



DATE OF ISSUE: December 6, 2021

TO: Potential Providers of Services

RE: **Questions and Answers to Bid 220000000366
Insurance Consultant Services**

Q1) The RFP does not entail solutions in the health insurance space, correct? I noticed that the “insurance matters” that were referenced were only Property and Casualty ones, such as “property, liability, workers compensation, builders’ risk, and crime and dishonesty insurance.”

A1) No. RFP does not entail solutions in the health insurance space.

Q2) Does the consultant role also involve the placement and handling of the insurance for MDSHA? From the overview it seems that it strictly advisory. We seek to clarify that point to determine the full scope of work.

A2) Yes, the role is strictly advisory.

Q3) Does this role also require us to coordinate or conduct carrier negotiations, loss control, or certificate processing?

A3) Not at this time.

Q4) Is the bid to be in an aggregate format, or cost per hour?

A4) Cost per hour.

Q5) Does this consultant services role have the potential to develop into a broader role in placement of insurance for MSHDA?

A5) Not at this time.

- Q6) How many units does MSHDA currently handle the insurance for?
- A6) MSHDA requires insurance in its role as a lender. There are approximately 30,000 units in its loan portfolio.
- Q7) Who is MSHDA's current insurance broker and how long has this firm been the assigned broker?
- A7) Some insurance is placed through the State of Michigan. Other policies are placed by different brokers. These brokers have been in place for more than 10 years.
- Q8) Please disclose why the insurance consultant services are being put out to bid.
- A8) Need assistance in insurance areas as described in the scope of work.
- Q9) Please share MSHDA's current annual insurance premium spend for all lines of coverage that will be handled by the winning broker.
- A9) Please refer to scope of work; MSHDA is seeking insurance consultant services and not broker services.
- Q10) Does MSDHA own all properties that are being insured?
- A10) No. MSHDA is not purchasing property insurance
- Q11) What insurance carriers currently insure MSHDA?
- A11) Employee Crime and Dishonesty - National Union Fire Insurance
Property Insurance - Building - Continental Casualty Company
Commercial General Liability - Mt. Hawley Insurance Company
Mortgagee's E&O - Lloyd's of London
Boiler and Machinery - CNA
Personal Property and Equipment- Home-Owners Insurance Company (Auto-Owners)
Commercial Liability Umbrella - Home-Owners Insurance Company (Auto-Owners)
- Q12) When is the last time MSHDA has had a full insurance review of all policies by a firm that specializes in Real Estate & Affordable Housing?
- A12) MSHDA has not had a review by a firm that specializes in Real Estate & Affordable Housing.