance of your renewal. During this meeting we discuss the current market situation and any projected rate changes from the incumbent carriers and discuss new carriers to consider. We will also analyze your claims history and review your exposures, benchmark limits, discuss the City's strategic plan, and any changes in your organizations. We will survey your building(s) – inside and out—to intimately get to know your premises. We will also review prior underwriting applications and loss control reports.

Concurrent with this phase, we will review your current insurance policies and assemble updated underwriting information including building values, auto schedules, estimated payrolls, etc. We will suggest alternatives and enhancements with you, and structure an insurance program that accurately reflects your risk appetite and profile, as well as current exposures and unique program features. At this time, we will also ask you about any special relationships with defense counsel that are important to the City, and share your claims settlement and handling preferences with the carriers.

The next step in the marketing/placement process involves the creation of a thorough, high-quality submission. Our goal is to make the City stand out in the eyes of underwriters who may have 50-60 competing submissions on their desk or in their inbox. We do this by providing all relevant information to the underwriter: underwriting information, explanations of important or unusual exposures, detailed loss summary, photographs, flood maps, etc. We also outline our coverage and pricing expectations.

If desired, we can review our submissions with you in advance of going to the market.

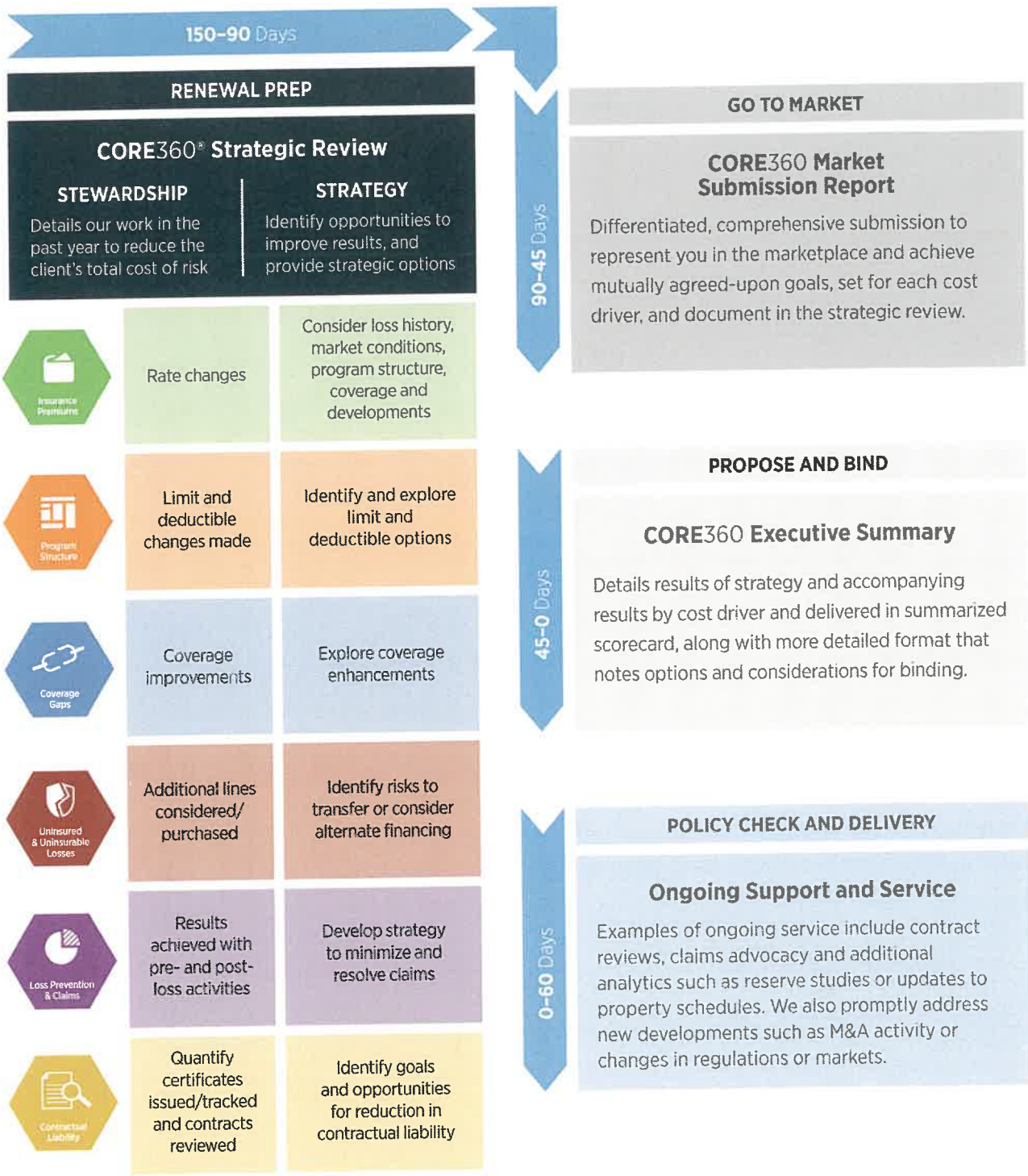
We will meet with key underwriters and loss control representatives early to discuss your account, our coverage and pricing objectives, and the timeline for the delivery of quotes. When possible, we like to bring underwriters to meet with you and see your facilities. These meetings are important in forming a personal relationship and enhancing mutual understanding between the City and the carriers, allowing us to achieve the best possible terms and pricing.

Once quotations are received from the carriers, we review them for accuracy and negotiate with all potential insurers to determine final terms, conditions, and premiums. We will copy you on relevant correspondence so you are fully part of the process. Our goal is to deliver the renewal proposal to you 30 days in advance of the renewal date, giving you time to consider all options. Our proposals contain all quotations from the insurance companies so that you can see what the carriers offer.

Upon your instructions, we will bind coverage with the carriers on your behalf, and issue the City's binders after we've checked them for accuracy. Our goal is to bind coverage no later than three weeks before your renewal date so there is enough time to issue certificates of insurance to your vendors and others. This will also assist in obtaining your insurance policies from the carriers promptly, so that we can meet our goal of delivering policies to you within 60 days of your renewal, after we've checked them for accuracy.

Once coverage is bound, and throughout the policy term, we will coordinate claims review sessions with insurance carriers, monitor carrier strength and service, and assist the City with any new insurance or risk management issues that arise.

Gallagher Standard Service & Renewal Timeline



3. How would your firm assist the City in developing coverage and design specifications? Explain your process for providing plan recommendations to your clients.

Gallagher takes a targeted and modern approach to developing coverage specifications. Utilizing our CORE360™ program, we breakdown your program into component parts to identify areas of improvement. Benchmarking you against peers and leveraging our national expertise in program design, we identify the optimal risk management program. Our full list of coverage specifications is commonly between 40 and 100 data points on property & casualty lines of business.

Once we receive quotes, we do a detailed review of each term and condition, policy definition, and all exclusions compared to our coverage specifications to ensure we maximize available coverages and provide a tailored program for you.

Gallagher has a three-step approach to close any gaps in your coverage:

1. We conduct a thorough analysis of your current policies to identify any potential areas of opportunity;
2. We've worked with numerous trusted carrier partners to create pre-negotiated best-in-class terms and conditions; and
3. Our team has deep industry and coverage expertise, and understands the needs of your unique business and where potential gaps might be hidden.

With this multi-step approach, Gallagher is able to place great coverage for your business, minimizing any uncovered losses and providing the broadest terms and conditions possible.

Gallagher Policy Analysis

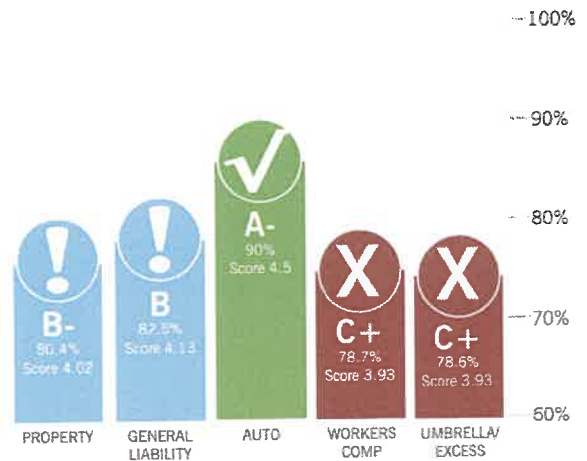
What is Gallagher Policy Analysis?

GPA is a detailed review of your current insurance policies to identify areas of improvements and uncover any coverage gaps.

- At the time of a loss - **Words matter**. That's why we review not only your limits and deductibles, but the actual policy language including all related endorsements.

What does this do for the City?

- After a comprehensive review of your insurance policies, we will share our findings outlining any areas of possible concern or critical coverage issues.
- Solutions may be available with your existing carriers at no additional cost.



Strategic Reviews

120 to 150 days prior to your renewal, Gallagher and the City will sit down for our annual Strategic Review. The purpose of this report and our meeting is to strategically set the stage for your upcoming renewals with you. The report summarizes the key accomplishments from your last renewal (current program) and it examines the current marketplace, our past results, and any changes to your organization or risk appetite. It also challenges our past work and suggests future improvements.


We highlight each CORE360® cost driver, beginning with Insurance Premiums and ending with Contractual Liability. This approach not only organizes the report document, but also ensures we are thorough and deliberate in driving value to each of your six cost drivers which represent your total cost of risk. Within the report we make plan recommendations based on our analysis of your current program and external influencers.

This is an interactive process, and we encourage a collaborative nature with both of our thoughts and input to ensure a successful renewal. The results of this strategy will then be summarized in the Executive Summary, which will accompany your renewal proposal.

Combining all of our data (Stewardship Scorecard, current State of the Market, changes in risk or risk appetite), the overriding goal of our meeting is to answer these essential questions:

- ✓ What is our go-to-market strategy by line of coverage?
- ✓ Do we approach additional markets, and if so, which ones?
- ✓ What are our renewal expectations or goals by cost driver?
- ✓ What additional tools or resources do we need to implement?

SAMPLE STRATEGIC REVIEW



Commercial Property/Casualty Market Index – Q4/2019


The following are key takeaways from The Council of Insurance Agents & Brokers' Commercial Property/Casualty Market Report Q4 2019 (October 1—December 31):

- Premium pricing across all-sized accounts increased by an average of 7.5% in Q4 2019, the ninth consecutive quarter of rate increases. Large and medium-sized accounts experienced significant increases, at 9.4% and 8.0%, respectively.
- The market continued to harden in Q4 2019, with all major lines except for Workers' Compensation reporting moderate-to-significant increases. Umbrella pricing was impacted the most, with premiums increasing by an average of 13.6%, alongside the perennially problematic Commercial Auto, which saw an increase of 10.5%. Overall, the average increase across all lines was 7.6%.
- More than three-quarters (76%) of respondents noted they saw an increase in demand for cyber insurance in Q4 2019, suggesting that brokers' clients believe in the importance of having insurance to insulate a firm from the effects of a cyber breach or attack.
- "Future premium increases" was one of the top concerns 62% of respondents said they heard from their clients, followed by "limitations on coverage" and "high current premium," reflecting the trend of carriers reducing limits and increasing pricing for lines such as Commercial Auto seen in previous survey results.

Rate Change for Five Major Lines Ranged From -1.9% to +13.6% in Q4 2019

	Commercial Auto	Workers Comp	Commercial Property	General Liability	Umbrella	Average
Fourth Quarter 2019	10.5%	-1.9%	9.7%	5.8%	13.6%	7.6%
Third Quarter 2019	9.1%	-2.7%	8.8%	4.6%	9.8%	5.9%
Second Quarter 2019	8.4%	-2.5%	8.5%	3.2%	5.7%	4.6%
First Quarter 2019	8.8%	-3.3%	5.9%	2.0%	3.3%	3.4%
Fourth Quarter 2018	7.0%	-3.3%	2.9%	1.4%	2.3%	2.1%
High	28.6%	24.9%	45.4%	28.0%	51.9%	35.3%
Low	-11.6%	-12.3%	-15.0%	-13.6%	-13.5%	-13.2%

*Source: The Council of Insurance Agents & Brokers. Chart Prepared by Barclays Research.



Risk Update

It's important that we discuss any changes in your operations that may have a bearing on the validity and/or adequacy of your insurance. The types of changes include, but are not limited to, those listed below.

BUSINESS AND OPERATIONS RISKS

- Growth strategy and other strategic initiatives
- Changes in profile information such as address, email, revenue, etc.
- Changes in Client team or leadership
- Changes in risk appetite due to C-level or other buyer team changes
- Changes in Safety/Risk Control Manager or Human Resources representative leading safety efforts
 - Do you have safety programs in place to mitigate claims?
- Changes in any operation such as expansion to other states or new products
- Mergers and/or acquisition of new companies
- Changes in existing premises, including vacancy, whether temporary or permanent, alterations, demolition, etc. Also, consider any new premises purchased, constructed, or occupied

CONTRACTUAL – THIRD PARTY

- Newly assumed contractual liability, granting of indemnities, or hold harmless agreements
- Circumstances or regulations which may require increased liability insurance limits
- Immediate advice of any changes to scheduled equipment such as contractors' equipment, electronic data processing, etc.
- Any Exposure from a supplier or customer for dependent or contingent business income
- If the Insured leases workers or uses temporary staffing, can we review the contract?
- Does the insured receive certificate of insurance listing them as an additional insured but they do not have a written contract in place?

INSURANCE EXPOSURE UPDATES

- Auto risk update – Are the current automobile symbols on their policies correct? What do the Uninsured and Underinsured Motorist rejection/selection mean for the Insured? Does the Insured have a Drive-Other-Car Exposure?
- Property risk update - If the insured leases building space from a landlord but is not required to provide the property insurance, is Fire Damage Legal Liability limit adequate and coverage broad enough to cover the insured's obligations in the lease?
- What is the retroactive date on the EBL coverage, if applicable, does it match the date of start of benefit plans in US?
- Review Named Insured List of Legal Entities
 - Is the First Named Insured correct? Is it the highest point on legal hierarchical chart?
 - Are there entities that need to be listed as they don't fall under First Named Insured?
 - Does the client have any JV's or LLC's?

QUESTIONS:

1. If retained by the City of Forest Park, what would be your first priority?

At the onset of our engagement, we will execute a policy audit and benchmarking report that will compare and contrast your coverages to our best practices for public entities insurance coverages. As with the Total Cost of Risk (TCOR) report, this provides you with a clear and comprehensive view of your insurance program and its coverages. We identify any gaps in coverages, opportunities for improvement, and benchmarking compared to your peers. The intent is to show provide a data drive picture of your approach to risk management to inform decisions on paths forward. A sample of the report is as follows:

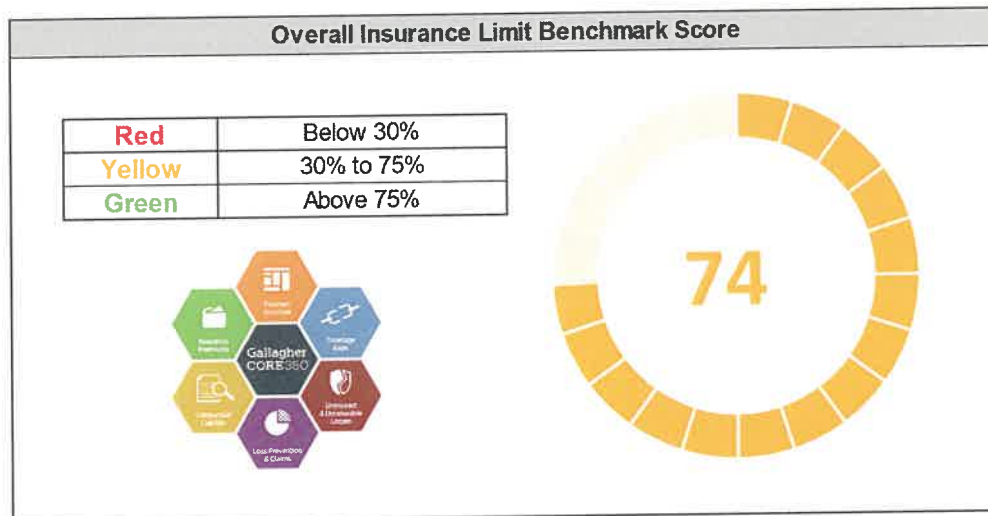
SAMPLE SECTION REPORT:

C. Workers Compensation Coverages		Limit	Score	Metric
1	Part 1: Workers Comp limit	Statutory	100%	<div style="width: 100%;"></div>
2	Part 2: Employers Liability	\$1,000,000	100%	<div style="width: 100%;"></div>
3	Broad Form All-States	Included	100%	<div style="width: 100%;"></div>
4	Minimum Earned Premium	90%	100%	<div style="width: 100%;"></div>
5	Foreign Voluntary Coverage	Included	100%	<div style="width: 100%;"></div>

C. Workers Compensation Coverages Summary 100%

D. Crime/Fidelity		Limit	Score	Metric
1	Employee Dishonesty	\$500,000	50%	<div style="width: 50%;"></div>
2	Forgery or Alteration	\$500,000	75%	<div style="width: 75%;"></div>
3	Money & Securities	\$500,000	100%	<div style="width: 100%;"></div>
4	Computer Fraud	\$500,000	75%	<div style="width: 75%;"></div>
5	Funds Transfer Fraud	\$500,000	75%	<div style="width: 75%;"></div>
6	Social Engineering	\$25,000	25%	<div style="width: 25%;"></div>

D. Crime/Fidelity Summary 67%



Once we have completed the review and benchmarking of your current program, we will develop our Risk Management Project Plan. Below is an example of how we start off with our risk management accounts.

Risk Management Project Plan

1. Develop Total Cost of Risk to Set Baseline and Measurable KPIs

- a. We will develop TCOR baseline and key KPIs
- b. Benchmark program against peer municipalities and leverage market position
- c. Implement or enhance Safety Committee meetings to manage and measure
- d. Institute Executive Risk Committee to provide oversight and direction

2. Identify Hazards, Uninsured Loss Exposures, and any Coverage Gaps

- a. Analyze Climate Change Factors & Property Sub-Limits
- b. Analyze and discuss the erosion of Sovereign (Qualified) Immunity
- c. Conduct Gap Analysis of insurance program for vulnerabilities
- d. Discuss *Emerging Topics* to be proactive

3. Immunity Preservation: Review Immunity Whitepaper and Emerging Trends

- a. Leverage Immunity for state-torts – but consider federal tort trends and loss scenarios
- b. Compare benchmarked limits and coverages with peers

4. Leverage Gallagher Resources to Modernize Risk Management:

- a. Modernized Safety Manual for Cities & Counties – issued in 2020
- b. Perspectives of Sovereign Immunity – whitepaper completed in 2021
- c. Modern Contractual Insurance Requirements guidelines – issued in 2022

5. Conduct Risk Assessment and Gap Analysis

- a. Meet with individual departments to review policies and procedures to implement or enhance
- b. Implement Gallagher Policy Audit to identify gaps in current insurance program

6. Risk Profile Improvement

- a. Conduct historical analysis to identify factors having greatest impact on your risk profile
- b. Conduct discovery meetings with senior management to discuss known/unknown risks
- c. Conduct strategy sessions with risk and claims consultants to identify analytical tools to improve profile
- d. Develop action plan for City risk management and program marketing

7. Annually analyze TCOR and risk financing methods

- a. Discuss *Emerging Topics* to be proactive
- b. Quantify and budget for deductibles; optimize risk retention levels



2. Describe your organization's Quality Assurance/Peer Review process.

Quality Assurance and Client Satisfaction Tools

Gallagher has established professional standards along with internal and external auditors to ensure compliance and execution. Our peer review program ensures our work product is compliant, professionally communicated, comprehensive, technically accurate, responsive to client needs, and consistent with the Gallagher operating standards.

Prompt response and immediate accessibility are critical to exceptional account service, and client inquiries and service requirements are a top priority at Gallagher. Our standard service commitments are as follows:

TECHNICAL SERVICE STANDARDS	WITHIN
Return phone calls	Same day or within 24 hours
Issue invoices and related documents	8 work days of binding coverage or final terms are confirmed
Incorporate policy changes	Date of receipt or date coverage needed
Issue certificates	24 hours of receipt or as needed
Process endorsements	10 work days of receipt from carrier
Process agency bill audits	7 work days of receipt from carrier
Issue auto ID cards	24 hours or as needed
Check policies	Check 90 work days of effective date; deliver them within 10 work days of checking

While we recognize these corporate service standards, we strive to go above and beyond them for our clients. We understand the time-sensitive nature of the Public Sector industry and will work diligently to be as responsive and as available as possible to ensure your needs are met.

To further ensure a quality work product and client satisfaction, we use the following tools:

- **Marketing Checklist** –Outlines our standard activities for your underwriting submission
- **Submission Checklist** –Answers 88 questions to address loss trends, state licensing requirements, use of approved intermediaries, policy wording and definitions, deductibles, drop-down provisions for exhausted policy limits, valuation clauses, retroactive dates for claims-made forms, defense costs and foreign exposures
- **Proposal Checklist** –Ensures accuracy across 70 points including the A.M. Best's rating of carriers, presentation of coverages, coinsurance and claim reporting requirements. Contains clear notation of policy exclusions and valuation clauses as well as an outline of claims-made provisions, rating basis (if applicable) and any TPA provisions
- **Policy Checklist** –Compares the policy or reinsurance agreement with the proposal you accepted including accuracy of named insureds, premiums, coverages, limits, deductibles, schedules, classifications, surplus lines requirements and claims-made requirements
- **File Audit** –Confirms internal procedures have been followed such as proper countersignatures, licensing, solvency requirements, policy setup and checklists
- **Annual Service Plan** – Documents our agreed upon goals for the policy year
- **Corporate Audit** –Reinforces our Professional Standards requirements for uniform procedures throughout the corporation

3. Provide us an implementation and reporting schedule for the establishment of a new or renewal of an existing Commercial Property and Casualty insurance plan.

If selected by the City of Forest Park, we would be prepared to being our partnership from day one with discussions regarding the current program and pending renewal. Below is a sample timeline we would construct, in conjunction with the City, to prepare for the coming renewal. Our typical structure is to begin 150-180 days out with our Strategic Review meeting to develop the strategy for the year.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
RISK MANAGEMENT												
Pre-Renewal Strategy												
Prepare Renewal Packet												
Order Loss Runs												
Meet with Forest Park to Develop Go To Market Strategy												
Request Renewal Information												
Receive Renewal Information from City												
Prepare Updated Submission												
Submission Out to Market												
Strategize with Team												
Renewal Strategy Update												
Address Carrier Questions & Concerns												
Attend Loss Control Inspection												
Follow Up for Quotations												
Proposal Presentation												
Prepare Proposal												
Present to Forest Park												
Delivery of Invoices, Binders, Auto ID Cards, etc.												
Bind Coverage												
Deliver Binders, Invoices, Auto ID Cards, Certificates, etc to Forest Park												
Policy Delivery and Review												
Policy Received Date												
Complete Quality Checklist												
Prepare Policy Binder												
Deliver Policy Binder to Forest Park & Review												
Stewardship Meeting												
Contact with Forest Park to Review Services												
Claims Management/Review												
Claims Review	Ongoing											
Claims Advocacy	Ongoing											
Annual Reports												
Annual review of loss exposures/recommendations	As Requested											
Annual review of sovereign immunity	As Requested											
Annual risk/insurance benchmark survey	As Requested											
Provide budget planning estimates												
Prepare an annual market analysis and forecast												
Safety Activities												
Loss Control	As Needed											
General Consulting	Ongoing											

We recognize that no two entities are alike, and the City has many moving parts. Understanding your needs and preferences is paramount in developing a communication structure. Below, you will see our standard annual communication framework. If selected, this will be further developed in coordination with the City to ensure your needs are met.

Led by Scott Thomason, Matt Simmons & Daniel Duhart, Gallagher’s approach is to structure our team in a manner to provide the most effective communication channels for the City. If selected, the onset of our partnership will begin with a deep dive into the needs and expectations of the City. From there, we will develop a communication strategy to identify key contacts on both sides of the partnership to ensure needs are met timely and efficiently.

Throughout our relationship, we engage with you by being present with you face-to-face whenever you need us, wherever you need us. We value the concept of sitting down, building a mutually beneficial relationship and having an open dialogue of communication. While we are always available to address any issues and concerns, below are a few meetings we have scheduled that are outside of the regular visits.

Type of Meeting	Description/Purpose	Frequency
Stewardship/CORE360® Strategic Review	<ul style="list-style-type: none"> Set goals for the upcoming year Discuss marketing and expectations for the upcoming program renewal Update from the City Set renewal timeline 	Once a year
Pre-Renewal Meeting	<ul style="list-style-type: none"> Update on quotes received Update of progress of proposal completion 	As needed
Renewal Presentation	<ul style="list-style-type: none"> Insurance renewal proposal meeting 	Once a year
CORE360® Executive Summary	<ul style="list-style-type: none"> Summary of the achievements of goals Updated program chart 	Once a year after renewal with renewal presentation
Claims Review for Liability & Property	<ul style="list-style-type: none"> In-person meeting to discuss open and recently closed claims Expectation of how and when particular claim will be closed 	2-4 times a year
Claims Review for Workers' Compensation	<ul style="list-style-type: none"> Discuss open and recently closed claims Expectation of how and when particular claim will be closed 	2-4 times a year
Strategic Risk Management	<ul style="list-style-type: none"> Discuss emerging risk Discuss ERM approaches Purpose is to discuss your risk strategies 	2-4 times a year
Risk Control	<ul style="list-style-type: none"> Perform risk inspections and delivery of services 	Daily/Ongoing

4. Describe your procedures for monitoring client satisfaction.

Monitoring Client Satisfaction

Stewardship Reports and Accountability

For professional relationships to flourish we find it valuable to develop a business plan with our clients and measure our results through a stewardship report. Typically, our stewardship report and meeting is scheduled one to two months after the effective date and includes items such as: insurance renewal results, claims summaries, claims advocacy review, insurance program structure evaluation, timeline of deliverables (policy, binders, invoices, certificates, questions), and risk management consulting services.

We will submit annual stewardship reports and hold stewardship meetings where you can evaluate our performance and offer feedback. Stewardship meetings are designed for one purpose – open, clear communications between the risk manager and the broker. In the case of the City, we will bring your carriers to the table as part of the stewardship process to evaluate coverage and goals. Gallagher's stewardship report uses **CORE360®** to analyze how we've managed your total cost of risk and focus on the core areas of account management, marketing and risk control & claims support. Reports are also customized around your annual objectives, and may include:

- Trend analysis
- Mod analysis, projections & validation
- Collateral analysis & required reserve study
- Targeted benchmarking
- Broker engagement & communication evaluation
- Loss projections/stratifications
- Umbrella limit analysis
- Deductible threshold analysis
- Emerging risk analysis

CORE360® Scorecard

As a part of our commitment to effectively and efficiently manage your risk management program, the **CORE360®** scorecard has been developed to provide our clients with a snapshot of how we've impacted total cost of risk over time, by monetizing the cost of risk changes by cost driver. The City's Scorecard will serve as the basis for which you will evaluate the Gallagher service team. It will also serve as the standard to which the Gallagher team will hold themselves. We will accomplish these key performance indicators by actionable and reportable items across the entire City's Scorecard with simple, yet effective, processes.

Your team will review the scorecard metrics in detail with you, encouraging open and honest discussion that builds a framework of mutual success. There should never be any surprise to the City or Gallagher when evaluating performance against the City's Scorecard. It is a continuous measurement that drives an environment of accountability and success.

Annual Internal Audits and Peer Review

As a key Gallagher account, the City will be subject to a stringent internal peer review. Throughout the year, Gallagher turns a critical eye to its most significant accounts through a strategic review process. In these meetings, Gallagher gathers senior members with leading knowledge in their areas for an exhaustive discussion to analyze the level of the account's service, brainstorm coverage ideas, apply new Gallagher initiatives and examine new products and markets. The team deploys a 10-page checklist that evaluates total cost of risk categories, coverages, and services. Service plans are adjusted accordingly.

5. Describe the key characteristics of your firm that distinguishes your firm in the marketplace.

Availability

We are not a detached company. Gallagher is one of the world's largest insurance broker with global resources and capabilities available to any of our clients at any time. While some brokers may work on a regional or zonal scale, Gallagher's model is designed so that your Gallagher team has access to the resources they need nationally and globally to provide the risk management services that you need. We are not tied down to one area and have the flexibility to work with our peers cross-regionally and cross-divisionally, without adjusting our fee or charging additional costs. That was how our model was designed 95-plus years ago and that is how it continues to operate today.

Culture

"We support one another. We believe in one another. We acknowledge and respect the ability of one another." - Tenet No. 2 of *The Gallagher Way*. It would be difficult to find another company with a culture like ours. Gallagher started out as family business and has maintained our family culture ever since. We treat every employee, whether they are entry-level or executive, new hire or mergers partner, with the same respect and brotherly love that we treat the ones we go home to. Our culture is a core part of who we are and how we operate.

Compensation Transparency

Gallagher is committed to total transparency when it comes to compensation arrangements. All revenue earned by Gallagher and its affiliates will be disclosed to you. All insurance carrier quotations received by us are provided to you including terms, conditions, premium and commission, if any. We will annually disclose all Gallagher compensation using the Gallagher Compensation Disclosure Statement and Schedule; this is a required component of Gallagher's Business Operating Standards Requirements and is part of our internal auditing process. This disclosure is included in our Consulting Agreement.

Organizational Structure Increases Agility

Gallagher enjoys a significant competitive advantage over its competitors because of its flat organizational structure, its entrepreneurial nature and its performance-based compensation model. The flat organizational structure means that the City has ready access to our senior level executives who all have significant brokerage experience with key accounts like the City.

Market Knowledge/Relationships

Gallagher has extensive experience brokering similar types of programs to the City, which gives us the resources to stay on top of the ever-changing insurance market. Because of our solid and expansive carrier relationships, we are in constant communication with both the senior management and local levels. This market intelligence lends us valuable insight on emerging markets as well as innovative, state-of-the-art program design and risk funding methods.

One of our greatest strengths is our knowledge of each carrier's risk appetite, primary and/or excess participation, expected capacity, capabilities and limitations, giving us the forethought needed to structure a program designed to maximize market capacity. By anticipating each carrier's participation, pricing, and coverage terms by layer, we will create the heightened competition crucial to delivering the desired, optimum results.

Our account executives and client managers regularly meet with the senior officers of all major markets to review their financials, business plans, and strategic activities. Accordingly, we are charged with the responsibility to continuously advise clients of changes in the marketplace. The financial strength and well-being of the global insurance market is always foremost in our minds. We continuously monitor the financials of these markets by subscribing to services such as A.M. Best.

As a matter of policy, we will not place a client's business with any carrier unless the carrier achieves the Best "A- VI" rating or better, exceptions to this policy arise only in the case of a client's written request. If a carrier's rating drops below our solvency standards during the policy year, our clients are immediately informed and given an option of mid-term marketing.

6. Describe your marketplace presence, which allows your organization to access national vendors, administrative services, and other insurance products.

Gallagher's market access is through our own organizations – through our wholly owned subsidiaries in the United States., London, Bermuda, and Europe. Gallagher enjoys access to the global insurance marketplace without having to go through a third party, unlike some of our competitors who may not have full-range insurance marketplace access as we do. This global access allows us to apply global capacity with speed and efficiency.

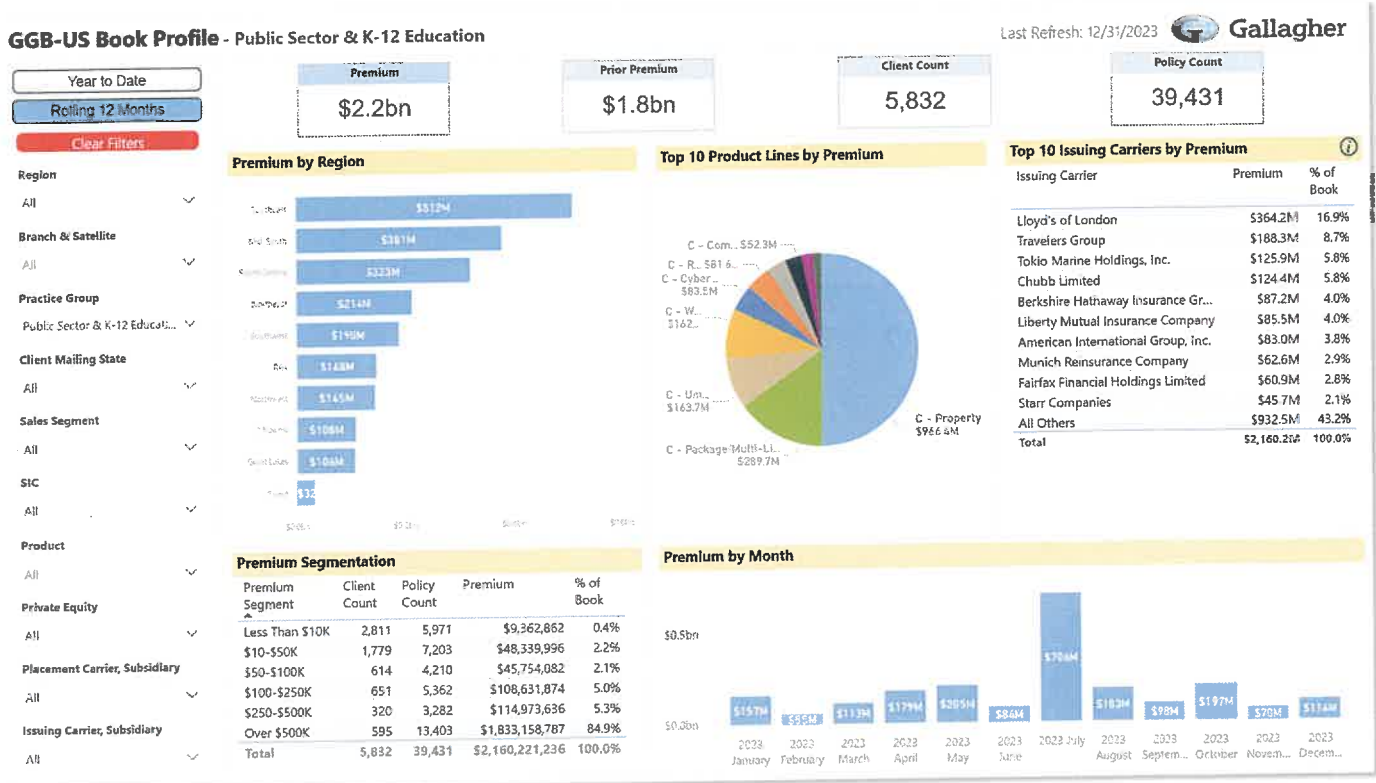
We only utilize outside agencies when access points to a specific program require the use of a managing general agent or underwriter (MGA/MGU), or if directed by a client to use a specific wholesaler.

Our wholesale brokers assist our retail brokers and other non-affiliated brokers in the placement of specialized and hard-to-place insurance. These brokers operate through more than 65 geographical profit centers located across the U.S., Bermuda, and our approved Lloyd's of London brokerage operation.

Gallagher opened its London office in 1974 and formed Arthur J. Gallagher International. In the U.K., we have a retail brokerage and underwriting operation for clients to access the Lloyd's of London and other international insurance markets, and a program operation offering customized risk management products and services to U.K. public entities. In Bermuda, we act principally as a wholesaler for clients looking to access the Bermuda insurance markets and also provide services relating to the formation and management of offshore captive insurance companies. We also have ownership interests in two Bermuda-based insurance companies and a Guernsey-based insurance company that operates segregated account "rent-a-captive" facilities.

Gallagher's Market Presence

As the largest retail Public Sector broker in the United States, Gallagher enjoys some of the greatest market access in the industry. Below, you will see a snapshot from our Gallagher Drive platform showing more than \$2B in premium placement accompanied by a listing of our Top 10 Carriers by premium. The City will enjoy broad access to market partners, program design and strategic resources.



Gallagher's Fully Integrated Placement Model

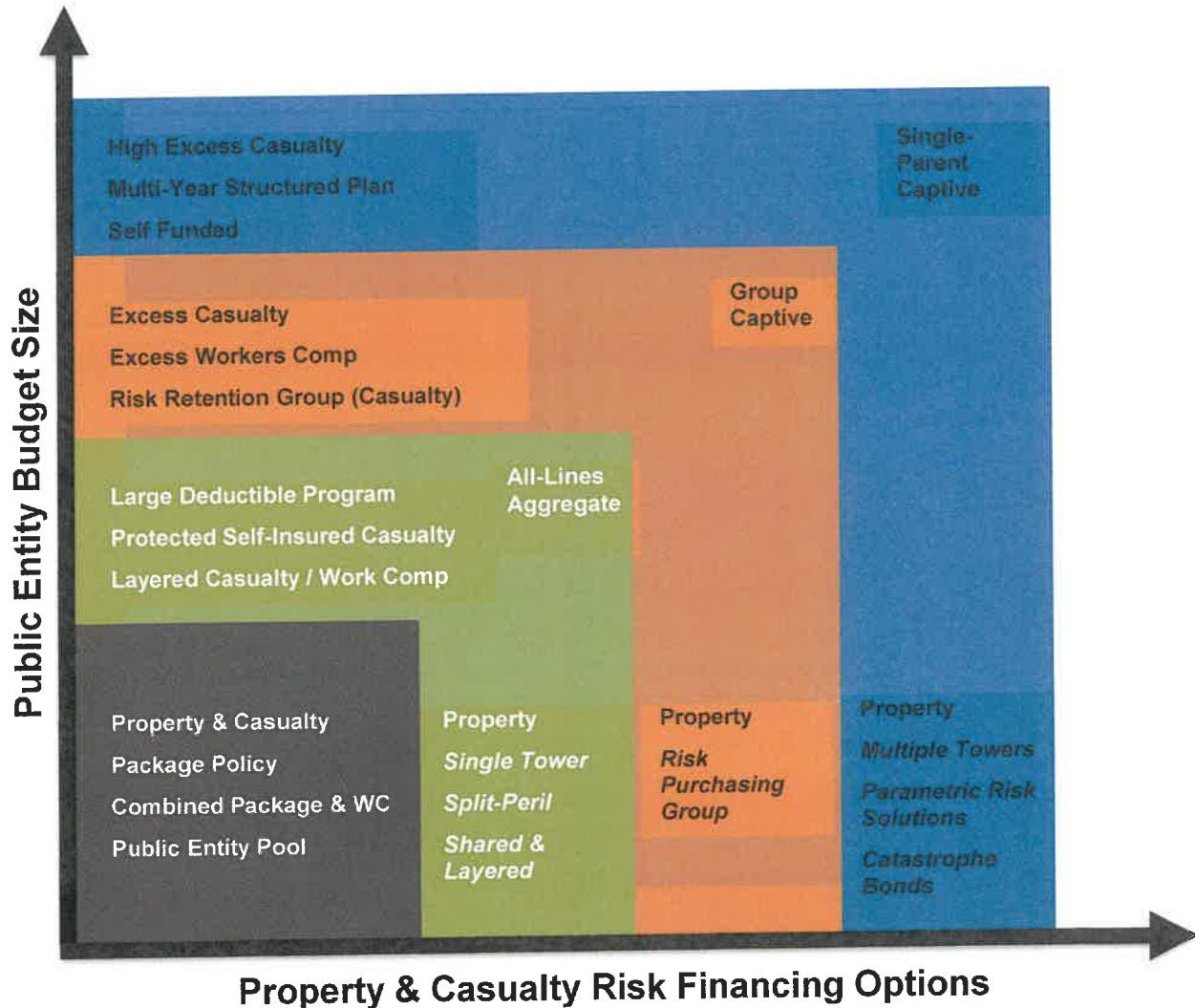
One area of differentiation amongst many large organizations is their ability to access a variety of forms of risk transfer capacity. Some clients opt to strictly transfer risk to excess insurers, others find benefits in the treaty or capital markets, and many choose to combine the benefits of multiple forms of capacity.

An important differentiator of your Gallagher placement team is we are the only broker to fully integrate all forms of capacity – direct retail, wholesale E&S, facultative reinsurance, treaty reinsurance, and capital markets – into a seamless access point for our clients. The City can find comfort in knowing all forms of capacity were methodically accessed to determine the most appropriate mix of capital to accomplish your objectives. Additionally, this provides enhanced compensation disclosure and certainty regarding compensation practices of all firms involved in the City's insurance placements.

7. Describe your experience with self-funded and alternative-funded plans, including your ability to set reserves, report experience, and project funding levels.

Alternative Risk Financing

Gallagher was one of the first brokers to transition from simply brokering insurance to providing true risk management services by identifying exposures, then developing and implementing ways to reduce those risks. In 1938, we designed the first retrospective rating program, which gave clients credit for holding down their losses. Gallagher once again broke new ground in 1963 by forming the first non-workers' compensation self-insurance program and formed Gallagher Bassett Services, Inc. to administer claims and loss control services. As your broker, Gallagher has the experience and capacity to develop risk transfer solutions that make use of other forms of capital rather than that of insurance companies. We will provide a Total Cost of Risk report that will list several options that, with a greater understanding of your requirements, might be valuable alternatives.



The keys to making a property & casualty program succeed are committing to and following through with a well-designed program to reduce losses and claims costs which are the largest pieces of the Total Cost of Risk (TCOR) equation.

- Understanding the holistic approach of TCOR
- Insurance premiums are a small part of the whole
- We don't know what we don't know
- Reducing loss & admin costs are KEY to TCOR

Comparing the TCOR involved with various structures and other options against your current program is an important step in evaluating the most beneficial program structure. Upon defining your needs and requirements, the Gallagher team crafts customized and innovative risk financing alternatives by combining sophisticated financial analysis skills with market expertise.

By utilizing the loss forecaster retention analysis and actuarial services as needed, we will be able to approach the marketplace to secure risk financing options at various retentions/deductibles by comparing loss fund needs. Once we have analyzed your losses, we will be able to further analyze and recommend alternative solutions. Our analysis of your underwriting information will include a stratification of losses by line of coverage so that we can test the cost benefit effects of various retention levels.

Risk Retention Analysis

Many organizations control costs while maximizing cash flow by self-insuring a portion of their insurance related risks. However, an insured must be careful not to self-insure with retentions so high that it might adversely impact financial performance given the potential for adverse loss experience. Additionally, prudent financial management requires that you choose a self-insurance retention level that minimizes both risk and the fixed insurance cost of risk transfer. If an insured takes a higher Self-Insured Retention, they also increase risk. This increase in risk should result in the insurance company lowering market offered premiums, or "rewarding" the insured for reducing some of the risk. The optimal retention for the insured is where the total costs associated with the increase in risk and the decrease in market offered premiums are at a minimum.

Gallagher can determine your maximum Self-Insured Retention, as well as, the most cost-effective self-insurance retention. We will prepare a Risk Retention Optimizer report for all lines of coverage like the sample shown.

Sample Risk Retention Optimizer Report

Line of Business	# CLAIMS	Ground Up Losses	Losses XS \$25,000	Losses XS \$50,000	Losses XS \$100,000	Losses XS \$250,000
AUTO LIABILITY						
2007	24	55,462	0	0	0	0
2008	29	471,615	352,501	307,676	257,676	107,676
2009	14	24,994	0	0	0	0
2010	10	30,572	0	0	0	0
2011	9	94,633	22,500	0	0	0
TOTALS	86	677,276	375,001	307,676	257,676	107,676
AVERAGE LOSSES	17	135,455	75,000	61,535	51,535	21,535
GENERAL LIABILITY						
2007	12	840	0	0	0	0
2008	13	804,901	772,766	747,766	697,766	547,766
2009	12	1,530	0	0	0	0
2010	20	597	0	0	0	0
2011	19	1,365	0	0	0	0
TOTALS	76	809,233	772,766	747,766	697,766	547,766
AVERAGE LOSSES	15	161,847	154,553	149,553	139,553	109,553

Risk Financing Options Estimates

Based on a review of information we receive from our clients, we develop various program estimates for each type of structure available. Below is an example of this report.

<i>The Risk Financing Continuum</i>					<i>Total Cost of Risk - Estimated</i>									
Program Structure	Risk Type	Retention Amount	Type Retention	Claims Handling	Insurance	Excess Work Comp	Claims TPA	Broker Fees	Fees + Taxes	Sub-Total	Avg Annual Net Retained	Grand Total	Carrier Losses	Loss Ratio
<i>Guaranteed Cost</i>	<i>Low</i>	<i>\$10,000</i>	<i>Dedl</i>	<i>Carrier</i>	\$503,500	\$60,000	\$54,000	\$50,000	\$21,000	\$688,500	\$490,000	\$1,178,500	\$210,000	42%
Guaranteed Cost	Medium	\$50,000	Dedl	Carrier	\$475,000	\$80,000	\$54,000	\$50,000	\$21,000	\$680,000	\$515,000	\$1,175,000	\$185,000	39%
Self-Insured with Excess	Medium	\$50,000	SIR	TPA	\$375,000	\$60,000	\$90,000	\$50,000	\$21,000	\$596,000	\$515,000	\$1,111,000	\$185,000	49%
All-Lines Aggregate with Stop Loss	Medium	\$100,000	SIR	TPA	\$300,000	\$50,000	\$90,000	\$50,000	\$21,000	\$511,000	\$565,000	\$1,076,000	\$135,000	45%
Self-Insured with Excess	Medium	\$100,000	SIR	TPA	\$280,000	\$60,000	\$90,000	\$50,000	\$21,000	\$501,000	\$565,000	\$1,066,000	\$135,000	48%
All-Lines Aggregate with Stop Loss	Medium	\$150,000	SIR	TPA	\$225,000	\$50,000	\$90,000	\$50,000	\$21,000	\$436,000	\$600,000	\$1,036,000	\$100,000	44%
Self-Insured with Excess	High	\$250,000	SIR	TPA	\$175,000	\$80,000	\$90,000	\$50,000	\$21,000	\$396,000	\$625,000	\$1,021,000	\$75,000	43%
Self-Insured*	All Losses	n/a		TPA	\$0	\$0	\$90,000	\$0	\$25,000	\$115,000	\$700,000	\$815,000	\$0	n/a

8. Please outline your ability and the resources (e.g. actuaries, economic forecasting) available to establish trends and recommendation in plan design.

Actuarial Services & Loss Forecasting

Gallagher has the ability to provide our clients with our internal actuarially driven risk models or pay for a licensed actuary to provide full detailed loss forecasts and reserve studies.

Our in-house actuarial services can analyze loss trends and provide projected funding requirements for current and future policy years. Additionally, we have in-house tools such as Loss Forecaster that allow us to use actuarial simulations to evaluate alternative funding options throughout the year.

Here is a sampling on a workers compensation program:

SAMPLE

Claim Data Valuation Date: 1/1/2024 Report Date: 2/2/2024
 Line of Coverage: Workers Compensation Forecasting Method: 10 Year Incurred Loss Trending

Ultimate Loss Projections

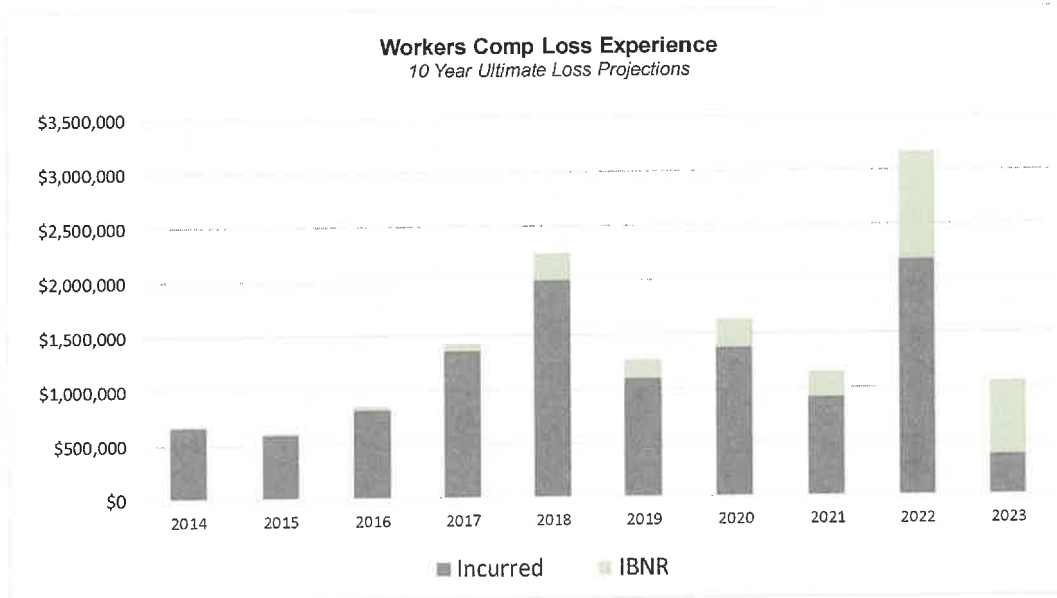
Policy Year	Incurred Losses	Months Developed	LDF Loss Dev Factor	IBNR Incurred But Not Reported	Ultimate Incurred
2014	\$661,089	116	1.022	\$14,874	\$675,963
2015	\$588,918	104	1.032	\$19,061	\$607,979
2016	\$821,476	92	1.042	\$34,772	\$856,248
2017	\$1,357,704	80	1.052	\$71,127	\$1,428,831
2018	\$2,003,682	68	1.124	\$248,457	\$2,252,139
2019	\$1,099,409	56	1.155	\$170,408	\$1,269,818
2020	\$1,378,646	44	1.189	\$260,564	\$1,639,210
2021	\$915,172	32	1.256	\$234,284	\$1,149,456
2022	\$2,177,600	20	1.453	\$986,453	\$3,164,053
2023	\$374,001	8	2.826	\$682,925	\$1,056,926
Totals	\$11,377,697			\$2,722,926	\$14,100,623
Average	\$1,137,770			\$272,293	\$1,410,062

Terminology:

Loss Development Factor (LDF): Adjusts incurred losses to account for general upward trend in claim totals over time

Incurred But Not Reported (IBNR): The estimated future development on claims including unreported or reopened

Ultimate Incurred (Ultimate): the fully developed ground up (unlimited) claim total



9. Explain your ability to monitor regulatory and legislative developments on the federal and state level that may impact our company's benefit plans. How does your firm typically disseminate this information to clients?

Staying informed and current with state and federal regulatory and legislative developments is one of Gallagher's professional standards. In addition, we follow breaking news and daily commentary on the changing nature of public sector risk, ratings, court decisions, and claims settlements: conscious at all times of how this information relates to our clients. We do this with help from Gallagher's legal department, industry publications, and an internal list where regulatory and legislative developments which are distributed regularly.

Gallagher lays claim to impressive market influence and thought leadership in global risk management solutions. We work to equip our clients with the same knowledge of the marketplace and industries that we get. We are not in the insurance business; we are in the business of identifying market trends and innovative solutions before they happen and preparing our clients on how to best navigate them.

Gallagher relies on thoughtful and effective communication between teams, colleagues and partners to bring the most accurate marketplace information to our clients. We have several avenues of information distribution:

- Our practice leaders attend all major industry conferences
- Our executive teams meet on a weekly basis and discusses pertinent issues within the marketplace and distribute information as necessary to their teams via emails and conference calls
- Our practices meet periodically, at least once a month, to exchange ideas, discuss trends and key topics, seek advice from other experts, review carrier offerings, evaluate new insurance products and problems and solutions we are seeing or closely involved in the industry
- Our analytics teams release white papers and blog about the most recent trends and loss events around the globe

Our team is committed to keeping our clients informed on the industry, risk and regulatory issues affecting the City. We provide regular updates to our clients through newsletters, informational meetings, and client seminars.

Our team regularly attends industry specific educational conferences to stay abreast of the current trends in local government including:

1. **Georgia City County Management Association**
2. **Georgia Local Government Personnel Association**
3. **GA Public Risk Management Association (GA PRIMA)**
 - a. [Matt Simmons is a board member](#)
 - b. [Scott Thomason is a founding member and member for over 10 years](#)
 - c. [Daniel Duhart is a Member](#)
4. **Public Risk Management Association (PRIMA)**
 - a. Gallagher is a key Corporate Partner and featured speaker at many annual events
 - b. Gallagher has regular speakers at the PRIMA Institute focused on education

10. What innovation "outside the box" solutions have you provided your clients?

When it comes to serving our clients, we pride ourselves on our ability to think creatively and look beyond basic insurance brokerage activities. By leveraging our national practice group resources and leadership, we are able to identify strategic solutions and consulting opportunities to deliver results to our clients.

Client	Risk Management Solution
Large GA School District	Developed an executive risk committee that meets monthly to review operational changes, risk management challenges, unique claims, and strategic planning.
Large GA School District	We provide full total cost of risk analysis, benchmarking, and other loss cost trending to set up budgeting and annual risk budget goals.
Large GA School District	We have assisted them in getting top level support for risk management to manage workers' compensation costs and by developing a formal safety committee with procedures, committee selection, and ongoing materials.
Metro GA County	We have developed an Enterprise Risk Management structure to transform the County's approach to managing and mitigating risk. Through departmental risk assessments, ongoing high level education from Gallagher and robust data-driven training schedules, we are modernizing the risk and safety culture.

Supplemental Coverage Solutions

Local School District – Workers' Compensation Program Management

Issue: Rising excess WC costs through TPA, no risk management program, no formal safety program, no safety committee

Solution: Placed and improved excess workers' compensation coverage, lowered the rate, started an executive risk committee, formal safety program, and implemented a safety committee with quarterly meetings

Small Rural County– Needed a Modern Insurance Program

Issue: Gaps in coverage with traditional placement; local agent had limited market access and knowledge

Solution: Introduced more markets; reduced costs, restructured to include modern coverage such as terrorism, cyber, umbrella, and MWPP

Large County – Law Enforcement Coverages

Issue: County was concerned about off-duty officers being injured and not covered under workers' compensation

Solution: We introduced our exclusive product Municipal Workforce AD&D that provides 24/7 occupational accident coverage, including hospitalization, and disability coverage

Municipality – Risk of Location Next to Atlanta Airport

Issue: City had anxiety over a terrorist incident occurring at the airport and city increasing its public safety overtime expenses

Solution: We introduced a first party terrorism property policy to cover extra expenses and loss of revenue including domestic and foreign terrorists, and for nuclear, biological, and chemical radiation (NCBR)

11. What advantage will the City of Forest Park have by working with your firm?

The advantage to the City of Forest is simple: Gallagher's position as your broker partner benefits the City because of Gallagher's ability to Improve Your Risk Profile and Improve Your Results every single year.

I. IMPROVE YOUR RISK PROFILE. IMPROVE YOUR RESULTS. PARTNER WITH GALLAGHER.

Which house will command the best pricing? Consider the home example shown above....

"You can't do ordinary stuff and expect unique results." - Mike Tomlin

The owner of the house on the left hired a broker who did nothing but stick a "For Sale" sign in the front yard – minimal work, if any, was done by the broker to improve the home's condition prior to sale, believing that the house would sell itself.

In stark contrast, the owner, or the house on the right, hired a broker to execute a tangible strategy that would command the best pricing.

Our approach at Gallagher is very similar when hired as your insurance broker. We:

1. Conduct an historical analysis to determine areas to focus – areas that have the greatest impact of improving your risk profile and generate better results
2. Utilize our proprietary analytical tools that positively impact your Risk Profile (i.e. Archipelago, Gallagher Drive, Executive Risk Coverage Index, Valuation & Appraisal Services, etc.)
3. Develop an agreed to Go-to-Market Strategy with your senior management
4. Design a winning marketing strategy to command the best pricing from the insurance market

As a result, the house on the right knew they exhausted everything in their power to achieve their maximum results and were not ***left wondering*** if they received the best deal.



It may seem like a simple illustration, but the same can be said regarding the City's insurance program. By Improving your Risk Profile, Your Gallagher team will help you become the "house on the right" within the insurance marketplace.

II. WHAT IS A RISK PROFILE?

Your company's Risk Profile can be summed up as follows:

1. The nature of risks facing your company including operational, financial and strategic risk;
2. Your risk management philosophy and risk appetite;
3. Your historical losses;
4. Geography, industry, size, exposures;
5. The actions you take to quantify, eliminate, transfer and mitigate risk

III. WHAT ARE THE BENEFITS OF IMPROVING YOUR RISK PROFILE

Improving your risk profile will provide the following tangible results:

1. Provide insurance coverage that addresses your current and potential risks;
2. Expands the pool of insurance companies willing to compete for your insurance program;
3. Generates the best renewal results by executing the risk profile improvement plan.

Below is the financial impact of Improving Your Risk Profile and being viewed as the "house on the right" within the insurance marketplace. There are a range of outcomes in the marketplace. Having a process and analytical tools will position you to be on the winning side of the market.

The graphic below shows the "average prize" available by improving risk profile and being a best-in-class risk.

Southeast Region Commercial Rates - Q4 2023

Line	Best 25 th Percentile	Worst 25 th Percentile	Delta	Best 10 th Percentile	Worst 10 th Percentile	Delta
Auto	-2.0%	24.4%	26.4%	-20%	40%	60%
General Liability	0.0%	13.1%	13.1%	-9.6%	28.5%	38.1%
Umbrella	0.0%	22.6%	22.6%	-20%	51.6%	71.6%
Workers' Comp	-11.1%	5.7%	16.8%	-32%	26.4%	58.4%
Cyber	-7.4%	5.8%	13.2%	-21.3%	45.6%	66.9%
Property	6.2%	36.2%	30%	-21.6%	78.7%	100.3%
D&O (Private)	-0.8%	5.0%	5.8%	-16.5%	20.5%	37.0%
D&O (Public)	-18.6%	18.4%	37%	-28%	27.5%	55.5%
Crime	0.0%	0.6%	0.6%	-7.3%	17.2%	24.5%
Average Delta			18.4%	Average Delta		56.9%

IV. GALLAGHER'S APPROACH TO IMPROVING YOUR RISK PROFILE

We have designed a timeframe-specific step-by-step process to improve your specific risk profile. Our team will expand upon this process throughout our response so the City has a detailed understanding of the process we will undertake. We truly look forward to partnering with the City and know improving your risk profile will deliver the results your management team desires and will definitely **not leave you wondering** if you received the best deal in marketplace.



12. Describe how your firm will be compensated for the proposed work?

Broker Compensation

On newly acquired clients we look to usual and customary commissions paid for by the insurance companies as the standard compensation amount for traditional brokerage services. We can have a larger impact on your total cost of risk than most other brokers; **broker compensation is usually less than 10% of your total cost of risk and we will positively impact your total cost of risk.**

In addition to reducing the need for intermediaries due to Gallagher's large premium volume and market relationships, which can increase costs, we will disclose all commission levels and all carrier quotes per our transparency and service standards.

The following outlines Property & Casualty Insurance Services provided by Gallagher over the term of this Agreement:

- Services listed in Scope of Work
- Standard Property & Casualty Brokerage Services
- Risk Control Services up to 40 hours annually
- Gallagher STEP training (up to 10 modules annually, unlimited users)
- Claims Advocacy services
- Access to the Gallagher resource library and whitepapers
- Access to subscription center and online webinars
- Review contracts for insurance requirements
- Peer benchmarking of premiums and limits

TRANSPARENCY

Gallagher is fully transparent and will disclose to the city the costs of all bindable quotations, including any fees or commissions as well as any ownership interest by Gallagher in the carrier or intermediary used. Normally, brokerage commissions cover the implementation and execution of our service platform. In the event commissions do not justify the services, we will work with the City to develop appropriate proposals for additional fee based service offerings. There is no one size fits all, so we adjust to the needs of our clients. We are fully transparent and disclose all market quotes received with their quoted premiums and our commissions as well as any wholesale commissions. We even disclose if the wholesaler is a related entity to Gallagher.

We will include a Compensation Disclosure Schedule with each proposal including the breaking out the premium, taxes, and compensation for each line of coverage.

COMPENSATION DISCLOSURE

One of the core values highlighted in The Gallagher Way states, "We are an Open Society," and our open society extends to the compensation Gallagher receives. In general, Gallagher may be compensated as follows:

1. Gallagher Companies are primarily compensated from the usual and customary commissions or fees received from the brokerage and servicing of insurance policies, annuity contracts, guarantee contracts and surety bonds (collectively "insurance coverages") handled for a client's account, which may vary from company to company and insurance coverage to insurance coverage. As permitted by law, Gallagher companies occasionally receive both commissions and fees.
2. In placing, renewing, consulting on or servicing your insurance coverages, Gallagher Companies may participate in contingent and supplemental commission arrangements with intermediaries and insurance companies. Contingent commissions provide for additional compensation if stipulated underwriting, profitability, volume or retention goals are achieved. Such goals are typically based on the total amount of certain insurance coverages placed by Gallagher with the particular insurance company and/or through the particular intermediary, not on an individual policy basis. Some insurance markets, including Gallagher-owned intermediaries, have modified their commission schedule with Gallagher, resulting in an increase in certain commission rates. These additional commissions, commonly referred to as "supplemental commissions" are frequently known as of the effective date of the applicable insurance placement, but some insurance companies pay this commission later and apart from when commission is normally paid at policy issuance. As a result, Gallagher may be considered to have an incentive to place your insurance coverages with a particular insurance company. **Note:** Upon request, your Gallagher representative can provide more specific market information regarding contingent and supplemental commission related to your insurance coverage placed through Gallagher.

3. Gallagher Companies may also receive investment income on fiduciary funds temporarily held by them, such as premium or return premiums.
4. Gallagher Companies may access other facilities, including wholesalers, reinsurance intermediaries, captive managers, underwriting managers and others that act as intermediaries for both Gallagher and other brokers in the insurance marketplace. Gallagher Companies may own some of these facilities, in whole or in part. If such a facility is utilized in the placement of a client's account, the facility may earn and retain customary brokerage commission or fees for its work.
5. Gallagher assists its clients in procuring premium finance quotes and unless prohibited by law may earn compensation for this optional value-added service.
6. From time to time, Gallagher may participate in insurance company promotional events or training and development that insurers provide for Gallagher employees.
7. Gallagher strives to find appropriate coverage at a competitive price for our clients. In order to achieve these goals, we gather and analyze data about our clients and their insurance coverage. This data and the resulting analytical tools help us better understand the current marketplace, more accurately predict future trends and offer tailored solutions to our clients. This data may also be provided to insurers pursuant to consulting service agreements from which we earn fees.

SPECIAL PROJECTS

Special projects, outside the standard Scope of Services listed in this RFP, may include additional fees to be negotiated at time of discussion.

13. Please provide a list of four verifiable (preferably public sector) references, all of whom are able to comment of your organization's relevant experience. Please include group name, contact name, and telephone number.

Reference 1	City of College Park
Address	3667 Main Street. College Park, GA 30337
Contact Name	Chris Wilson
Contact Phone	404.767.1537 x1401
Contact Email	Chris.wilson@collegeparkga.com
Service Dates	2023 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

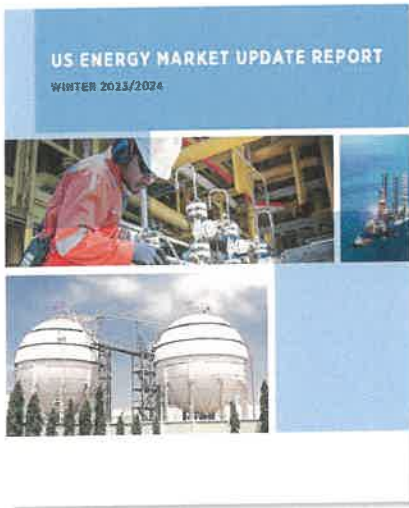
Reference 2	Clayton County Water Authority
Address	1600 Battle Creek Road. Jonesboro, GA 30260
Contact Name	Michelle Jordan
Contact Phone	770.960.5239
Contact Email	Michelle.jordan@ccwa.us
Service Dates	2022 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

Reference 3	City of Hapeville
Address	3468 North Fulton Ave. Hapeville, GA 30354
Contact Name	Tim Young
Contact Phone	770.462.2988
Contact Email	tyoung@hapeville.org
Service Dates	2013 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

Reference 4	Cobb County Board of Commissioners
Address	100 Cherokee Street, Ste 430. Marietta, GA 30090
Contact Name	Ordale Randall
Contact Phone	770.528.1587
Contact Email	Ordale.randall@cobbcounty.org
Service Dates	2017 – Present
Description of Services	Property and Casualty Insurance Brokerage, Claims Consulting, Strategic Risk Management Consulting

14. What education offerings does your firm provide for clients?

Keeping the City ahead of the Curve



State of the Market

Staying up-to-date with the insurance market is a critical piece of our business. We have dedicated individuals with the sole responsibility of monitoring and analyzing market conditions. As one of the largest insurance brokerage firms in the world, we utilize our internal data to properly assess the state of the market and compare it to other public sources, such as Market Scout, A.M. Best, CIAB, and our Advisen Executive Partnership.

Market conditions change quickly, with some lines of business changing more rapidly than others. With a client base spread across the globe, Gallagher is at the forefront of market trends and changes, providing clients with solutions before any potential issues arise. We stay in close contact with underwriters around the world to ensure that we are aware of market fluctuations and advise our clients accordingly. We also keep a close eye on reports provided by individual reinsurance markets, as they have the unique perspective of sitting above the standard market, seeing where the changes are currently happening and, more importantly, what trends are soon to come.

Our quarterly state of the market updates provide relevant insight into the current insurance market conditions to help strategize upcoming renewal strategies. This information allows us to evaluate potential challenges and opportunities by line of coverage, insurer, geography, and structure. Market update reports are generated by practice leaders throughout Gallagher.

Gallagher is continually developing resources to mitigate your TCOR. We deliver a variety of safety and risk control training on multiple platforms, allowing maximum reach to employees. Options include the use of “live” webinars, electronic newsletters, and when possible, face-to-face training. While face-to-face training is the most desirable, Gallagher’s NRC team recognizes the logistic difficulty of providing such training for all employees. Consequently, Gallagher offers a variety of virtual training courses to address this issue.

Gallagher STEP

Gallagher Safety Training & Education Platform (STEP)

Safety training programs and educational materials for employees are critical for reducing accidents, increasing retention, and minimizing your total cost of risk now and in the future. Gallagher Safety Training Education Platform (STEP) is our proprietary learning management system (LMS) that supports your safety program, provides real-time access to your loss control plans and keeps employees up to date with the latest safety standards.



Key Benefits of Gallagher STEP:

- Register for up to 10 complimentary modules every year from a library of over 100 training and safety shorts. In addition, monthly bulletins are available, covering topics such as general and environmental safety, human resources, and health and wellness.
- Save valuable time by assigning employee training and monitoring their latest progress and completion.
- Simplify the process of training to stay in compliance and avoid costly penalties.
- Easily onboard and train an unlimited number of users while enhancing your overall risk control program.
- Customize your platform with your company’s logo, training content and modules tailored to your business, and personalized procedures and forms for an added fee.

Subscription Center

The City will have access to Gallagher’s subscription center and web-based training platform that provides the tools needed to effectively manage and train your staff, communicate important information related to safety and health, and enhance your overall risk management program.

Subscription Center: Gain access to Gallagher’s industry newsletters today and get fresh insights and expertise from our global risk management experts including industry alerts, safety tips, webinar invites and much more. Choose any of our industry-specific subscriptions. General risk management and safety subscriptions are also available.

In addition to our industry-specific newsletters, Gallagher offers newsletters that are relevant across all industries.

- Cyber Liability
- Executive and Financial Risk Liability
- Risk Control Safety Topics
- Risk Management Strategies & Resources

Webinars and Seminars

We believe that some of the most powerful means of communication still occur on a face-to-face basis with your staff, board, or management team. Because we understand your time constraints, the same topics covered at a time convenient to you through live or review at any time via pre-recorded webinars. We know members of the the City team may have taken part in recent Gallagher live webinar events, and, if you did, we hope you found them a valuable use of your time.

Executives and risk managers in today’s quickly changing environment need valuable and credible insight, but most likely do not have unlimited time to find and view it. We have collected this series of brief webinars focused on the content we know is most important to you, available to view at your convenience. Each Flashcast episode is less than 10 minutes, and we will post new episodes weekly, so be sure to bookmark this page for future reference.

Strategic White Papers

Thought leadership developed by our team of specialist risk managers and specialized claim advocates/attorneys focused on sharing expertise and insights across key topics.

Website

Our website contains a “Knowledge Center,” which serves as a resource of white papers, articles, and research for our clients covering a wide range of topics, from property & casualty risk to benefits and HR resources. It also includes state-specific information and alerts on regulations and trends.



15. What are your capabilities in Loss Control and Claims?

National Risk Control Team

Gallagher National Risk Control (NRC) team is comprised of experts focused on claims, risk control, financial analysis, and highly protected risk. Our team is dispersed across the country, has experience across all industries, and has in-depth knowledge of current and emerging safety and health regulations, and operational exposures. Using data analytics and deep industry experience, our team will respond with a sense of urgency to achieve the best outcomes for the City

National Risk Control Team: Risk Control

Gallagher’s National Risk Control team has over 90 safety and risk control professionals as well as a Public Sector/K-12 Working Group with 20+ industry experts to help the City successfully manage and improve their risk program. Our consultants have extensive industry experience with Public Sector clients and understand the current and emerging risks, regulations, safety and health management systems, and specific operational exposures. We can greatly assist you implement risk improvement strategies that focus on human and organizational performance leading to improving claim reduction outcomes. We do this by first gaining a specific understanding your business goals and objectives and we then work with your team to create a program that complements your operations.



Some of the services Gallagher can provide include:

<p>On Site Risk Assessment</p>	<p>On-site assessment consists of reviewing operations, identifying potential risk/hazards and recommending corrective actions. Services Gallagher can provide include:</p> <ul style="list-style-type: none"> • Conducting a gap analysis to compare existing programs to your internal standards/best practices • Reviewing operations, as requested, to assist in managing risks. Using claims loss trending to determine areas to consider for on-site risk assessments • Accompanying and assisting insurance carriers when needed • Providing technical support for the risk management team in areas of safety/risk concerns
<p>Risk/Safety Educational Training</p>	<p>Develop/conduct safety educational training for managers, supervisors and employees. Services Gallagher can provide include:</p> <ul style="list-style-type: none"> • Conducting risk/safety training onsite or through “live” webinar series • Conducting Gallagher proprietary Supervisor Safety Management Skills Training (Maintenance Department) • Working with the risk management team to determine where specific training may be required • Providing safety training on various operational exposures and high-risk operations • Providing access to Gallagher’s proprietary CORE360 Online Safety Training Platform
<p>Program Consultation</p>	<p>Program evaluation, assessment and recommendations to various operational risk. Services Gallagher can provide include:</p> <ul style="list-style-type: none"> • Providing safety program and procedure development. • Reviewing existing safety and health procedures and provide recommendations • Reviewing the “Fleet Safety Program” and comparing the program to industry standards of practice • Developing a safety-training matrix or reviewing existing training matrix for various job positions
<p>Special Projects</p>	<p>Client requested services for emerging risk or concerns (examples):</p> <ul style="list-style-type: none"> • Participate in accident investigation with the risk management team on serious accident events • Work with risk management team on emerging risk

16. Describe analytical tools to be used to help identify optimal program design.

Gallagher Analytics: Gallagher Drive

Gallagher Drive is Gallagher's platform of data and analytics that analyzes market conditions, claims history, and industry benchmarks to give clients data to optimize their risk management program. Together with **CORE360®**, Gallagher Drive creates meaningful insights for helping clients identify their total cost of risk.

Gallagher Drive capabilities include:



Benchmarking Services

Compare your insurance program structures against industry peers and make more informed purchasing decisions around your coverages, your limits and potential exposures.



Placement Analytics

Gallagher has decades of experience working with carriers complemented with unique trade data to help ensure you optimize your insurance panel along with your total cost of risk. Review carriers to ensure risk is being managed with the right carrier.



Claims Analytics

Gallagher's proprietary data combined with our robust forecasting and modeling tools can help you better analyze your organization's loss history and related impacts.



Consulting Services and Solutions

Our comprehensive suite of data visualizations and dashboards provide a visual story of the factors that comprise your specific total cost of risk. Our analytics consultants can show how they work together to deliver the performance your organization requires.

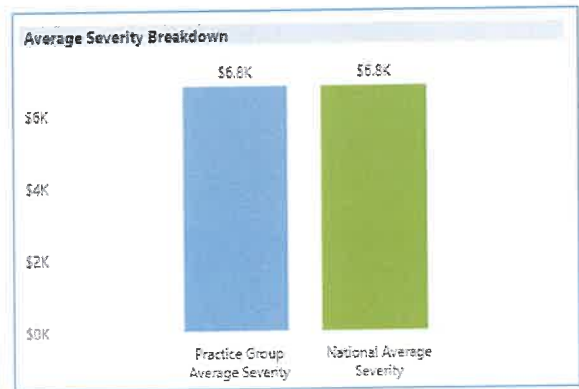
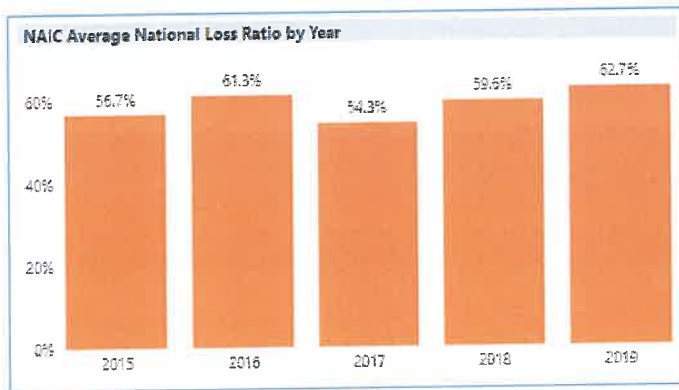
Our analytics offerings are designed to optimize your program through the effective use of third-party and Gallagher data. Our clients see the results because of our market relationships, trade data, and ability to provide relevant insight into a specific industry.

BENCHMARKING SERVICES

Benchmarking plays one of the most crucial roles and managing an organization's risks. Gallagher Drive works to create a customized benchmarking report based on limits, retentions, coverages, and losses due to our large Public Sector database. Utilizing innovate technology and drawing upon Gallagher and third-party trade data, we are able to benchmark City's insurance program structures against your peers in real time.

Not only are these dashboards used to benchmark your limits and rates by lines coverage, they can go even further with filters such as size, region, and practice, to prepare the most detailed and well-rounded report possible. Our benchmarking tools and capabilities are fully integrated with our **CORE360®** approach to compare your limits to loss data and provide a holistic, comprehensive view of the City's TCOR.

SAMPLE GENERAL LIABILITY BENCHMARKING REPORT



MOBILE BENCHMARKING

Gallagher has created two mobile benchmarking calculators to give our clients the ability to benchmark their Umbrella and Cyber program on-the-go. Our Mobile Benchmarking tool is a quick and easy way to view how your current limit measures up against your peers with a similar risk profile through a short series of questions.

Welcome to Gallagher Drive Mobile - Cyber

Tell us five (5) things about your business and we'll use Gallagher analytics to calculate and estimate the optimal Cyber Liability coverage limits for your level of exposure in case of a cyber breach or ransomware attack.

Assess Your Cyber Risk

Welcome to Gallagher Drive Mobile - Umbrella

Tell us five (5) basic things about your business and we'll use Gallagher analytics to show you how your Umbrella Policy limits compare to companies like yours—including target limit and exposure data with real-world claim examples.

Start Your Comparison

CYBER LIABILITY COVERAGE CALCULATOR

Cyber Liability is focused on assessing risks due to a severe data breach and considers adverse circumstances. Gallagher combines your exposure relationships and baseline analytics into a predictive model that projects your risks up to the 90th percentile for frequency and severity. The model uses 2,000+ data breaches over a ten year period, with heavier emphasis on recent incidents. This approach can be used to give advice on appropriate coverage limits.

Here is a sample below:

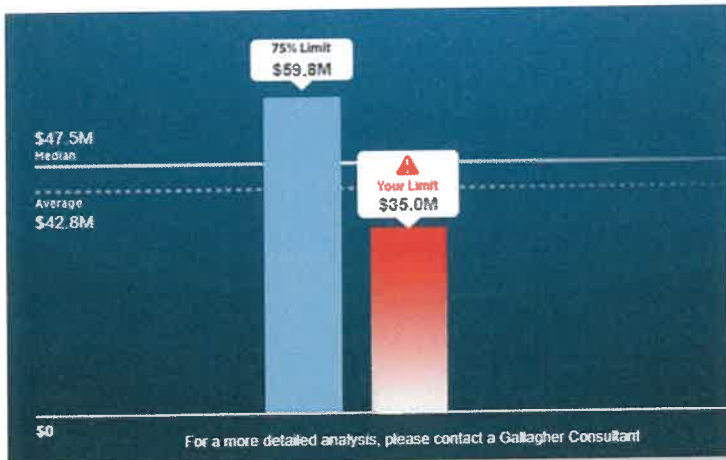


Data Summary		
Annual Sales	Industry	Employee Count
\$100.0M	Real Estate	10,000
Cyber Exposure Value		Cyber Exposure Value
This figure represents the number of devices, workstations, and servers connected to your network. We estimate this figure using historical data breach costs along with your exposures.		9,200

UMBRELLA LIMITS CALCULATOR

See how your umbrella policy limits compare to peer industries with target limits, exposure data, and real-world claims examples. How does your organization's limits compare? The sample ran below was based on a peer analysis of 19 companies, and it shows how the umbrella limit is below the peer range.

Here is a sample below:



Umbrella Limit		
Average	Median	75%
\$42.8M	\$47.5M	\$59.8M
Exposures		
Average	Median	75%
\$75.7M	\$75.6M	\$85.4M

These calculators act as the initial view of our benchmarking capabilities and can be found at: <https://umbrellalimits.tools.ajg.com/> and <https://cyberrisk.tools.ajg.com>.

We can further customize our benchmarking services to you by including:

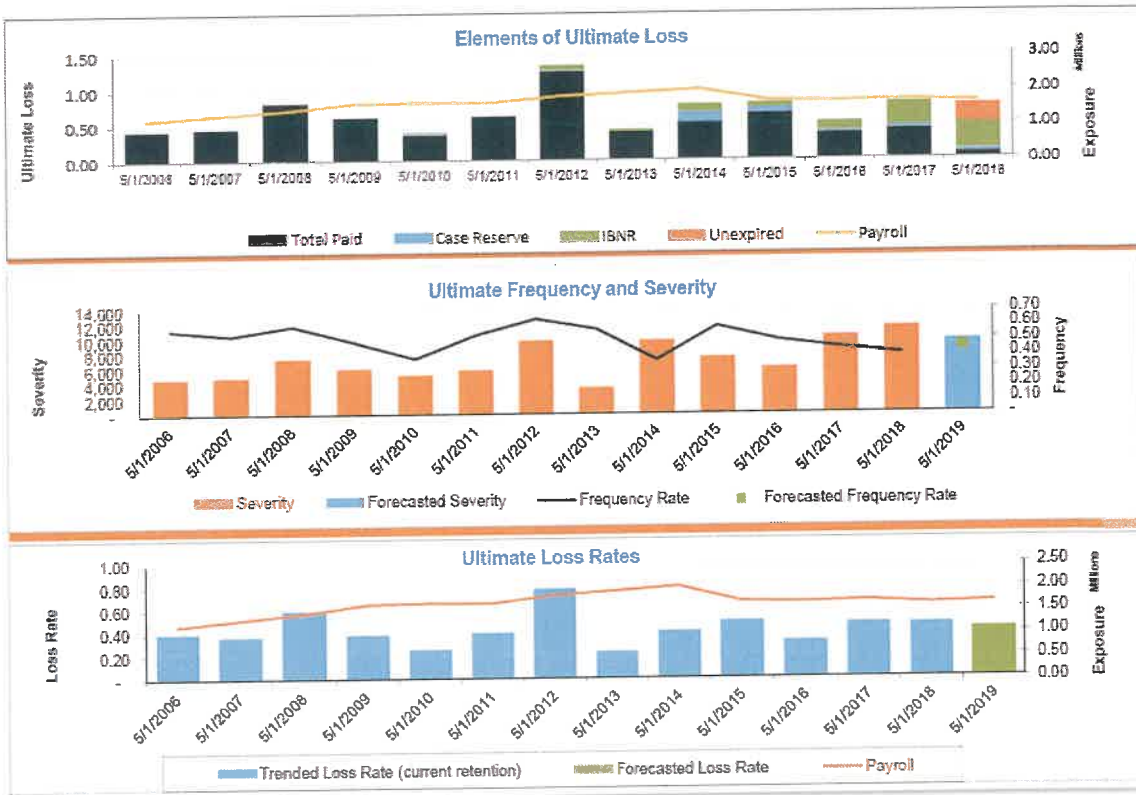
- Additional lines of coverage
- Rate benchmarking
- Retention benchmarking
- Enhanced peer group identification criteria through exposure metrics (e.g. payroll, area, units) more precise exposure bands
- Evaluate the impact of having a fleet on the umbrella limits

Risk Solutions and Analytics

Risk Solutions and Analytics is a centralized team developing analytics and actuarial products that enable clients to make informed risk management decisions to improve their position in the market.

As part of the National Risk Control team, the Risk Solutions & Analytics team assists clients with risk quantification and develops analytical data based solutions that enhance the client's decision making process and puts the clients in a position to lower its total cost of risks

1. Forecast Analysis
2. Experience Modifier Analysis
3. Actuarial methodologies
4. Predictive Modeling



Our benchmarking services are embedded within our brokerage fees and addresses core client concerns, including:

- **Your Questions:** How does my program compare to peers with similar risk profiles? Am I underinsured? What does the industry loss history suggest? Are my rates competitive?
- **Gallagher's Approach:** Gallagher creates a custom peer group that utilizes our proprietary placement and claims database. Once there we compare various elements of your program against this peer group. We supplement this analysis with approved third-party data sources. Once the analysis is complete, we work with our clients to understand what goals or structure they want to have in place to provide the most efficient coverage.
- **Impact:** By leveraging our analysis, clients can make more informed purchasing decisions. We also determine alternative markets to approach in the situations where our clients decide to change carriers.

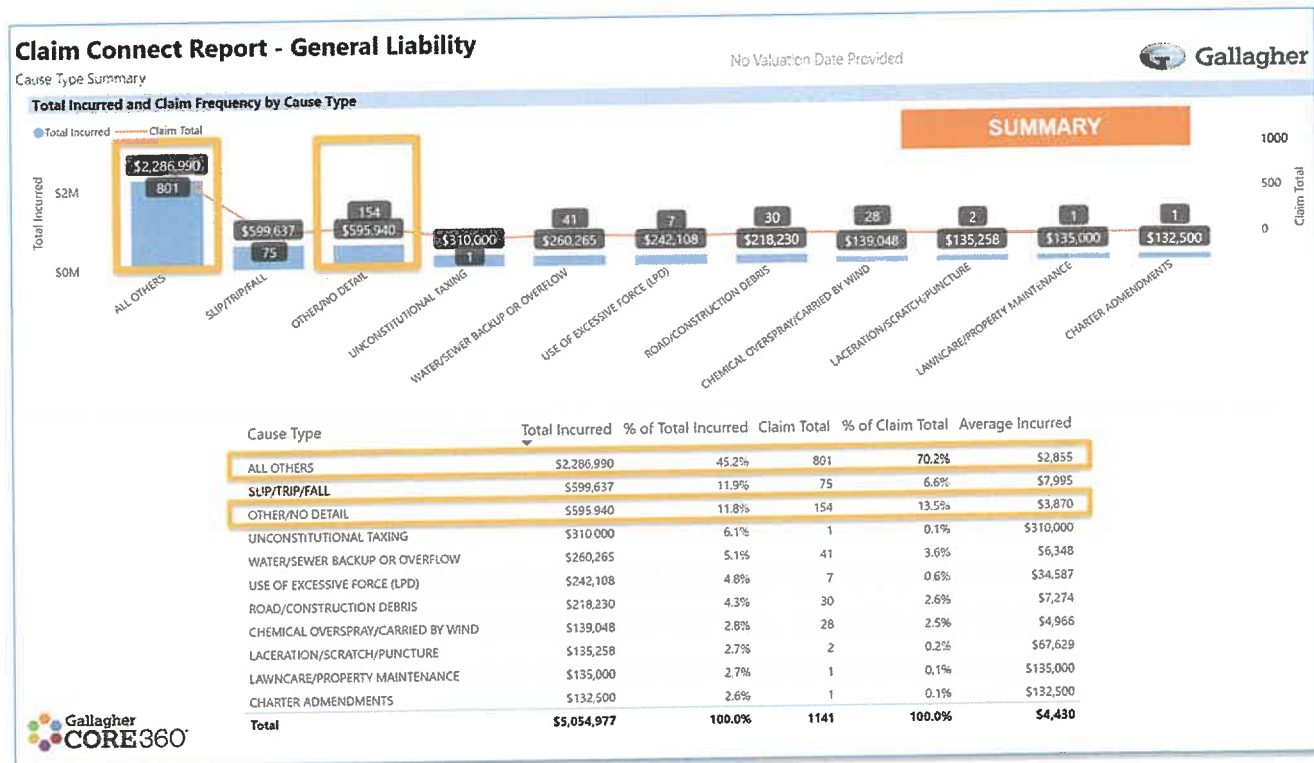
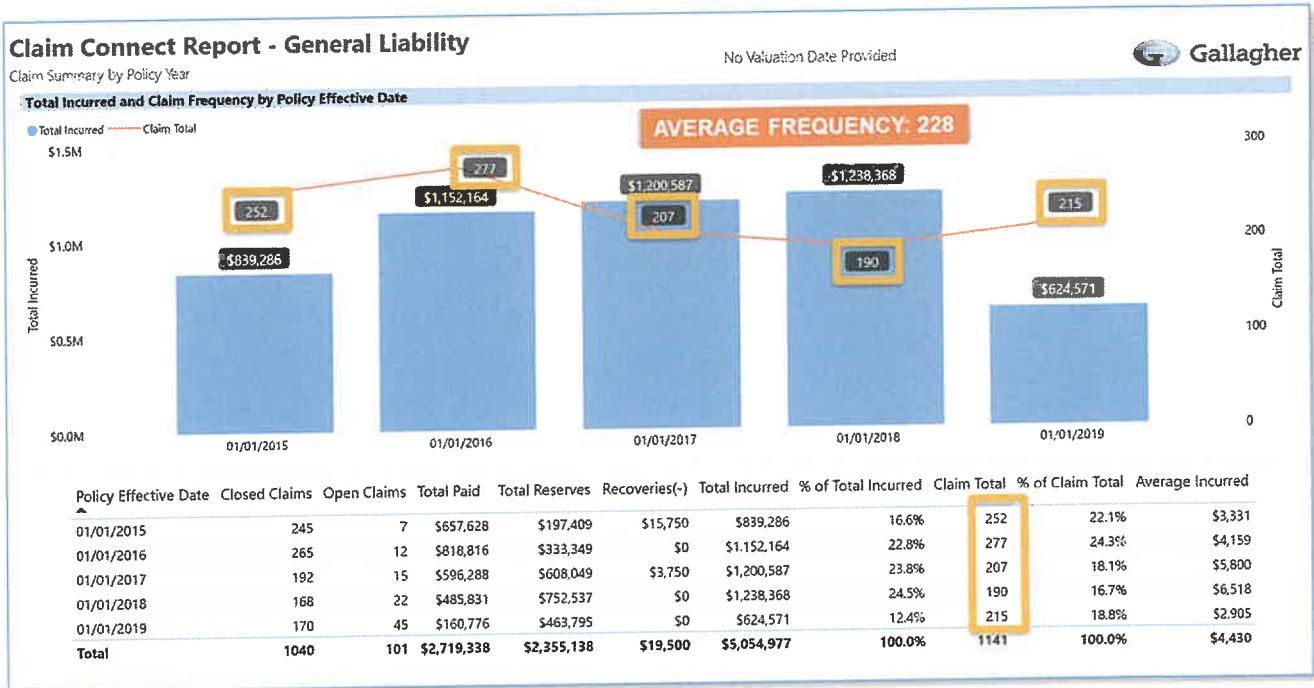
CUSTOM PEER GROUP BENCHMARKING



Claim Connect Reports

We built a specialized dashboard to help us understand our clients' risk from an actuarial and analytic perspective called the Claims Connect Report. Our Claims Connect Report quantifies your claims loss risk and helps you better understand your unique claims/loss environment and provide insight into their potential future losses.

Ultimately, the report enables clients like the City to develop an action plan for improving overall loss experience.





ANALYTICAL TOOLS THAT POSITIVELY IMPACT YOUR RISK PROFILE

*Please note some tools, which are access through third-party partners, may require an additional fee

PROPERTY TOOLS

Archipelago

Innovative AI-driven, SaaS platform solution that positions your commercial property portfolio for success.

BI BUSINESS INCOME CALCULATOR

Calculate your BI values with greater efficiency and give underwriters more accurate insights into your insurance needs, all with one simple digital tool.

Gallagher | Forecast

Gallagher Forecast is an online platform where Account Teams can upload a client's list of property statement of values to identify their natural catastrophe exposure based on historical data.

PROPERTY RISK ENGINEERING

Gallagher Property Risk Engineering consults with property insurance clients globally and within specialty practice groups, collaborating with your organization, carrier engineers, and your property placement team to develop a comprehensive property risk management plan that addresses your needs.

FLOOD EVALUATION TOOLS

VALUATION & APPRAISAL SERVICES

CASUALTY TOOLS

Gallagher | Drive CLIENT

Enables your business to identify major cost drivers in your programs to better manage your Total Cost of Risk (TCOR), analyze and identify risks and potential areas of improvement, and properly forecast financials

CLAIMS CONNECT REPORT

A comprehensive report package, developed by our Risk Control Analytics Team, that takes a closer look into your claims history and causes, providing a foundation to build a strategy to manage your total cost of risk.

CORE360[®] Policy Audit

The CORE360[®] Policy Audit is a comprehensive, multi-hour review of your insurance program, analyzing current limit structures, missing endorsements, and neglected exclusions. We provide you with an executive summary of the current potential problems with your program and recommendations to address them.

Gallagher | STEP

Gallagher Safety Training Education Platform (STEP) is our proprietary learning management system (LMS) that supports your safety program, provides real-time access to your loss control plans and keeps employees up to date with the latest safety standards.

Gallagher | Drive PREMIUM BENCHMARKING

Gallagher Drive, our premier data and analytics platform, combines market condition, claims history and industry benchmark information, giving you access to the latest data to optimize risk management programs.

EXECUTIVE RISK TOOLS

MLP Proprietary Risk Modeling

We perform a directors & officers liability (D&O) limits analysis synthesize the results to produce a recommended level of limits. This will provide your board with the information needed to assess your management liability risks and decide how to most appropriately cover them.

D&O COVERAGE INDEX

Analyzes and illustrates local legal and regulatory environments to identify countries where placing a locally admitted D&O policy is advisable.

Gallagher | eRiskHub[®]

The Gallagher eRiskHub[®] portal provides you with exclusive risk management tools and best practices to improve your organization's cyber risk posture. This important resource serves your cyber risk management strategies by enhancing your capabilities in cyberattack prevention, loss mitigation and cyber risk transfer techniques.

Gallagher | Drive COMMERCIAL CRIME MODEL

Gallagher's Commercial Crime Model utilized The Surety Association Exposure Index Formula and risk factor inputs to calculate a company's exposure index and suggested crime limits. Crime insurance is recommended for all clients, especially to try to include Social Engineering Insurance coverage.

17. Describe your Claims Management.

National Risk Control: Claims

Gallagher's claim professionals have vast expertise across all lines of coverage and industries. With an average of 20 years of experience, our staff consists of more than 150 claims professionals across the country delivering superior claims services to our clients. They all have 20 plus years of experience, which includes assisting clients with all FEMA issues a property claim may present. With this level of bench strength, we can match the right advocate to the right claim, thereby assuring the best possible outcome for the City. **Below are a few of our key services:**

Initial Claim Reporting

Reporting claims promptly to insurance carriers is essential in obtaining the most desirable result. For the majority of routine claim occurrences you may want to report directly to the carrier. However, for claims that require our immediate involvement, we provide alternative methods so our claims professionals can quickly engage.

Large Loss Consultation

Our claims consultants assist in the evaluation and strategic planning of high exposure and complex claims. We possess the high level of claims expertise and knowledge to solve problems and deliver optimal results. Once these claims are identified, our claims team immediately engages the adjuster and, if required, upper management. We continue to consult on the claim until it is resolved as efficiently as possible with the best possible outcome.

Claims Review

For clients whose program includes claim reviews, our goal is to drive claims to a proper, timely conclusion. We recommend that our claims team participate in all carrier claim reviews. Depending on the City's level of claim activity, we would propose quarterly reviews, during which we will:

- Agree on a schedule for the reviews with you and your carrier
- Coordinate the type of review, in person or on phone, secure a location for the review, and identify files to be reviewed, all in coordination with your team
- Participate in the claim reviews to provide value-added expertise
- Deliver a summary of claim reviews timeframes

Catastrophe claims centers

During natural disasters (e.g., hurricanes and wild fires) and other catastrophes (e.g., power outages, active assailant), Gallagher leverages our network of U.S. Claims Centers to assist in reporting claims, provide guidance, and continually support clients through claim resolution. This often includes offering extended hours of operation for clients and dedicating a team of claims professionals to serve as the first point of contact for clients that are affected by the event.

Loss Runs and Stratification Report

Gallagher's Analytics team can provide claims statistical information in easy-to-read charts and graphs. This information can help you understand your loss experience from a statistical perspective, providing you valuable information to address claim trends for risk control planning.

Claims reporting Reference guide (Claims Kit)

Claims reporting can sometimes be a confusing or overwhelming process. That's why our claim experts created a Claims Reporting Reference Guide. Because processes can be varied, the guide itself is broken down into various coverages, such as workers' compensation, cyber, equipment breakdown, professional liability, etc., with important definitions and step-by-step instructions detailed so that nothing is overlooked and you stay protected.

Third-Party Administrator (TPA)

Our claims professions will work with you to determine the appropriate third-party administration company to handle your claims. We would select 2-3 TPAs and vendors that we think would best fit the City, initiate an introduction, and through that process, make a determination who would be the best fit for the City based on the services that provide to make the biggest impact.

An alarming percentage of employers are paying inflated workers' compensation premiums due to inaccurate experience ratings. When reserves are too high, the carrier will raise premiums to compensate for what they believe is a riskier book of

business. Determining the correct amount of money needed for each claim file requires a combination of knowledge and experience. Our workers' compensation audit team has the experience and expertise to properly review your open workers' compensation claims for accurate reserving. Gallagher will conduct a reserve audit annually, focusing on opportunities to reduce reserves and ultimate exposure. We understand the importance of completing this process in a timely manner so it will be accurately reflected for your next annual premium.

Advocacy

We can provide technical expertise in all aspects of the claims discipline for all lines of coverage brokered by Gallagher. Our job is to ensure you receive the highest level of service from your carriers and that coverage is interpreted in your best interest. We address your coverage questions as they arise and aggressively advocate on your behalf when necessary. We also:

- Intervene on claims involving coverage issues and reservation of rights letters
- Advise on selection of defense counsel
- Work with claims adjusters to pursue the best defense strategy

OUR CLAIMS CONSULTING MODEL

Our highly skilled claim consultants will develop a claim service plan that controls and monitors claim management using the following tools:

<p>EVALUATE</p> <ul style="list-style-type: none"> • Every claim should be analyzed early for cost-effective management • Early Return to Work • PPO coordination and usage • Legal strategy and expense supervision 	<p>AUDIT</p> <ul style="list-style-type: none"> • Claims handling proficiencies • Audits to best practices • Cost targets • Year-over-year results • Grade your claim administrator 	<p>FACILITATE</p> <ul style="list-style-type: none"> • Resolution opportunities • Facilitate carrier responsiveness • Advocate on coverage problems • Coverage counsel referral, when necessary
<p>LESSONS LEARNED</p> <ul style="list-style-type: none"> • Develop cost containment through strategy and planning • Measure success of third-party administrator and defense counsel 	<p>ESCALATE</p> <ul style="list-style-type: none"> • Facilitate carrier response with high level executives • Deploy Gallagher executives for appeals to carriers, as necessary 	<p>TOOLS</p> <ul style="list-style-type: none"> • Benchmarking analytics • Stay-at-Work Program • iAuditor tool for safety compliance and claim defense

ANALYSIS

- Perform a needs analysis
- Assist in determining appropriate staffing needs
- Develop disaster response plan
- Develop a crisis management plan
- Design a master safety plan

IMPLEMENTATION

- Oversight of program safety plan
- Delegate responsibilities
- Periodic onsite surveys
- Incident rate analysis based on payroll or job hours
- Accident investigation oversight
- Tool box training

FINANCIAL ANALYSIS CONSULTING

Our risk control team will work with our analytics team to conduct a comprehensive review of your program to help you make any necessary improvements while enhancing your position in the market. Items include:

- Benchmarking and trend analysis of client data
- Required reserve study
- Loss stratifications
- Deductible threshold analysis
- Loss projections
- Mod analysis, projections and validation
- Umbrella limit analysis
- Collateral analysis
- Coverage limit analysis

Required Forms

We help you face your future with confidence.



Insurance | Risk Management | Consulting

That's why we've been here for our clients since 1927. Providing tailored and comprehensive insurance solutions for your business. Developing effective risk management strategies to help reduce your total cost of risk. And delivering consulting services that support the wellbeing of your organization and your people.

Founded in

1927

\$8.4B

Total Adjusted Brokerage & Risk Management revenues (2022)

43,000+

Employees worldwide

1,200+

Offices globally

130+

Countries served

YOUR TRUSTED INSURANCE AND CONSULTING PARTNER.

A world of solutions, all delivered one way — The Gallagher Way.

Casualty/Property	Financial & Retirement Services
Commercial Surety & Bonds	Health & Benefits
Credit & Political Risk	Human Resources & Compensation
Cyber	Management Liability

28+ INDUSTRY PRACTICES

Aerospace	Asia Pacific	Automotive	Construction	Energy	Enterprise Risk Management	Entertainment
Environmental	Equity and M&A	Financial Institutions	Fine Arts	Food & Agriculture	Healthcare	Higher Education
Law Firms	Life Sciences	Manufacturing	Marine	Nonprofit	Public Sector & K-12 Education	PEO & Temporary Staffing
Real Estate & Hospitality	Religious	Restaurant	Risk Management	Senior Living	Technology	Transportation

ETHICS IS IN OUR DNA.

Gallagher has been named one of the World's Most Ethical Companies®— a 13-time honoree.

We believe in always doing what is right for our clients, their communities and their people. It's what we were founded on 95 years ago. And it's why we continue to be recognized year after year.



GLOBAL LEADER. LOCAL EXPERTISE.

As Gallagher grows, we're not getting bigger. We're getting closer. Closer to our clients and their communities. We bring an unmatched level of experience and industry knowledge, a reputation for doing business the right way and a client-centric worldview that informs every action we take.

Shared Values at Gallagher are the rock foundation of the Company and our Culture. What is a Shared Value? These are concepts that the vast majority of the movers and shakers in the Company passionately adhere to. What are some of Gallagher's Shared Values?

THE

GALLAGHER

WAY

1. We are a sales and marketing company dedicated to providing excellence in risk management services to our clients.
2. We support one another. We believe in one another. We acknowledge and respect the ability of one another.
3. We push for professional excellence.
4. We can all improve and learn from one another.
5. There are no second-class citizens — everyone is important and everyone's job is important.
6. We're an open society.
7. Empathy for the other person is not a weakness.
8. Suspicion breeds more suspicion. To trust and be trusted is vital.
9. Leaders need followers. How leaders treat followers has a direct impact on the effectiveness of the leader.
10. Interpersonal business relationships should be built.
11. We all need one another. We are all cogs in a wheel.
12. No department or person is an island.
13. Professional courtesy is expected.
14. Never ask someone to do something you wouldn't do yourself.
15. I consider myself support for our sales and marketing. We can't make things happen without each other. We are a team.
16. Loyalty and respect are earned — not dictated.
17. Fear is a turnoff.
18. People skills are very important at Arthur J. Gallagher & Co.
19. We're a very competitive and aggressive company.
20. We run to problems — not away from them.
21. We adhere to the highest standards of moral and ethical behavior.
22. People work harder and are more effective when they're turned on — not turned off.
23. We are a warm, close company. This is a strength — not a weakness.
24. We must continue building a professional company — together — as a team.
25. Shared values can be altered with circumstances — but carefully and with tact and consideration for one another's needs.

When accepted Shared Values are changed or challenged, the emotional impact and negative feelings can damage the Company.

ROBERT E. GALLAGHER
MAY 1984



Gallagher

Commitment to your business. And to doing business the right way. That's The Gallagher Way.



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We believe in always doing what is right for our clients, their communities and their people. It's what we were founded on 95 years ago. And it's why we continue to be recognized year after year.

At Gallagher, everything we do helps you face your future with confidence. It's our belief that, with the right plan and the right people, there's nothing that can't be achieved. That's the way we've seen it for more than 95 years. And we're just getting started.

Today, you'll find Gallagher's global brokerage team making a difference in more communities than ever before, bringing expertise, experience and ethics right where you need them most.

If you're looking for a broker who can understand your business and one who shares your passion for what's possible, we'd love to show you the way. The Gallagher Way.

AJG.com The Gallagher Way. Since 1927.

The information contained herein is offered as insurance industry guidelines and provided as an overview of current market rates and available coverages and is intended for discussion purposes only. This publication is not intended to offer legal advice or client-specific risk management advice. Any description of insurance coverages is not meant to infer specific coverages that your company may already have in place or that may be generally available. General insurance descriptions contained herein do not include (or exclude) insurance policy definitions, terms, and/or conditions, and should not be relied on for coverage interpretation. Actual insurance policies must always be consulted for full coverage details and analysis. Insurance brokerage and related services provided by Arthur J. Gallagher Risk Management Services, LLC (License No. 00329299) and/or 00369290. "World's Most Ethical Companies" and "Ethisphere" names and marks are registered trademarks of Ethisphere, LLC. Arthur J. Gallagher & Co. has been recognized as one of the World's Most Ethical Companies® in 2003, 2007, 2015, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022 and 2023. © 2023 Arthur J. Gallagher & Co. | GRP4347



Gallagher at a Glance

Gallagher has been designing solutions to meet our clients' unique needs for more than 95 years. We pioneered many of the innovations in risk management used by businesses in all industries today. We believe that the best environment for learning and growing is one that remembers the past and invents the future. Gallagher has divisions specializing in retail insurance brokerage operations, benefits and HR consulting, wholesale distributions and third-party administrations, and claims processing.

As one of the largest insurance brokers in the world, Gallagher has over 860 offices globally and provides client-service capabilities in more than 150 countries around the world through our network of partners.

Wherever you are – we're nearby.

Arthur J. Gallagher

1050 Crown Pointe Pkwy, Ste. 600. Atlanta, GA 30338

Matt Simmons

Senior Director, Public Sector & K-12 Education Practice

T: 678.393.5205 • M: 770.265.1482 • Matt_Simmons@ajg.com

Daniel Duhart

Broker, Public Sector & K-12 Education Practice

M: 478.283.463 - Daniel_Duhart@ajg.com



Gallagher

Insurance | Risk Management | Consulting

File Attachments for Item:

2. Council Discussion and Approval of the Budget Amendment for Special Revenue-Finance Department

Background/History:

The City of Forest Park's FY23-24 Operating Budget was unanimously adopted by the city council on June 29th, 2023. Prior to the adoption of the budget, city staff advised that funding and revenues would continuously be monitored for accuracy and reporting purposes. Staff is recommending that the understated funds be added to the operating budget, which will increase the stated revenue previously adopted on June 29th, 2023, from \$397,928.00 to \$3,659,993. Once the funds have been added to the operating budget, it is also recommended that City Council approve a budget amendment to accurately reflect the corrected operating budget amount of 41,986,503 for FY23-24.



CITY OF
FORESTPARK

City Council Agenda Item

Subject: Budget Amendment for Special Revenue

Submitted By: John Wiggins

Date Submitted: 4/8/2024

Work Session Date: 4/15/2024

Council Meeting Date: 4/15/2024

Background/History:

The City of Forest Park's FY23-24 Operating Budget was unanimously adopted by the city council on June 29th, 2023. Prior to the adoption of the budget, city staff advised that funding and revenues would continuously be monitored for accuracy and reporting purposes. Staff is recommending that the understated funds be added to the operating budget, which will increase the stated revenue previously adopted on June 29th, 2023, from \$397,928.00 to \$3,659,993. Once the funds have been added to the operating budget, it is also recommended that City Council approve a budget amendment to accurately reflect the corrected operating budget amount of 41,986,503 for FY23-24.

Cost: Budgeted for: _____ Yes No

Financial Impact:

The correction will decrease the stated revenue previously adopted on June 29th, 2023, from \$10,498,571.00 to \$8,479,679.00 and increase expenditures from \$5,361,198.00 to \$5,937,274.00. This will result in a net surplus of (\$2,542,405) back to Fund Balance. Also, will improve the City's audit findings for the next fiscal year audit.

Action Requested from Council:

The request of Council is to approve the Budget Amendment for the Special Revenues.

Special Revenue Funds
 FY 2023-2024 Budget Amendment
 Prepared by N Robinson
 8-Apr-24

Revenue					
FUND Number	FUND Name	Current Budget	Amendment	Amended Budget	NOTES
210	DEA Fed Funds	0	\$ 7,575	\$ 7,575	Interest Revenue
211	Drug Task Force Fund	\$ 156,620	\$ 4,521	\$ 161,141	
212	212	\$ 1,062,664	\$ (1,062,164)	\$ 500	
214	Federal Funds	\$ 460,185	\$ (440,000)	\$ 20,185	
215	E911	\$ 191,135	\$ 183,865	\$ 375,000	
250	Multi Grant Funds	\$ 2,753,530	\$ -	\$ 2,753,530	Only Current Grant is CDBG
252	CARES Fund	\$ -	\$ -	\$ -	No Funds or Fund Balance
253	ARPA Funds	\$ 5,098,748		\$ 5,098,748	
270	Tax Allocation District	\$ 775,689	\$ (712,689)	\$ 63,000	
Total Revenue		\$ 10,498,571	\$ (2,018,892)	\$ 8,479,679	

Expenditures					
FUND Number	FUND Name	Current Budget	Amendment	Amended Budget	NOTES
210	DEA Fed Funds	\$ -	\$ 1,000	\$ 1,000	
211	Drug Task Force Fund	\$ -	\$ 125,000	\$ 125,000	Using Fund balance reserves
212	212	\$ 20,000	\$ (19,000)	\$ 1,000	
214	Federal Funds	\$ -	\$ 295,190	\$ 295,190	Using Fund balance reserves
215	E911	\$ -	\$ 237,300	\$ 237,300	Motorola Debt Service
250	Multi Grant Funds	\$ 16,036	\$ 100,000	\$ 116,036	CDBG Grant Expenses
252	CARES Fund	\$ 2,589	\$ (2,589)	\$ -	No Funds or Fund Balance
253	ARPA Funds	\$ 5,098,748		\$ 5,098,748	
270	Tax Allocation District	\$ -	\$ 63,000	\$ 63,000	
Total Expense		\$ 5,137,373	\$ 799,901	\$ 5,937,274	
Net Supplus (Deficit)		\$ 5,361,198.00	\$ (2,818,793.00)	\$ 2,542,405.00	

Reviewed by John Wiggins
 4/8/2024

File Attachments for Item:

3. Council Discussion and Approval of certain Purchases for the Fire Department-Fire Department

Background/History:

The Forest Park Fire and EMS Department would like to purchase:

1. Two (2) Keiser Sleds for Fire Stations 2 and 3 in the amount of \$10,176.51. The funding source to be used is 100-61-3510-52-3712 (Training Aides).
2. Four (4) Portable Radios in the amount of \$22,370. The funding source to be used is 100-61-3510-52-2209(Radio Equipment).
3. Five (5) Replacement Radios in the amount of \$33,024.65. The funding source to be used is 100-60-3610-52-3203 (Radio/pager Maintenance).
4. Ratification for a Lucas 3 V3 Chest Compression System in the amount of \$15,624.46. The funding source to be used is 100-60-3610-53-1137 (Rescue Truck Equipment).
5. Ratification for Two (2) Bunker Gear Dryers for Fire Stations 1 and 2 in the amount of \$ 28,545.00. The funding source to be used is 100-61-3510-52-2214 (Facility Improvements).
6. A Fire Prevention Trailer in the amount of \$197,526.35. The funding source will be 100-61-3510-54-2502, Fire Prevention Funds collected in 2022-2023.
7. Super Struts and Jumbo Locks in the amount of \$24,630.00. The funding source to be used is 100-61-3520-53-1136; the vendor is Municipal Emergency Services.
8. Twenty-five (25) Voice Amps in the amount of \$16,313.25. The funding source to be used is 100-61-3510-52-2209; the vendor is Municipal Emergency Services.



CITY OF
FORESTPARK

City Council Agenda Item

Title of Agenda Item: Council Discussion and Approval of certain Purchases for the Fire Department-Fire Department

Submitted By: Fire and EMS Department

Date Submitted: 04-11-2024

Work Session Date: 04-15-2024

Council Meeting Date: 04-15-2024

Background/History:

The Forest Park Fire and EMS Department would like to purchase:

- Two (2) Keiser Sleds for Fire Stations 2 and 3 in the amount of \$10,176.51. The funding source to be used is 100-61-3510-52-3712 (Training Aides)
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- Five (5) Replacement Radios in the amount of \$33,024.65. The funding source to be used is 100-60-3610-52-3203 (Radio/pager Maintenance)
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- Twenty-five (25) Voice Amps in the amount of \$16,313.25. The funding source to be used is 100-61-3510-52-2209; the vendor is Municipal Emergency Services

Action Requested from Council:

Cost: \$

Budgeted for: _____ **Yes** _____ **No**

Financial Impact:





Quote	Bill To	Ship To
Quote Number: 155500 - 2	Forest Park Fire Department	Forest Park Fire Department
Date: 3/12/2024	785 LINDA WAY	785 LINDA WAY
Purchase Order:	FOREST PARK GA 30297-2758	FOREST PARK GA 30297-2758
Sales Person: Colby Mock	US	US
Valid Until: 4/11/2024	Sara Hudson	Sara Hudson
Desired Delivery: 6/30/2024	6786036084	6786036084

Quote Items				
Part #	Product	Quantity	Unit Price	Total Price
6070	FORCE MACHINE	2	\$3,980.50	\$7,961.00

Equipment Subtotal:	\$	\$7,961.00
+Parts:	\$	\$0.00
+Installation:	\$	\$0.00
+Shipping(Standard w/Lift):	\$	\$2,215.51
Subtotal Before Tax:	\$	\$10,176.51
+ Tax:	\$	\$0.00
Total with Tax & Discounts:	\$	\$10,176.51

Installation By: customer
 Deliver To: customer
 Shipping Type: Standard w/Lift
 Currency: USD

Initial: _____

Quote Number: 155500 - 2

Bill To: Forest Park Fire Department

Ship To: Forest Park Fire Department

Shipping Terms:

The freight quote includes inside delivery to a ground level, with a lift gate on delivery vehicle. For residential customers this is limited to garage/car port drop off. Construction delays, late pick-ups, and/or changes to an order are required to be arranged with Keiser Corporation three weeks prior to ship date listed on the Sales Order Acknowledgement. If order is held at the loading dock at our Fresno, CA location for more than three business days, a storage fee of \$170 per day will be charged. Any additional labor, special moving equipment, special handling services, redelivery or storage will result in additional charges. Initial: _____

Installation:

Keiser will not be responsible for the structural integrity of the building for any wall or floor mounted equipment. It is the responsibility of the purchaser to ensure that said wall or floor is structurally prepared to properly secure said equipment while in use. [Reference attached document "INSTALLATION INSTRUCTIONS PERFORMANCE TRAINER" for more information.]

Cancellation:

Cancellation of shipped orders, that are unopened and/or unused, will be charged a 15% restocking fee plus the return freight charges. Returned equipment will only be accepted by Keiser with prior written authorization, accompanied with a valid Return Authorization Number and within 30 days of the original ship date.

Standard Terms:

The use of any exercise equipment, including, without limitation, Keiser's strength training equipment in which resistance can be changed at anytime during the repetition, and any fixed gear bike, including, without limitation, the Keiser M3 bike, without proper instruction and supervision violates the terms of this agreement for purchase of such products. The ability to add resistance anytime during a repetition, including, without limitation, the ability to do a heavy negative may be dangerous, especially for anyone that does not recognize or respect the potential danger. The inability to stop pedaling on a fixed gear bike before the flywheel stops may also be dangerous to anyone riding, especially anyone that does not recognize or respect the potential danger. Therefore, users, agents, or anyone directing the use of said equipment shall determine the suitability of the product for its intended use, and said parties are specifically put on notice that they shall assume all risk and liability in connection herewith. This does not include liabilities arising out of, connected with, and/or relating to the design, manufacture, materials, or workmanship of any Keiser Product.

Instructions:

Please ensure you complete and return by either Fax or e-mail a copy of the signed quote to the sales rep noted above. Failure to do so could result in a delay of your shipment and may also incur additional shipping charges. Keiser will acknowledge your order and confirm your ship date within 48 hours of booking the order. All ship dates are assigned on a first come, first served basis. Quote is in U.S. dollars and does not include applicable duties, taxes and/or customs fees, which are the responsibility of the buyer. The customer is responsible for inspection of each unit and part for shipping damage at time of delivery or installation, and prior to signing receiving paperwork. If the customer signs an unqualified receipt for freight damage goods, the customer is solely responsible for the cost of the repair or replacement for such freight damage. The signing of this quote and /or the issuance of a purchase order acknowledge that the person authorized to purchase the products listed on this quote and /or listed on the purchase order has read and agrees to the terms of this quote. These terms are in addition to and supersede all other terms of this sale.

I have read and accept the terms of this quote.

Initial: _____



Home » Fire Responder Equipment & Supplies » Keiser Force Machine

Keiser Force Machine

\$4,050.80

1

ADD TO CART



ADD TO QUOTE

Part Number: 006070

BETTER KNOWN TO FIREFIGHTERS AS "THE KEISER SLED"

The Keiser FORCE Machine was originally designed for the Fire fighter Combat Challenge® to simulate the chopping motion used in firefighting. It employs the same kinetics and ergonomics as those used with an axe, with the benefit of a safer and resource-free training and conditioning exercise. It is an efficient and durable means of training and testing emergency services personnel who use axes and sledgehammers in their occupations.

Description Additional information Reviews (0) Ask an Expert

- Biomechanically correct design
- Polyethylene glides on bottom of I-beam for consistent running service
- Used in the annual Firefighter Combat Challenge
- Certified and endorsed by On-Target
- To use the FORCE Machine, an individual stands on the footwalks, straddling the I-beam then strikes the I-beam using the specifically designed 9 lb dead-blow sledgehammer
- It takes an average of twenty to twenty-five strikes to move the I-beam 5 feet (1.5m) a level of effort consistent with many forcible entry situations
- The movement accurately reflects structural firefighting tasks

SPECIFICATIONS

- Height: 11" / 280 mm
- Width: 37" / 940 mm
- Length: 86" / 2439 mm
- Platform Height: 6" / 229 mm
- Total Weight: 346 lbs / 157 kg
- Striking Block Weight: 151 lbs / 69 kg
- Sledgehammer Weight: 9 lbs / 4.1 kg

Related products



FOREST PARK, CITY OF

03/28/2024

The design, technical, pricing, and other information ("Information") furnished with this submission is confidential proprietary information of Motorola Solutions, Inc. or the Motorola Solutions entity providing this quote ("Motorola") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola. MOTOROLA, MOTO, MOTOROLA SOLUTIONS, and the Stylized M Logo are trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. © 2020 Motorola Solutions, Inc. All rights reserved.



QUOTE-2579907

03/28/2024

FOREST PARK, CITY OF
4539 JONESBORO RD
FOREST PARK, GA 30297

Dear Jon Baker,

Motorola Solutions is pleased to present FOREST PARK, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide FOREST PARK, CITY OF with the best products and services available in the communications industry. Please direct any questions to Dena Nunz at dena.nunz@deir.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Dena Nunz

Motorola Solutions Manufacturer's Representative



QUOTE-2579907

Billing Address:
 FOREST PARK, CITY OF
 4539 JONESBORO RD
 FOREST PARK, GA 30297
 US

Quote Date:03/28/2024
 Expiration Date:05/27/2024
 Quote Created By:
 Dena Nunz
 dena.nunz@deirr.com

End Customer:
 FOREST PARK, CITY OF
 Jon Baker

Contract: 36273 - SOURCEWELL
 042021-MOT

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000				
1	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	1	\$3,595.00	\$2,624.35	\$2,624.35
1a	H869BZ	ENH: MULTIKEY	1	\$363.00	\$264.99	\$264.99
1b	Q361AR	ADD: P25 9600 BAUD TRUNKING	1	\$330.00	\$240.90	\$240.90
1c	QA00580AC	ADD: TDMA OPERATION	1	\$495.00	\$361.35	\$361.35
1d	QA05100AA	EHN: STD 1 YR WARRANTY APPLIES	1	\$0.00	\$0.00	\$0.00
1e	H38BT	ADD: SMARTZONE OPERATION	1	\$1,320.00	\$963.60	\$963.60
1f	QA09113AB	ADD: BASELINE RELEASE SW	1	\$0.00	\$0.00	\$0.00
1g	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	1	\$567.00	\$413.91	\$413.91
1h	Q629AK	ENH: AES ENCRYPTION AND ADP	1	\$523.00	\$381.79	\$381.79
2	LSV00Q00202A	DEVICE PROGRAMMING	1	\$121.43	\$121.43	\$121.43
3	NNTN8860B	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	1	\$186.50	\$136.15	\$136.15
4	PMMN4065AL	MICROPHONE,IMPRES RSM, IP57	1	\$115.24	\$84.13	\$84.13



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800



QUOTE-2579907

Grand Total

\$5,592.60(USD)

Notes:

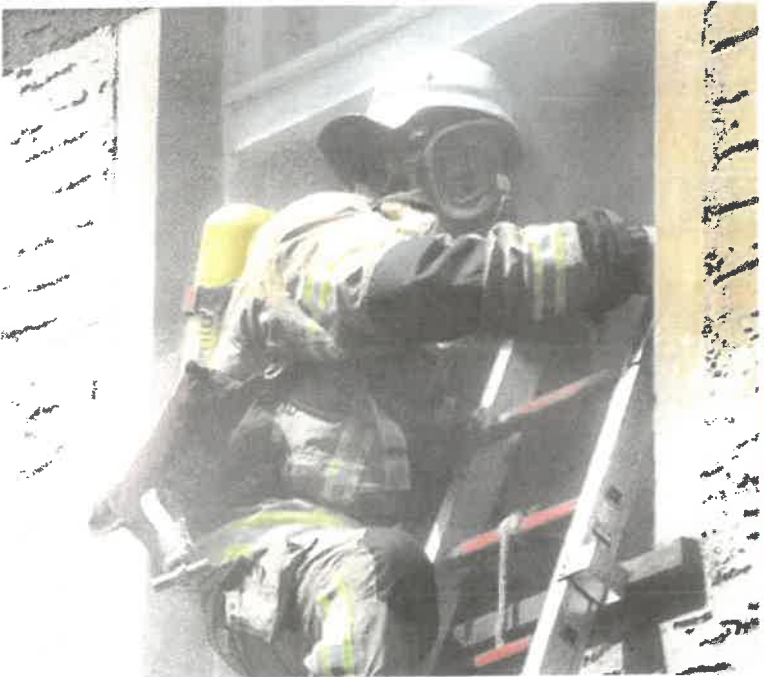
- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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Motorola Solutions, Inc.; 500 West Monroe, United States - #: 36-1115800



Purchase Order Checklist
Marked as PO/ Contract/ Notice to Proceed on Company Letterhead (PO will not be processed without this)
PO Number/ Contract Number
PO Date
Vendor = Motorola Solutions, Inc.
Payment (Billing) Terms/ State Contract Number
Bill-To Name on PO must be equal to the <i>Legal</i> Bill-To Name
Bill-To Address
Ship-To Address (If we are shipping to a MR location, it must be documented on PO)
Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)
PO Amount must be equal to or greater than Order Total
Non-Editable Format (Word/ Excel templates cannot be accepted)
Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept
Ship To Contact Name & Phone #
Tax Exemption Status
Signatures (As required)



FOREST PARK, CITY OF

03/28/2024

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03/28/2024

FOREST PARK, CITY OF
4539 JONESBORO RD
FOREST PARK, GA 30297

Dear Jon Baker,

Motorola Solutions is pleased to present FOREST PARK, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide FOREST PARK, CITY OF with the best products and services available in the communications industry. Please direct any questions to Dena Nunz at dena.nunz@deirr.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Dena Nunz

Motorola Solutions Manufacturer's Representative



QUOTE-2579849

Billing Address:
 FOREST PARK, CITY OF
 4539 JONESBORO RD
 FOREST PARK, GA 30297
 US

Quote Date:03/28/2024
 Expiration Date:05/27/2024
 Quote Created By:
 Dena Nunz
 dena.nunz@deirr.com

End Customer:
 FOREST PARK, CITY OF
 Jon Baker

Contract: 36273 - SOURCEWELL
 042021-MOT

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000 XE				
1	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	1	\$3,595.00	\$2,624.35	\$2,624.35
1a	H869BZ	ENH: MULTIKEY	1	\$363.00	\$264.99	\$264.99
1b	Q361AR	ADD: P25 9600 BAUD TRUNKING	1	\$330.00	\$240.90	\$240.90
1c	QA02006AA	ENH: APX6000XE RUGGED RADIO	1	\$880.00	\$642.40	\$642.40
1d	QA00580AC	ADD: TDMA OPERATION	1	\$495.00	\$361.35	\$361.35
1e	QA05100AA	EHN: STD 1 YR WARRANTY APPLIES	1	\$0.00	\$0.00	\$0.00
1f	H38BT	ADD: SMARTZONE OPERATION	1	\$1,320.00	\$963.60	\$963.60
1g	QA09113AB	ADD: BASELINE RELEASE SW	1	\$0.00	\$0.00	\$0.00
1h	QA01427AB	ALT: IMPACT GREEN HOUSING	1	\$28.00	\$20.44	\$20.44
1i	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	1	\$567.00	\$413.91	\$413.91
1j	Q629AK	ENH: AES ENCRYPTION AND ADP	1	\$523.00	\$381.79	\$381.79
2	LSV00Q00202A	DEVICE PROGRAMMING	1	\$121.43	\$121.43	\$121.43



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
3	NNTN8860B	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	1	\$186.50	\$136.15	\$136.15
4	PMMN4107C	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE.XE500 REMOTE SPKR MIC WITHOUT CHANNEL KNOB, HIGH IMPACT GREEN	1	\$594.00	\$433.62	\$433.62

Grand Total**\$6,604.93(USD)****Notes:**

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



Purchase Order Checklist	
Marked as PO/ Contract/ Notice to Proceed on Company Letterhead (PO will not be processed without this)	
PO Number/ Contract Number	
PO Date	
Vendor = Motorola Solutions, Inc.	
Payment (Billing) Terms/ State Contract Number	
Bill-To Name on PO must be equal to the <i>Legal</i> Bill-To Name	
Bill-To Address	
Ship-To Address (If we are shipping to a MR location, it must be documented on PO)	
Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)	
PO Amount must be equal to or greater than Order Total	
Non-Editable Format (Word/ Excel templates cannot be accepted)	
Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept	
Ship To Contact Name & Phone #	
Tax Exemption Status	
Signatures (As required)	



Item #3.

2825 Airview Boulevard
Kalamazoo, MI 49002 USA

Invoice

9205737705

Bill to: 20135455

212686-5.9 0 7109-1.1 1oz

 FOREST PARK FIRE AND EMS
ATTN: ACCOUNTS PAYABLE DEPARTMENT
4539 JONESBORO RD
FOREST PARK GA 30297 - 3542


Customer Information

Invoice #	9205737705
Invoice Date	03/06/2024
Currency	USD
Payer Number	20135455
Payer Name	FOREST PARK FIRE AND EMS

Ship to

20135455

FOREST PARK FIRE AND EMS
4539 JONESBORO RD
FOREST PARK GA 30297-3542

Remit to :

Electronic Payments: JPMorgan Chase ABA 071000013 (ACH) Account: 1035237 ABA 021000021 (WIRE) SWIFT Code: CHASUS33XXX	Checks: Stryker Sales, LLC 21343 NETWORK PLACE CHICAGO IL 60673-1213 USA
---	---

For product related inquiries please contact:
Stryker Medical Customer Service: 800-327-0770
For accounts and billing related inquiries please contact:
Stryker account receivable: 800-733-2383(Option 2)

Please transmit in CTX format. If CTX is not possible, please send remittance information by email to EFTpayments@stryker.com

Header Information

Customer PO	23-02133	Payment Due Date	04/05/2024
Payment Terms	Net due in 30 days		
Terms of Delivery	PCO ORIGIN		

Item	Item#/GTIN	Description	Quantity / Unit	Unit Price	Extended Price
1	99576-000063 GTIN: 00883873834329	LUCAS 3, 3.1, IN SHIPPING BOX, EN Serial Number 3523GY14	1 PC	15,431.57	15,431.57
Item Total					15,431.57
Freight and Handling					192.89
Gross Amount					15,624.46
Service Level	Ground Carrier	FEDEX EXPRESS			
Tracking Numbers	733632240160				





2825 Airview Boulevard
Kalamazoo, MI 49002 USA

Invoice
9205737705

Tracking Numbers 733632240160

The purchase of products pursuant to this invoice is subject to Stryker's then current terms of sale set forth at (see www.stryker.com/stnc). Any different or additional terms on any purchase order or other document submitted by Buyer are expressly rejected by Stryker. Acceptance of Buyer's purchase order and shipping of Stryker product to Buyer does not serve as acceptance of any such different or additional terms.

The total price shown on this invoice is net of discounts provided at the time of purchase. Some of the products listed on this invoice may be subject to rebates or additional discounts for which separate documentation is provided by Stryker. Customer must (1) claim the value of all discounts and rebates in the fiscal year earned or immediately following fiscal year, (2) properly report and appropriately reflect and allocate prices paid net of all discounts and rebates in Medicare/Medicaid cost reports and all claims for payment filed with third party payers as may be required by law or contract, and (3) provide agents of the United States or a state agency with access to all information from Stryker concerning discounts and rebates upon request.

STRYKER RESERVES THE RIGHT TO CHARGE A 1.5% MONTHLY FINANCE CHARGE (18% PER ANNUM) ON ALL AMOUNTS REMAINING UNPAID AT THE END OF THE NET PERIOD.

NO MERCHANDISE WILL BE ACCEPTED FOR RETURN WITHOUT PRIOR AUTHORIZATION. TO OBTAIN A RETURN AUTHORIZATION OR TO REPORT DISCREPANCIES, PLEASE CALL CUSTOMER SERVICE AT THE NUMBER INDICATED ABOVE. Please refer to www.stryker.com/returnpolicy for Stryker's product return policies.

Andrew Gelmini
EMS Coordinator

City of Forest Park
Department of Fire and Emergency Services
2336 Anvil Block Road • Forest Park, GA 30297

Chiefs,

Attached you will find a quote for 1 LUCAS v3.1. The LUCAS Device is a plunger type automatic chest compression system designed to deliver regulated and consistent chest compressions to a victim of out of hospital cardiac arrest. This device further offers the users the ability to use this device during transport minimizing the amount of people standing up, unrestrained in the back of an ambulance. This device is being requested to replace the current LUCAS v2 that is house on Battalion 1. This device is used in the event that all ambulances are out of the City and a patient requires the care that this device offers while awaiting a transport unit. The current LUCAS v2 is beyond its useful life by manufacturers standards and has required repairs recently to function. This device is also nearing the end of ProCare coverage as parts and technology to service this device have been upgraded and are harder and more expensive. I would like to replace the Battalion 1 LUCAS with a v3.1 with ProCare coverage for 5 years after the warranty period to cover any and all issues, updates, and maintenances. The currently owned LUCAS v2, I am requesting be placed in the Training Division for use in Initial EMS Education.

Thank you,



Andrew Gelmini, A.S., NRP, I/C-P
EMS Coordinator, Forest Park Fire and Emergency Services



Phone: (404)608-2383 • Fax: (404)608-2385 • E-Mail: fpfire@forestparkga.gov



Serving Self-Service & On-Premise Laundries throughout the South since 1980

Wholesale Commercial Laundry Equipment S.E., LLC

If it's laundry equipment, we've got it.

2950 HIGHWAY 77
SOUTHSIDE, AL 35907

1-866-5GIRBAU (544-7228)
FAX: 1-256-413-0955
Serving: AL, FL, GA, MS, NC, SC, TN, PA, NJ, DE

Invoice

Date	Invoice #
3/13/2024	39720

Bill To CITY OF FOREST PARK F.D. DAVID HALCOME 2236 ANVIL BLOCK RD. FOREST PARK, GA 30297	Ship To CITY OF FOREST PARK F.D. GEOFF MAY 4539 JONESBORO ROAD FOREST PARK, GA 30297
--	---

Check out our online parts store at www.alaundryman.com for DEEP discounts on your needed parts. New parts added daily!
Our online store also contains free PDF downloads of many of our available parts manuals! Check it out today!

Customer PO	Terms	Due Date	Rep	Our PO
23-03179		3/13/2024	DEB	18436

Item	Description	Qty	Rate	Returns	Amount
XDH-4	CONTINENTAL OPL XD SERIES EXPRESS DRY GEAR DRYER, TURN OUT GEAR TYPE, STATIONARY STICKMAN, DIGITAL DISPLAY CONTROL, WITH HEAT, REMOVABLE BLOWER, 240/60/1 VOLTAGE, 4-PLACE UNIT. G10365, G10382	2	13,825.00		27,650.00
FREIGHT	SHIPPING & HANDLING CHARGES DROP SHIP WITH LIFT GATE AND APPOINTMENT TO FS #1 - GEOFF MAY, DEPUTY CHIEF OPS 470-591-9113 gmay@forestparkga.gov	1	895.00		895.00

Customer Understands & Agrees There Are No Returns On Electrical, Electronic, Or Special Order Parts. New Equipment Comes With A Manufacturers 3/5 Year Limited Warranty, & Covers Defects In Workmanship & Or Material. Please See Warranty Bond For Details. Warranty Replacement Parts Must Be Purchased. Once the Defective Part Is Returned To The Manufacturer & Credit Is Issued By The Manufacturer, A Credit Will Be Issued To The Customer. All Related Shipping Charges For The Incoming Replacement Part & Return Of The Defective Part To The Manufacturer Is The Sole Responsibility Of The Purchaser. All Warranty Information Must be Provided At The Time Of Purchase Of The Replacement Part, Including Machine Model# Serial# Installation Date & Specific Condition Or Failure Of The Defective Part. Abuse, Vandalism, Improper Operation Or Other Conditions Not Tied To A Defect In Materials Or Workmanship Is Not Covered. Labor Is Not Covered Unless Specifically Noted On Sales Contract or Invoice.


Subtotal	\$28,545.00
Sales Tax (0.0%)	\$0.00
Total	\$28,545.00
Payments/Credits	\$0.00
Balance Due	\$28,545.00
getparts@alaundryman.com	
www.alaundryman.com	

Customer understands and agrees to pay 1.5% interest per month on past due balances. Customer understands and agrees that should Past Due Balances exceed 15 days past the due date, Wholesale Commercial Laundry Equipment SE LLC may take legal action to collect past due balances, Customer understands and agrees that they shall be responsible for all costs incurred in the collections of said past due balances. Invoice price reflects factory rebates, discounts & special pricing. Parts or equipment that is drop shipped to the customer is FOB. Customer cannot refuse shipment, and is responsible for filing freight damage claims with the carrier. Deposits are Non- Refundable once order is placed.

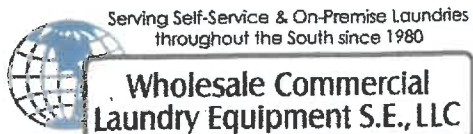
*** IF YOU BELIEVE THE INFO IN THIS INVOICE TO NOT BE CORRECT- YOU HAVE 21 DAYS FROM THE DATE OF THE INVOICE TO CONTEST- OTHER WISE NO ALTERATIONS WILL BE CONSIDERED***

Terms	P.O. Number	Ship Via
-------	-------------	----------

Item #3.

Line	Qty	Description	Unit Price	Ext. Price
1	2	XDH-4 RAM-AIR / CONTINENTAL-GIRBAU OPL XDH-4 HEATED EXPRESS DRY GEAR DRYER -4-PLACE UNIT, Capacity: Up to 4 sets of turnout gear, 16 Accessory drying ports for gloves, helmets balaclavas, Touchscreen Control, with heat, and no heat, timed options or continuous drying. Maximum temperature programable up to 105 degree, Dimensions: 72" W X 28" D x 78" H, 220-240/60/1/20A.	\$13,825.00	\$27,650.00
				
2	1	INSTALLATION START UP OPTIONAL - DELIVER DRYERS INTO STATIONS 1 + 2, UNCRATE, ASSEMBLE AND CONNECT TO OWNER PROVIDED ELCTRIC CONNECTION. OUTLET MUST BE WITHIN 5' OF THE BLOWER MOTOR OF THE DRYER AND BE OF THE PROPER SIZE. START UP, TESTING AND TRAINING FOR ALL RELEVANT PERSONNEL.	\$0.00	\$0.00
3	1	WARRANTY 3 YEARS FACTORY WARRANTY, 90 DAYS LABOR W/INSTALLATION.	\$0.00	\$0.00

ORDERS REQUIRE A 20% NON-REFUNDABLE DEPOSIT. ORDER CANCELLATION IS SUBJECT TO A 25% RESTOCKING FEE. ORDER IS SECURED WITH UCC-1 FILING. PRICES ARE VALID FOR 90 DAYS, PRICES ARE BASED UPON TOTAL PURCHASE PAYABLE BY CASH OR CHECK CREDIT CARD PAYMENTS WILL INCUR AN ADDITONAL 4%.



Serving Self-Service & On-Premise Laundries throughout the South since 1980

Wholesale Commercial Laundry Equipment S.E., LLC

If it's laundry equipment, we've got it.

2950 Highway 77, Southside, AL 35907
t. 256-413-7623 f. 256-413-0955

QUOC Item #3.

Number AAAQ4991

Date Feb 2, 2024

Sold To

CITY OF FOREST PARK FIRE DEPT
GEOFF MAY
4539 JONESBORO ROAD
FOREST PARK, GA 30297

Phone 770-652-4811
Fax

Here is the quote you requested.

Ship To

CITY OF FOREST PARK FD # 1+ 2
GEOFF MAY
4539 JONESBORO ROAD
FOREST PARK, GA 30297

Phone 770-652-4811
Fax

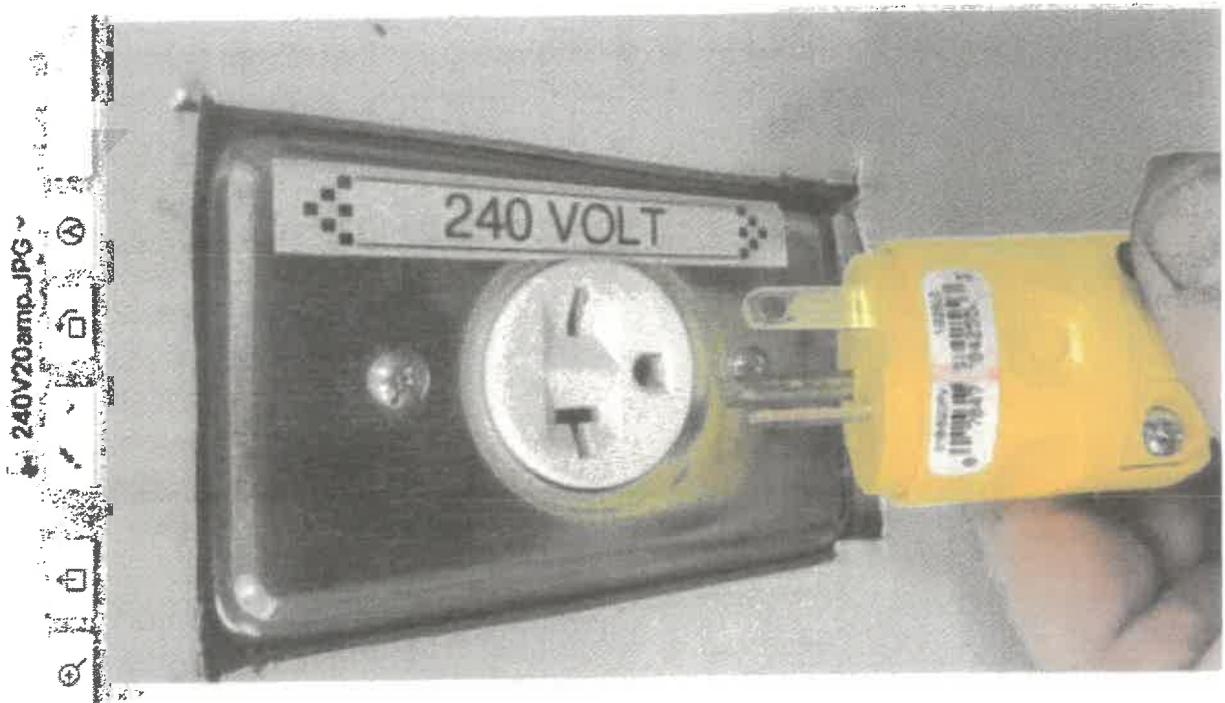
Your Sales Rep

Jim
404-416-4406
JIM@ALAUNDRYMAN.CO
M

Line	Qty	Description	Unit Price	Ext. Price
<p>WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. CUSTOMER UNDERSTANDS AND AGREES THERE ARE NO RETURNS ON ELECTRICAL, ELECTRONIC, OR SPECIAL ORDER PARTS/EQUIPMENT. CUSTOMER UNDERSTANDS AND AGREES THAT PARTS OR EQUIPMENT THAT IS DROP SHIPPED TO THE CUSTOMER IS FOB. CUSTOMER CANNOT REFUSE SHIPMENT, AND IS RESPONSIBLE FOR FILING FREIGHT DAMAGE CLAIMS (IF ANY) WITH THE CARRIER. WARRANTIES ARE AS PROVIDED BY THE MANUFACTURER, PLEASE SEE SPECIFIC WARRANTY BOND FOR DETAILS. WARRANTY REPLACEMENT PARTS MUST BE PURCHASED, ONCE THE DEFECTIVE PART IS RETURNED TO THE MANUFACTURER AND CREDIT IS ISSUED BY THE MANUFACTURER, CREDIT WILL BE ISSUED TO THE CUSTOMER, ALL RELATED SHIPPING CHARGES FOR THE INCOMING REPLACEMENT PART AND THE RETURN OF THE DEFECTIVE PART TO THE MANUFACTURER IS THE SOLE RESPONSIBILITY OF THE PURCHASER. ALL WARRANTY INFORMATION MUST BE PROVIDED AT THE TIME OF THE PURCHASE OF THE REPLACEMENT PART INCLUDING MACHINE MODEL # MACHINE SERIAL #, INSTALLATION DATE, AND SPECIFIC CONDITION OF FAILURE OF THE DEFECTIVE PART. ABUSE VANDALISM, IMPROPER OPERATION OR OTHER CONDITIONS NOT SPECIFICALLY TIED TO A DEFECT IN MATERIALS OR WORKMANSHIP IS NOT COVERED. LABOR IS NOT COVERED UNLESS SPECIFICALLY NOTED ON THE INVOICE. CUSTOMER UNDERSTANDS AND AGREES TO PAY 1.5% INTEREST PER MONTH ON PAST DUE BALANCES. CUSTOMER UNDERSTANDS AND AGREES THAT SHOULD PAST DUE BALANCES EXCEED 15 DAYS PAST THE DUE DATE, WHOLESALE COMMERCIAL LAUNDRY EQUIPMENT SE LLC MAY TAKE LEGAL ACTION TO COLLECT PAST DUE BALANCES.</p>			SubTotal	\$27,650.00
			Tax	\$0.00
			Shipping	\$645.00
			Total	\$28,295.00

Please contact me if I can be of further assistance.

ORDERS REQUIRE A 20% NON-REFUNDABLE DEPOSIT. ORDER CANCELLATION IS SUBJECT TO A 25% RESTOCKING FEE. ORDER IS SECURED WITH UCC-1 FILING. PRICES ARE VALID FOR 90 DAYS, PRICES ARE BASED UPON TOTAL PURCHASE PAYABLE BY CASH OR CHECK CREDIT CARD PAYMENTS WILL INCUR AN ADDITIONAL 4%.



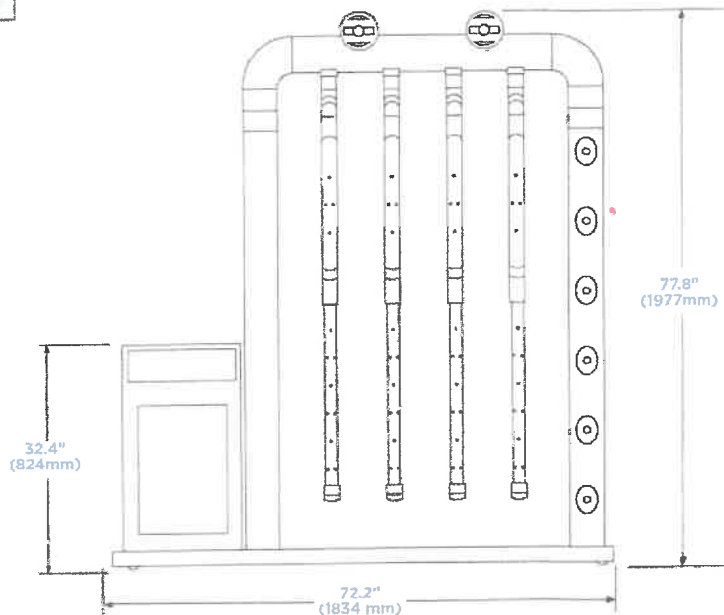
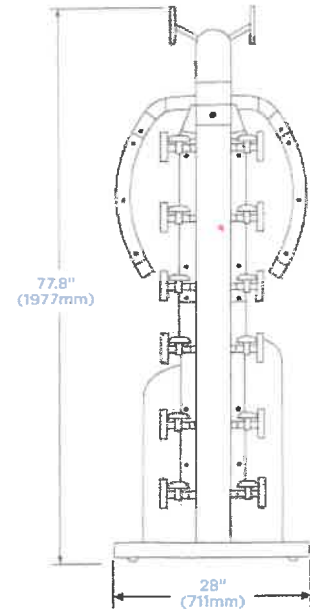
XD-4 / XDH-4

EXPRESSDRY GEAR DRYER

ARCHITECTURAL/MECHANICAL
PRODUCT SPECIFICATIONS

PRODUCT SPECS	TG-4 (no heat)	TG-4H (with heat)
Maximum Number of Gear Sets		4
Number of Accessory Drying Ports		12
Machine Dimensions <i>inch</i> WxDxH	72.2 x 28 x 77.8	
Shipping Dimensions <i>inch</i> WxDxH	75 x 30 x 40	
Machine Weight <i>lbs</i>	303	311
Shipping Weight <i>lbs</i>	362	370
Constructed Material	stainless steel / 12 gauge steel / powder coated paint	
Caster Type	360° swivel	
Motor Power <i>Hp</i>	1	
Motor Speed <i>rpm</i>	3450	
Air Flow <i>cfm</i>	800	
Available Voltages	120/60/1	220/60/1
Breaker Size Required <i>Amp</i>	15	20
Amps	7.8	10.9
Fan Diameter <i>inch</i>	10-5/8	
Fan Wheel Bore <i>inch</i>	5/8	
Thermal Protection	auto	—
Timed Interval Selections	2 - 4 - 8 or 12 hours	
Max Temperature	n/a	105° F
Control Type	Touchscreen	

* Specifications subject to change without notice or obligation. Contact Continental Girbau at (800) 256-1073 for dimensions not shown or for clarification.



JHB Group, Inc.

8545 Pyott Rd
 Lake In The Hills, IL 60156
 US
 team@jhbgroup.org
 www.JHBGroup.org



Estimate

<p>ADDRESS Forest Park Fire and Emergency Services 2336 Anvil Block Rd Forest Park, GA 30297</p>	<p>SHIP TO Forest Park Fire and Emergency Services 2336 Anvil Block Rd Forest Park, GA 30297</p>	<p>ESTIMATE DATE EXPIRATION DATE</p>	<p>27FSS-FPGA.1 03/27/2024 04/30/2024</p>
---	---	---	---

DATE	DESCRIPTION	QTY	RATE	AMOUNT
	Fire Safety Simulator - 27FT Configuration	1	140,737.08	140,737.08
	Fire Safety Simulator- 27FT	1	140,737.08	
	Aluminum Tube Construction	1	0.00	
	Cross Members 16 O/C	1	0.00	
	V-Nose Design	1	0.00	

14,000BTU				
PowerAwning - 16ft PowerAwning with Weatherguard	PowerAwning - 16ft PowerAwning with Weatherguard	1	0.00	
Swivel Rear Skid Bogie Wheel	Swivel Rear Skid Bogie Wheel	2	0.00	
3M Commercial VHB Tape	3M Commercial VHB Tape	1	0.00	
3M High Grade Silicone	3M High Grade Silicone	1	0.00	
Exterior TV Compartment with 37In LED TV	JHB-OPT-39EXT Custom Exterior TV Compartment with 37In LED Smart TV. 110V Outlet. HDMI Input. Wall Mount Bracket.	1	2,398.00	2,398.00
Severe Weather Package - FSS	JHB-FSS-SVRWTH : Shake, Rattle and Roll Severe Weather System featuring 4 types of weather emergencies with special lighting, sound and vibration effects. Only available with Fire Safety Simulators (JHB-FSS-27).	1	7,992.60	7,992.60
FSS-Industrial/Utility Hazard Package	JHB-FSS-BBQ Flammable liquids cabinet with hidden TV, electrical hazard, leaking gas hazard, lock-out tag-out and BBQ grill simulator. Available option with HAT-FS-TL.	1	9,650.30	9,650.30
PolyCorAP- Exterior - 27FT	JHB-PSP-POLY27 Poly-Cor AP is structurally designed to prevent oil canning even in extreme temperatures, and has a polyester paint that can be easily cleaned with standard household cleaning products. Poly-Cor AP makes for a cooler, brighter, quieter and better looking trailer.	1	5,900.00	5,900.00
Custom Graphic Package - Partial Wrap	JHB-ART-PAR Partial graphics package with custom design, printing of 3M vinyl and installation.	1	7,879.00	7,879.00
FIAR - Augmented Reality Fire Extinguisher Training System	JHB-ARVR-FIAR Includes FIAR Fire Extinguisher Training System. FIAR App, 10# Fire Extinguisher, FIAR Handle, iPad Pro, Chargers, Laser-cut Pelican Case, 2dz Spare Shear Pins, Quickstart Magnets, Manuals and Training Video.	1	14,516.25	14,516.25
Transport Prep & Virtual Training		1	1,250.00	1,250.00

SUBTOTAL	190,323.23
TAX	0.00
SHIPPING	7,203.12
TOTAL	\$197,526.35

FIRE SAFETY SIMULATOR

HANDS-ON LEARNING DESIGNED BY FIREFIGHTERS



JHB-FSS-27 Fire Safety Simulator
 The most advanced fire safety education unit featuring all-ages programming, interactive hazard props and immersive learning systems.



Our simulators are designed and built for your needs including: size, theme, branding and other innovative options.



Innovation that brings the training to life without placing the individual in harm's way



Easy wheelchair access with low profile rear ramp, two foot extension, torsion axles and zero thresholds.



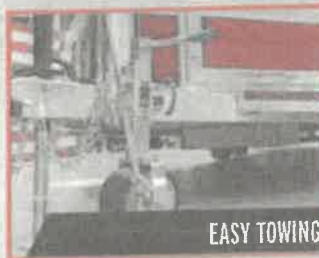
Interactive hazard props including Kitchen, Bedroom, BBQ Grill, Industrial and other Multidimensional Hazard Props.



Control lighting, operate awnings and monitor cameras remotely with the use of an iPad.



Designed with the operator in mind, the trailer includes an XO ratchet jack set up, tablet control system, and CCTV cameras.



Short overall length and lighter weight, all-aluminum construction makes for easy towing.



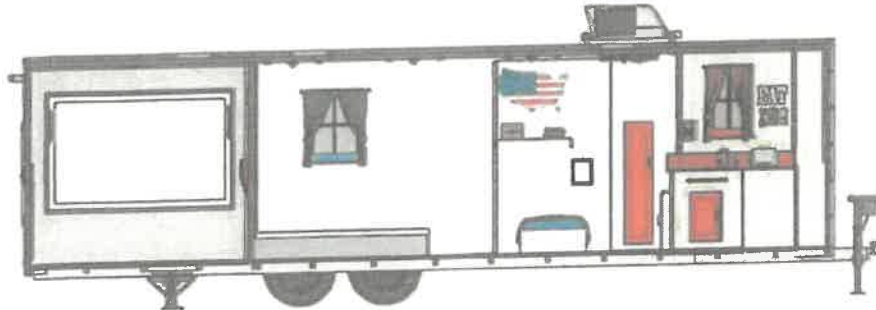
On-board solar charging system, so you're never without power.

FIREFIGHTER OWNED AND OPERATED

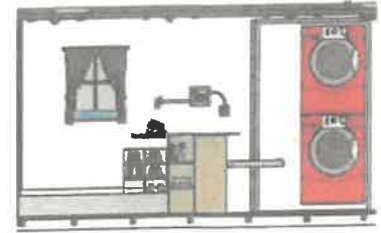
JHBGROUP.ORG

FIRE SAFETY SIMULATOR

HANDS-ON LEARNING DESIGNED BY FIREFIGHTERS



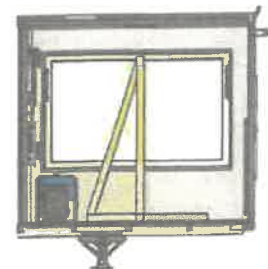
PASSENGER SIDE INTERIOR with BEDROOM OPTION



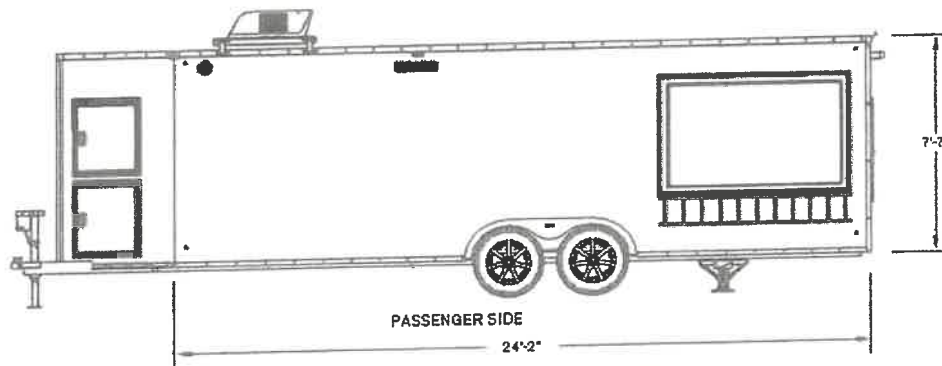
LAUNDRY ROOM OPTION



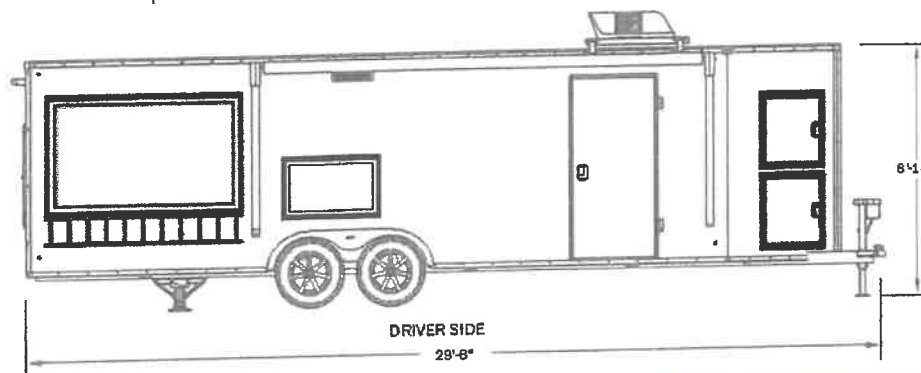
DRIVER SIDE INTERIOR with INDUSTRIAL / BBQ OPTION



FORCIBLE ENTRY PROP OPTION



PASSENGER SIDE
24'-2"



DRIVER SIDE
29'-8"

FIREFIGHTER OWNED AND OPERATED

JHBGROUP.ORG

FiAR Fire Extinguisher

AUGMENTED REALITY FIRE SAFETY TRAINING

FiAR Augmented Reality Fire Extinguisher

FiAR is the world's first AR fire extinguisher training system, delivering the most immersive experience possible for a variety of teaching and training needs. Utilizing 3D innovation, FiAR makes every room the training room, with realistic scenarios, reactive simulation, and quick program customization to meet the training needs of today and tomorrow.



- BETTER TRAINING
- MORE REALISTIC
- FULLY RESPONSIVE
- LESS HASSLE



Easy Set Up

- Sets up in less than a minute
- "Quick Start" capability
- Stored scenarios



Fully Customized Scenarios

- Choose the extinguisher
- Set safe distances
- Custom fire behavior



3D Mapping Technology

- With 3D mapping - every room becomes a training room.
- Create lifelike fire scenarios.
- Add realistic 3D props.



Responsive Teaching & Training

- Learn the steps of P.A.S.S.
- Reacts if you turn away
- Feedback for participants



Included in the Package:

- Patented FiAR application
- 10 lb fire extinguisher
- iPad
- Pelican Case
- Chargers
- Quick start magnets
- Spare extinguisher pins
- Training manual



FIREFIGHTER OWNED AND OPERATED
WWW.JHBGROUP.ORG

CALL US (657)667-3473





(877) 637-3473

Quote

Quote # QT1773804
 Date 01/04/2024
 Expires 02/23/2024
 Sales Rep Adams, Jeremy L
 Shipping Method FedEx Ground
 Customer FOREST PARK FIRE DEPT(GA)
 Customer # C64692

Bill To
 FOREST PARK FIRE DEPT
 2336 Anvil Block Road
 Forest Park GA 30297
 United States

Ship To
 FOREST PARK FIRE DEPT
 2336 Anvil Block Road
 Forest Park GA 30297
 United States

Item	Alt. Item #	Units	Description	QTY	Unit Price	Amount
SPX-2KIT			SUPER X 2 Strut Kit Short Struts	2	\$10,846.00	\$21,692.00
SPX-12EX			SUPER X 1' EXTENSION	2	\$480.00	\$960.00
SPX-24EX			Super-X Struts 2' Extension	2	\$521.00	\$1,042.00
1070-Yellow			Jumbo Lock	8	\$67.00	\$536.00
Subtotal						\$24,230.00
Shipping Cost						\$400.00
Tax Total						\$0.00
Total						\$24,630.00

This Quotation is subject to any applicable sales tax and shipping and handling charges that may apply. Tax and shipping charges are considered estimated and will be recalculated at the time of shipment to ensure they take into account the most current information.

All returns must be processed within 30 days of receipt and require a return authorization number and are subject to a restocking fee.

Custom orders are not returnable. Effective tax rate will be applicable at the time of invoice.





(877) 637-3473

Invoice

Invoice # IN2005824
Date 02/12/2024
Terms Net 30
Due Date 03/13/2024
Customer # C64692
PO # David Flagg- Battalion Chief
Sales Rep Adams, Jeremy L
Sales Order SO1859185

Bill To
 FOREST PARK FIRE DEPT
 2336 Anvil Block Road
 Forest Park GA 30297
 United States

Ship To
 FOREST PARK FIRE DEPT
 2336 Anvil Block Road
 Forest Park GA 30297
 United States

Item #	Description	QTY	Units	Back Ordered	Unit Price	Amount
SPX-2KIT	SUPER X 2 Strut Kit Short Struts	2		0	\$10,846.00	\$21,692.00
SPX-12EX	SUPER X 1' EXTENSION	2		0	\$480.00	\$960.00
SPX-24EX	Super-X Struts 2' Extension	2		0	\$521.00	\$1,042.00
1070-Yellow	Jumbo Lock	8		0	\$67.00	\$536.00

Subtotal \$24,230.00
Shipping Cost \$400.00
Tax Total \$0.00
Total \$24,630.00
Amount Due \$24,630.00

Tracking #: 1ZA84K930308954219

All returns must be processed within 30 days of receipt and require a return authorization number and are subject to a restocking fee.
 Custom orders are not returnable.
 All payments must be clearly marked with the Customer and Invoice numbers. Payments not marked will be applied to the oldest invoice first.

PLEASE NOTE OUR REMITTANCE ADDRESS HAS CHANGED AND CHECKS WILL BE RETURNED IF NOT SENT TO THE ONE ON THE REMITTANCE SLIP.

Wire/ ACH:
 Routing#: 121000248
 Acct#: 2000030294606
 Bank Name: Wells Fargo Bank, N.A.

Wire/ ACH Remittance Advice: AR@MESFIRE.COM
 Please include Customer# and Invoice#

Please call us for invoice questions:
 1-877-MES-FIRE (1-877-637-3473)

Remittance Slip

Customer C64692 FOREST PARK FIRE DEPT(GA)
Invoice # IN2005824
Amount Due \$24,630.00
Amount Paid _____

Make Checks Payable To
 MUNICIPAL EMERGENCY SERVICES, INC.
 PO BOX 856892
 MINNEAPOLIS, MN 55485-6892



IN2005824

CITY OF FOREST PARK PURCHASE REQUISITION FORM

For purchases valued \$1,000 and up

This form must be completed prior to creating a Purchase Order

Department : Fire	Requisition Date: 1/16/2024
Prepared By: <i>Dep. Chief D. Hester</i>	
This Requisition is for:	
<input type="checkbox"/> Services	2 sets of Super X Struts with 1' and 2' extensions and Jumbo Locks.
<input checked="" type="checkbox"/> Goods	See attachment.
<input type="checkbox"/> Public Works Construction	
<input type="checkbox"/> Other	<i>ENGINE 2 & ENGINE 3</i>
See attached <u>3</u> page(s) or _____ line item(s) and attached specifications _____ pages	

Budget

Attach proof of available funds and provide the following:

Budget Line Item: Fire Fighting Equip. 100-61-3520-53-1136	Cost of goods or services: \$24,630.00
Funds Available: \$179,907.30	

Vendor

New vendors must complete the Vendor/Supplier Information Form and provide a w-9 and E-Verify Affidavit.

Select whether vendor is a new or current vendor of the City and provide the following:

<input type="checkbox"/> New <input checked="" type="checkbox"/> Current	Vendor Name: MES - Municipal Emergency Services
Current Vendor Number:	01-026760
If Statewide Contract, provide the following: (Attach one quote. Three quotes are not needed)	
Statewide Contract ID number:	GS-07F-0348V Expires 6/2024
If Requisition is replacing a current Contract, provide the following:	
Current Contract Number: 887-637-3473	Contract Expiration Date:

Solicitation

Complete this section only if a formal bid or RFP advertisement is needed.

Also attach Solicitation Request Form.

Estimated cost of goods or services:	\$24,630.00
Is cooperative purchase option available?	No
Date goods or services are needed:	When Available

Signatures

Department Head Authorization:	<i>[Signature]</i>	Date: 1/24/24
Purchasing Authorization:	<i>[Signature]</i>	Date: 1/31/24
Finance Director:	<i>[Signature]</i>	Date: 1-31-24
City Manager:	<i>[Signature]</i>	Date: 2-1-24

- Instructions:**
1. Complete requisition form in its entirety. (No previous versions of the Requisition Form will be accepted)
 2. Attach 3 quotes (or justification if 3 quotes could not be obtained) and proof of budgeted funds.
 3. Have New Vendors to send Vendor Information Form, w-9, and E-Verify directly to accountspayable@forestparkga.gov.
 4. Email Requisition form and additional documents to procurement@forestparkga.gov.
 5. Once a fully signed requisition has been returned to you, create PO and proceed with purchase.
 6. Once service is received, submit signed Requisition, Invoice, and PO to Accounts Payable (copy Procurement) for payment.

Please complete, sign, and return Requisition Form along with all required documents to procurement@forestparkga.gov
 Requisition will not be approved and PO will not be paid if not completed properly.





MUNICIPAL EMERGENCY SERVICES

(877) 637-3473

Invoice

Invoice # IN2005140
Date 02/09/2024
Terms Net 30
Due Date 03/10/2024
Customer # C64692
PO # Ian Hogan- Captain
Sales Rep Adams, Jeremy L
Sales Order SO1860848

Bill To
 FOREST PARK FIRE DEPT
 2336 Anvil Block Road
 Forest Park GA 30297
 United States

Ship To
 FOREST PARK FIRE DEPT
 2336 Anvil Block Road
 Forest Park GA 30297
 United States

Item	Description	QTY	Unit Price	Amount
201275-01	EPIC 3 Voice Amplifier (Individually Packaged)	25	\$652.53	\$16,313.25

Subtotal \$16,313.25
Shipping Cost \$0.00
Tax Total \$0.00
Total \$16,313.25
Amount Due \$16,313.25

Tracking #: 6132820349

All returns must be processed within 30 days of receipt and require a return authorization number and are subject to a restocking fee.
 Custom orders are not returnable.
 All payments must be clearly marked with the Customer and Invoice numbers. Payments not marked will be applied to the oldest invoice first.

PLEASE NOTE OUR REMITTANCE ADDRESS HAS CHANGED AND CHECKS WILL BE RETURNED IF NOT SENT TO THE ONE ON THE REMITTANCE SLIP.

Wire/ ACH:
 Routing#: 121000248
 Acct#: 2000030294606
 Bank Name: Wells Fargo Bank, N.A.

Wire/ ACH Remittance Advice: AR@MESFIRE.COM
 Please include Customer# and Invoice#

Please call us for invoice questions:
 1-877-MES-FIRE (1-877-637-3473)

Remittance Slip

Customer C64692 FOREST PARK FIRE DEPT(GA)
Invoice # IN2005140
Amount Due \$16,313.25
Amount Paid _____

Make Checks Payable To
 MUNICIPAL EMERGENCY SERVICES, INC.
 PO BOX 856892
 MINNEAPOLIS, MN 55485-6892



IN2005140

CITY OF FOREST PARK PURCHASE REQUISITION FORM

For purchases valued \$1,000 and up


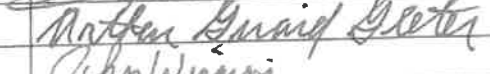

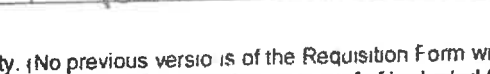
This form must be completed prior to creating a Purchase Order

Department :	Fire	Requisition Date:	1/24/2024
Prepared By:	Dep. Chief David Halcome		
Explanation			
This Requisition is for:		25 Epic 3 Voice Amplifiers.	
<input type="checkbox"/> Services	Used to amplify the voice during radio traffic while wearing a		
<input checked="" type="checkbox"/> Goods	SCBA Face piece on the fire ground.		
<input type="checkbox"/> Public Works Construction	GSA Contract - Sourcewell		
<input type="checkbox"/> Other _____			
Justification for Request:			
See attached <u>2</u> page(s) or _____ line item(s) and attached specifications _____ pages			

Budget			
Attach proof of available funds and provide the following:			
Budget Line Item:	Radio Equipment 100-61-3510-52-2209	Cost of goods or services:	\$16,313.25
Funds Available:	\$39,697.05		

Vendor			
New vendors must complete the Vendor/Supplier Information Form and provide a w-9 and E-Verify Affidavit			
Select whether vendor is a new or current vendor of the City and provide the following:			
<input checked="" type="checkbox"/> New	<input type="checkbox"/> Current	Vendor Name:	MES (Municipal Emergency Services)
Current Vendor Number:		01-026760	
If Statewide Contract, provide the following: (Attach one quote. Three quotes are not needed)			
Statewide Contract ID number:		GS-07F-0348V EXPIRES 6/2024	
If Requisition is replacing a current Contract, provide the following:			
Current Contract Number:		877-637-3473	
		Contract Expiration Date:	

Solicitation			
Complete this section only if a formal bid or RFP advertisement is needed			
Also attach Solicitation Request Form			
Estimated cost of goods or services:	\$16,313.25		
Is cooperative purchase option available?	No		
Date goods or services are needed:	When Available		

Signatures			
Department Head Authorization:		Date:	1/25/2024
Purchasing Authorization:		Date:	1/31/24
Finance Director:		Date:	1-31-24
City Manager:		Date:	2-01-24

- Instructions:**
1. Complete requisition form in its entirety. (No previous version of the Requisition Form will be accepted)
 2. Attach 3 quotes (or justification if 3 quotes could not be obtained) and proof of budgeted funds.
 3. Have New Vendors to send Vendor Information Form, w-9, and E-Verify directly to accountspayable@forestparkga.gov.
 4. Email Requisition form and additional documents to procurement@forestparkga.gov.
 5. Once a fully signed requisition has been returned to you, create PO and proceed with purchase.
 6. Once service is received, submit signed Requisition, invoice, and PO to Accounts Payable (copy Procurement) for payment.

Please complete, sign, and return Requisition Form along with all required documents to procurement@forestparkga.gov
Requisition will not be approved and PO will not be paid if not completed properly.



FOREST PARK, GA

A RESOLUTION BY COUNCILMEMBERS KIMBERLY JAMES, DABOUZE ANTOINE, HECTOR GUTIERREZ, LATRESA AKINS-WELLS, AND ALLAN MEARS TO PURCHASE EQUIPMENT FOR THE FIRE AND EMS DEPARTMENT.

WHEREAS, the City of Forest Park (“City”) is a municipal corporation duly organized and existing under the laws of the State of Georgia and is charged with being fiscally responsible concerning the use and expenditure of all public funds; and

WHEREAS, the City’s Fire and EMS Department finds it necessary to purchase the equipment outlined on Exhibit A, attached hereto and incorporated herein, to can better serve the growing needs of the City; and

WHEREAS, this equipment is necessary to protect the health, safety, and welfare of the citizens of Forest Park; and

THEREFORE, THE CITY COUNCIL OF THE CITY OF FOREST PARK HEREBY RESOLVES:

SECTION 1. Approval of Vendors. The quotes from the vendors outlined for the equipment listed on Exhibit A as presented to the Council on April 15, 2024, are hereby approved and/or ratified.

SECTION 2. Public Record. This document shall be maintained as a public record by the City Clerk and shall be accessible to the public during all normal business hours of the City of Forest Park.

SECTION 3. Authorization of Execution. The Mayor is hereby authorized to sign all documents necessary to effectuate this Resolution.

SECTION 4. Attestation. The City Clerk is authorized to execute, attest to, and seal any documents which may be necessary to effectuate this ordinance, subject to approval as to form by the City Attorney.

SECTION 5. Effective Date. This resolution shall become effective immediately upon its adoption by the Mayor and City Council of the City of Forest Park as provided in the City Charter.

SO RESOLVED this 15th day of April, 2024.

Angelyne Butler, Mayor

ATTEST:

City Clerk (SEAL)

APPROVED AS TO FORM:

City Attorney

EXHIBIT A

Equipment	Purpose	Amount	Vendor	Procurement Method
Two (2) Keiser Sleds for Fire Stations 2 and 3	For training and conditioning exercises	\$10,176.51	Kaiser	State Contract
Four (4) Portable Radios	For fire administration staff to stay in communication with officers and shift staff while responding to emergency calls and providing related services	\$22,370.00	Motorola Solutions	State Contract
Five (5) Replacement Radios	To replace radio for first responders that have reached the end of their useful life	\$33,024.65	Motorola Solutions	State Contract
Lucas 3 V3 Chest Compression System	To replace outdated unit for CPR on cardiac arrest patients	\$15,624.46	Stryker Medical	Ratification of prior purchase
Two (2) Bunker Gear Dryers for Fire Stations 1 and 2	To install dryers that are specifically designed to dry suppression (bunker) gear only; one is already located at Fire Station 3.	\$ 28,545.00	Wholesale Commercial Laundry Equipment SE LLC	Ratification of prior purchase
Fire Prevention Trailer	To provide fire safety education and training to the public	\$197,526.35	JHB Group	State Contract
Two (2) Super X Struts with 1' and 2' extensions and eight (8) Jumbo Locks for Engines 2 and 3	To stabilize vehicles or equipment during emergencies to ensure first responder and patient safety	\$24,630.00	Municipal Emergency Services	State Contract
Twenty-five (25) Voice Amps	To improve radio communication while firefighters wear self-contained breathing apparatuses (SCBA masks) when responding to emergencies	\$16,313.25	Municipal Emergency Services	State Contract

File Attachments for Item:

4. Council Discussion and Approval to enter into a contract with Garrard Construction to make exterior repairs to the Rite Aid Building in the amount of \$28,319.00-Planning and Community Development Department

Background/History:

As part of the city's efforts to revitalize the downtown area, the city is renovating the facility formally known as Rite-Aid , which is located on Forest Parkway. The 10,864 square feet space will feature a dual kitchen incubator, food vendor spaces, coffee vendor spaces, an area for beverages, creative spaces, meeting spaces, and a multi-purpose stage. The design will be based on preliminary drawings completed by Precision Planning, Inc. (PPI) and presented to the Mayor and Council on November 6, 2023. The Garrard Construction Company will make repairs to the exterior of the building as outlined in the attached proposal. This project is funded by CBDG federal funds, which must be encumbered by May 1, 2024.



CITY OF
FORESTPARK

City Council Agenda Item

Title of Agenda Item: Council Discussion and Approval to enter into a contract with Garrard Construction to make exterior repairs to the Rite Aid Building in the amount of \$28,319.00

Submitted By: James Shelby, Interim Director of PCD

Date Submitted: April 10, 2024

Work Session Date: April 15, 2024

Council Meeting Date: April 15, 2024

Background/History:

As part of the city's efforts to revitalize the downtown area, the city is renovating the facility formally known as Rite-Aid , which is located on Forest Parkway. The 10,864 square feet space will feature a dual kitchen incubator, food vendor spaces, coffee vendor spaces, an area for beverages, creative spaces, meeting spaces, and a multi-purpose stage. The design will be based on preliminary drawings completed by Precision Planning, Inc. (PPI) and presented to the Mayor and Council on November 6, 2023. The Garrard Construction Company will make repairs to the exterior of the building as outlined in the attached proposal. This project is funded by CNDG federal funds, which must be encumbered by May 1, 2024.

Action Requested from Council:

Approval to enter into a contract with Garrard Group to make exterior repairs to the Rite Aid Building

Cost: \$ 28,319.00

Budgeted for: Yes No

Financial Impact: No Fiscal Impact to General Funds. Project funded by CDBG Reimbursements

**Renovation project in Forest Park, GA.
833 Forest Parkway
Forest Park, GA 30297**

The existing building is an old Rite-Aid that the City wants to renovate into a Culinary/Business Incubator.

Provide a budget cost estimate for the exterior assessment and repair of the exterior insulation finish system (EIFS).

Attached are a few photographs of the damaged areas.

Scope of work is as follows:

1. Examine and assess existing condition of all exterior insulation finish system (E.I.F.S.) areas on existing building.
2. Pressure wash and clean the entire exterior of building following all guidelines in the attached Dryvit document DS152. Protect damaged areas to prevent water infiltration. Use only cleaning products recommended in the attached document DS152.
3. Perform minor demolition as needed in areas of existing damage to scope and assess existing water damage inside cavity and replace or repair moisture protection layer, drainage material, flashing and insulation board as required.
4. Photograph all areas of work before any demolition, after damage has been uncovered, and after each layer work is complete.
5. Overlay all existing sealant joints, repair all cracks and damaged or demolished E.I.F.S. following standard DryvitCARE EIFS Repair Procedures. DS498 document attached.
6. Provide a matching Dryvit finish over Dryvit NCB at all patched or repaired areas. Blend in to existing finish.
7. Remove and properly dispose of all construction debris. Leave building and site clean and secure at the end of each workday. Protect any open veneer areas and in-progress work from rain.

Subcontractor Qualifications:

1. Subcontractor should be knowledgeable in the installation of Dryvit EIFS products and performed such repairs on at least three (3) projects in the last 5 years. Provide project location, description of work completed, date of work completed and a contact name and number of person who contracted the work.
2. Subcontractor should have attended a training session provided by the AWCI and should possess an AWCI/EIFS Inspector Training Certificate.



Forest Park Rite Aid EIFS Repair

Budget Pricing

Level I Detail

4/2/2024

		Total Cost
Division 1	General Requirements	\$17,708
Division 2	Sitework	0
Division 3	Concrete	0
Division 4	Masonry	0
Division 5	Metals	0
Division 6	Wood and Plastics	0
Division 7	Thermal and Moisture Protection	7,778
Division 8	Doors and Windows	0
Division 9	Finishes	0
Division 10	Specialties	0
Division 11	Equipment	0
Division 12	Furnishings	0
Division 13	Special Construction	0
Division 14	Conveying Systems	0
Division 15	Mechanical	0
Division 16	Electrical	0
	Subtotal	25,486
	General Contractor's Fee	2,833
	Permit / Fees	0
	Material Testing/Special Inspections	0
	Design	0
	Payment & Performance Bond	0
	Budget Contingency	0
	Total Estimated Job Cost	28,319

Budget Pricing Notes:

Pricing includes assessment and repair of existing EIFS only.

Pricing based on the attached scope of work document.

Pricing includes three (3) weeks of general conditions.

Temporary utilities (power/water) by others.

Add Cost to Paint Entire Exterior of Building - \$20,000

Forest Park Rite Aid EIFS Repair

Budget Pricing

Level II Detail

4/2/2024

		<u>Total Cost</u>
<u>Division 1</u>		
<i>General Requirements</i>		
Permits/Fees		\$0
General Liability & Builder's Risk Insurance		317
Bond		0
Project Management/Administration		5,105
Project Supervision		7,765
Preconstruction		0
Temporary Utilities & Services		444
Temporary Facilities		718
Equipment		1,407
Engineering		0
Safety Controls		464
Clean-Up		1,488
Division 1 Total		<u><u>\$17,708</u></u>
<u>Division 2</u>		
<i>Sitework</i>		
None		\$0
Division 2 Total		<u><u>\$0</u></u>
<u>Division 3</u>		
<i>Concrete</i>		
None		\$0
Division 3 Total		<u><u>\$0</u></u>
<u>Division 4</u>		
<i>Masonry</i>		
None		\$0
Division 4 Total		<u><u>\$0</u></u>
<u>Division 5</u>		
<i>Metals</i>		
None		\$0
Division 5 Total		<u><u>\$0</u></u>

Forest Park Rite Aid EIFS Repair

Budget Pricing

Level II Detail

4/2/2024

	<u>Total Cost</u>
<u>Division 6</u>	
Wood & Plastics	
None	\$0
Division 6 Total	<u><u>\$0</u></u>
<u>Division 7</u>	
Thermal and Moisture Protection	
Waterproofing/Air Barrier	\$0
EIFS Repair/Clean	7,778
Membrane Roof System	0
Canopies	0
Caulking	0
Division 7 Total	<u><u>\$7,778</u></u>
<u>Division 8</u>	
Doors and Windows	
None	\$0
Division 8 Total	<u><u>\$0</u></u>
<u>Division 9</u>	
Finishes	
Drywall/Acoustical/Insulation	\$0
Painting	0
Division 9 Total	<u><u>\$0</u></u>
<u>Division 10</u>	
Specialties	
None	\$0
Division 10 Total	<u><u>\$0</u></u>
<u>Division 11</u>	
Equipment	
None	\$0
Division 11 Total	<u><u>\$0</u></u>

Forest Park Rite Aid EIFS Repair

Budget Pricing

Level II Detail

4/2/2024

	<u>Total Cost</u>
<u>Division 12</u>	
<i>Furnishings</i>	
None	\$0
Division 12 Total	<u><u>\$0</u></u>
<u>Division 13</u>	
<i>Special Construction</i>	
None	\$0
Division 13 Total	<u><u>\$0</u></u>
<u>Division 14</u>	
<i>Conveying Systems</i>	
None	\$0
Division 14 Total	<u><u>\$0</u></u>
<u>Division 15</u>	
<i>Mechanical</i>	
Fire Protection	\$0
Plumbing	0
HVAC	0
Division 15 Total	<u><u>\$0</u></u>
<u>Division 16</u>	
<i>Electrical</i>	
Building Electrical	\$0
Fire Alarm	0
Site Lighting	0
Division 16 Total	<u><u>\$0</u></u>













RESOLUTION NO. 2024-_____

A RESOLUTION BY COUNCILMEMBERS KIMBERLY JAMES, DABOUZE ANTOINE, HECTOR GUTIERREZ, LATRESA AKINS-WELLS, AND ALLAN MEARS TO AWARD A RENOVATION AND REPAIR CONTRACT TO GARRARD CONSTRUCTION COMPANY.

WHEREAS, the City of Forest Park (“City”) is a municipal corporation duly organized and existing under the laws of the State of Georgia and is charged with being fiscally responsible concerning the use and expenditure of all public funds; and

WHEREAS, as part of the City's efforts to revitalize the Downtown area, the City desires to renovate the facility formally known as Rite-Aid located at 833 Forest Parkway; and

WHEREAS, state law does not require public works contracts valued at less than \$100,000 to be competitively solicited by sealed bids; and

WHEREAS, the City requested bids from several vendors and the Garrard Construction Company’s bid was the lowest and most responsible bidder.

THEREFORE, THE CITY COUNCIL OF THE CITY OF FOREST PARK HEREBY RESOLVES:

SECTION 1. Approval of Vendor. The bid from Garrard Construction Company for the renovation and repair work to 833 Forest Parkway in the amount of \$ 28,319.00 as presented to Council on April 15, 2024, is hereby approved, subject to the execution of a written agreement drafted by the City Attorney.

SECTION 2. Public Record. This document shall be maintained as a public record by the City Clerk and shall be accessible to the public during all normal business hours of the City of Forest Park.

SECTION 3. Authorization of Execution. The Mayor is hereby authorized to sign all documents necessary to effectuate this Resolution.

SECTION 4. Attestation. The City Clerk is authorized to execute, attest to, and seal any documents which may be necessary to effectuate this ordinance, subject to approval as to form by the City Attorney.

SECTION 5. Effective Date. This resolution shall become effective immediately upon its adoption by the Mayor and City Council of the City of Forest Park as provided in the City Charter.

[SIGNATURES ON FOLLOWING PAGE]

SO RESOLVED this 15th day of April, 2024.

Angelyne Butler, Mayor

ATTEST:

City Clerk (SEAL)

APPROVED AS TO FORM:

City Attorney

File Attachments for Item:

5. Council Discussion and Approval to Authorize the Police Department to Submit and Accept an Explosive Ordnance Disposal (EOD) Canine Grant- Police Department

Background/History:

The City of Forest Park has a population exceeding 20,000 residents, is a vibrant city hosting a mix of elements including a military base, diverse businesses such as industrial complexes, and its proximity to the world's busiest airport. The Forest Park Police Department has identified specific sensitive areas within the city, responding to an increased volume of service calls related to security threats. In response, the department is seeking authorization to pursue an Explosive Ordnance Disposal (EOD) grant offered by Homeland Security. If successful in securing the grant, it will enable the acquisition of essential equipment, including a trained canine, specialized vehicle, and requisite training. These resources are essential for enhancing the department's capabilities in addressing threats posed by explosives, thereby ensuring the safety and security of Forest Park and its residents. Acceptance of the grant would signify a crucial step towards fortifying the city's preparedness and response to potential security risks.



CITY OF
FORESTPARK

City Council Agenda Item

Subject: Council Discussion and Approval for the Police Department to apply for and accept EOD Canine Grant

Submitted By: Brandon Criss (Police Chief)

Date Submitted: April 8, 2024

Work Session Date: April 15, 2024

Council Meeting Date: April 15, 2024

Background/History:

The city of Forest Park has a population exceeding 20,000 residents, is a vibrant city hosting a mix of elements including a military base, diverse businesses such as industrial complexes, and its proximity to the world's busiest airport. The Forest Park Police Department has identified specific sensitive areas within the city, responding to an increased volume of service calls related to security threats. In response, the department is seeking authorization to pursue an Explosive Ordnance Disposal (EOD) grant offered by Homeland Security. If successful in securing the grant, it will enable the acquisition of essential equipment, including a trained canine, specialized vehicle, and requisite training. These resources are essential for enhancing the department's capabilities in addressing threats posed by explosives, thereby ensuring the safety and security of Forest Park and its residents. Acceptance of the grant would signify a crucial step towards fortifying the city's preparedness and response to potential security risks.

Cost: \$	Budgeted for:	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
\$0		_____	_____	_____	

Financial Impact: \$0

Action Requested from Council: Vote for Approval

File Attachments for Item:

6. Council Discussion and Approval to Accept the Donation of a Bloodhound-Police Department

Background/History:

The Forest Park Police Department operates around the clock, every day of the year, with four shifts managing service calls. Currently, the department employs four Dual Purpose Canines, which undertake tasks such as search and rescue operations for missing persons, detection of illegal narcotics, and assistance in criminal apprehension. These Canines also engage in community-building activities by participating in educational programs in schools.

The department is seeking approval to accept the donation of a Bloodhound from The Jimmy Rice Center. Established by the parents of Jimmy Ryce after his tragic kidnapping, rape, and murder in 1995, The Jimmy Ryce Center aims to prevent the sexual exploitation and predatory abduction of children, provide resources to parents and law enforcement in abduction cases, and assist in safely bringing abducted children home. The Bloodhound will be utilized primarily for search and rescue operations for missing persons, particularly those suffering from mental illness. The Jimmy Ryce Center has generously donated over 600 Bloodhounds to law enforcement agencies nationwide.

The department is committed to covering all expenses related to the training, equipment, and healthcare for the Bloodhound.



CITY OF FORESTPARK

City Council Agenda Item

Subject: Council Discussion and Approval to Accept the Donation of a Bloodhound

Submitted By: Brandon Criss (Police Chief)

Date Submitted: April 8, 2024

Work Session Date: April 15, 2024

Council Meeting Date: April 15, 2024

Background/History:

The Forest Park Police Department operates around the clock, every day of the year, with four shifts managing service calls. Currently, the department employs four Dual Purpose Canines, which undertake tasks such as search and rescue operations for missing persons, detection of illegal narcotics, and assistance in criminal apprehension. These Canines also engage in community-building activities by participating in educational programs in schools.

The department is seeking approval to accept the donation of a Bloodhound from The Jimmy Rice Center. Established by the parents of Jimmy Ryce after his tragic kidnapping, rape, and murder in 1995, The Jimmy Ryce Center aims to prevent the sexual exploitation and predatory abduction of children, provide resources to parents and law enforcement in abduction cases, and assist in safely bringing abducted children home. The Bloodhound will be utilized primarily for search and rescue operations for missing persons, particularly those suffering from mental illness. The Jimmy Ryce Center has generously donated over 600 Bloodhounds to law enforcement agencies nationwide.

The department is committed to covering all expenses related to the training, equipment, and healthcare for the Bloodhound.

Cost: \$	Budgeted for:	<input checked="" type="checkbox"/> X	<input type="checkbox"/> Yes	<input type="checkbox"/> No
0		_____	_____	

Financial Impact: 0

Action Requested from Council: Vote for Approval

RESOLUTION NO. 2024-_____

A RESOLUTION BY COUNCILMEMBERS KIMBERLY JAMES, DABOUZE ANTOINE, HECTOR GUTIERREZ, LATRESA AKINS-WELLS, AND ALLAN MEARS TO ACCEPT DONATION OF K-9 FROM THE JIMMY RICE CENTER.

WHEREAS, the City of Forest Park (“City”) is a municipal corporation duly organized and existing under the laws of the State of Georgia and is charged with being fiscally responsible concerning the use and expenditure of all public funds; and

WHEREAS, the Jimmy Ryce Center aims to prevent the sexual exploitation and predatory abduction of children, provide resources to parents and law enforcement in abduction cases, and assist in safely bringing abducted children home; and

WHEREAS, the Jimmy Rice Center desires to donate a bloodhound to the Forest Park Police Department to serve as a K-9 officer, primarily focused on search and rescue operations for missing persons; and

WHEREAS, this generous donation from the Jimmy Rice Center will protect the health, safety, and welfare of the citizens of Forest Park.

THEREFORE, THE CITY COUNCIL OF THE CITY OF FOREST PARK HEREBY RESOLVES:

SECTION 1. Acceptance. The City Council authorizes the Forest Park Police Department to accept the donated canine from the Jimmy Rice Center and further approves the expenses related to the training, equipment, and healthcare for the canine.

SECTION 2. Public Record. This document shall be maintained as a public record by the City Clerk and shall be accessible to the public during all normal business hours of the City of Forest Park.

SECTION 3. Authorization of Execution. The Mayor is hereby authorized to sign all documents necessary to effectuate this Resolution.

SECTION 4. Attestation. The City Clerk is authorized to execute, attest to, and seal any documents which may be necessary to effectuate this ordinance, subject to approval as to form by the City Attorney.

SECTION 5. Effective Date. This resolution shall become effective immediately upon its adoption by the Mayor and City Council of the City of Forest Park as provided in the City Charter.

[SIGNATURES ON FOLLOWING PAGE]

SO RESOLVED this ____ day of April, 2024.

Angelyne Butler, Mayor

ATTEST:

City Clerk (SEAL)

APPROVED AS TO FORM:

City Attorney

File Attachments for Item:

7. Council Discussion and Approval of the Special Facilities Request at Starr Park and sponsored by Legendary WIGO 1570 AM and Operation Push too, LLC for Saturday, May 11, 2024 between 12pm-6pm–Recreation and Leisure Department

Background/History:

“THE SECOND ANNUAL JAM FOR PEACE”, sponsored by “LEGENDARY WIGO 1570 AM & OPERATION PUSH TOO, INC.”, scheduled for Saturday, May 11, 2024, 12:00 PM-6:00 PM at Starr Park Amphitheater. During this event there will be a collective of activities, with musical performances and entertainment provided by local, regional, and national artists, church and school choirs, and include an education fair with the representation of higher institutions of learning, counseling for grants and scholarships, an employment/job fair with representation from businesses and employment agencies, to include, job counseling, interview techniques, resume preparation and dressing for an interview, a health fair with representation from local medical facilities, mental health agencies and clinics, peer counseling and mediation, to include some basic screenings.



CITY OF
FORESTPARK

City Council Agenda Item

Subject: Special Facilities Request – Recreation Department

Submitted By: Tarik Maxwell

Date Submitted: 04/08/2024

Work Session Date: 04/15/2024

Council Meeting Date: 04/15/2024

Background/History:

“THE SECOND ANNUAL JAM FOR PEACE”, sponsored by “LEGENDARY WIGO 1570 AM & OPERATION PUSH TOO, INC.”, scheduled for Saturday, May 11, 2024, 12:00 PM-6:00 PM at Starr Park Amphitheater. During this event there will be a collective of activities, with musical performances and entertainment provided by local, regional, and national artists, church and school choirs, and include an education fair with the representation of higher institutions of learning, counseling for grants and scholarships, an employment/job fair with representation from businesses and employment agencies, to include, job counseling, interview techniques, resume preparation and dressing for an interview, a health fair with representation from local medical facilities, mental health agencies and clinics, peer counseling and mediation, to include some basic screenings.

Cost: \$

Budgeted for: Yes No

Financial Impact:

0.00

Action Requested from Council:

Looking for approval to allow this organization to use this facility at no cost. I recommend that they only pay for security.