

Insurance Brokerage Questions and Answers:

Deadline for question submittals April 17, 2025

Questions answered by April 21, 2025

1. The RFP states that “sealed or digital copies must be delivered by 5:00pm, May 1, 2025...” But that proposals may be delivered in person.
 - a. What is the preferred method of delivery (i.e. Digitally submitted or, sealed hard copies mailed to your attention? If the latter, how many copies of the response should be sent to BZN as part of this RFP)

The preferred method for submitting RFP proposals is a sealed envelope along with digital copies. Hard copies are acceptable.

2. What has been the broker compensation for the past three years, either in the form of commissions and/or fees?

- 8/2024 thru 8/ 2025
 - Commercial Property Coverage: \$139,888
 - Commercial Auto Coverage: \$17,911
 - Crime and Fidelity: \$851
 - Contractors Equipment Scheduled: \$7,520
 - Contractor Equip. Supplemental: \$4,000
 - Electronic Data Processing Equipment: \$250
 - Terrorism Coverage: \$2,324
 - Airport Owners and Operators General Liability: \$61,806
 - Police Professional Liability: \$8,274.79
- 8/2023 thru 8/2024
 - Commercial Property Coverage: \$117,505
 - Commercial Auto Coverage: \$17,123
 - Crime and Fidelity: \$851
 - Contractors Equipment Scheduled: \$7,520
 - Contractor Equip. Supplemental: \$4,000
 - Electronic Data Processing Equipment: \$250
 - Terrorism Coverage: \$1,109
 - Airport Owners and Operators General Liability: \$57,494
 - Police Professional Liability: \$6,801
 - Management Liability: \$18,920
- 8/2022 thru 8/2023

- Commercial Property Coverage: \$102,677
- Commercial Auto Coverage: \$16,130
- Crime and Fidelity: \$802
- Contractors Equipment Scheduled: \$7,520
- Contractor Equip. Supplemental: \$1,250
- Electronic Data Processing Equipment: \$250
- Terrorism Coverage: \$876
- Airport Owners and Operators General Liability: \$48,944
- Police Professional Liability: \$6,717
- Management Liability: \$10,134
- Builders Risk: \$33,272

3. What is the one area you feel that your brokerage partner provides the most value towards your insurance program?

- Customer Service

4. Are there any specific challenges or areas of concern that the Authority has encountered with the current insurance program?

- No

5. Does the Authority have their own Police force or does the County/City provide this?

- The Gallatin Airport Authority has their own Public Safety Department with certified Law Enforcement Officers

6. What is the motivation of the issuance of the current RFP

- The Gallatin Airport Authority is a public agency and is generally required to use competitive bidding when awarding contracts, aiming for the most qualified and responsive bidder.

7. Is the Authority using any data and analytics tools for their risk management or insurance program.

- No, the Authority does not have a data analytics platform for risk management or insurance program.