

Blount County Government



MEMORANDUM

To: Budget Committee Members and County Commissioners

From: Jaclyn Johnson, Risk Management

Date: January 30, 2026

Subject: Resolution for Multi-Year Contract with Insurance Broker

The purpose of this memo is to explain the rationale for bringing forward a resolution to approve a multi-year contract for insurance brokerage services.

The County recently conducted an extensive and competitive professional services selection process to evaluate insurance brokerage services. A selection committee was formed that included key stakeholders with direct involvement in the County's insurance and risk management programs. The committee reviewed proposals and interviewed five qualified brokerage firms.

Following this process, the committee determined that Arthur J. Gallagher Risk Management Services, LLC ("Gallagher") was the clear top-ranked firm. Gallagher demonstrated a strong understanding of the County's current insurance program and presented a comprehensive approach to building upon an already well-run operation.

Gallagher distinguishes itself in the public entity sector through over 40 years of specialized experience, offering tailored risk management and brokerage for municipalities, schools, and nonprofits. That said, they will bring additional resources and risk management tools, specialized public entity services, and greater market access and buying power than the County currently has. These capabilities are expected to enhance risk management strategies and improve overall program outcomes.

Throughout the selection process, Gallagher has assured the County that the brokerage relationship will result in measurable value—either through cost savings or by allowing the County to reinvest those savings into additional or enhanced coverages to better protect the County, especially in trending exposure areas such as cyber security and employment practice claims.

Based on the thorough evaluation process and the committee's recommendation, the County believes Gallagher will be the right partner to take the County's insurance program to the next level. We respectfully request approval of the resolution authorizing a multi-year contract with Gallagher.

Gallagher has been invited to attend the Budget Committee meeting and the Commission Workshop on Thursday, February 12th. Committee Members and Commissioners are welcome and encouraged to ask questions at that time.