

**RESOLUTION NO. 2022-577**

**A RESOLUTION AUTHORIZING THE EXECUTION OF AN AMENDMENT TO AN AGREEMENT BY AND BETWEEN STANLEY H. ALLEN T/A ALLEN ASSOCIATES AND THE CITY OF VINELAND FOR BROKER/CONSULTANT SERVICES**

**WHEREAS**, on December 17, 2021 the City Council of the City of Vineland adopted Resolution 2021-562 authorizing the execution of an extension of an Agreement with Stanley H. Allen, Inc. t/a Allen Associates (Allen Associates) for Broker/Consultant Services for health, dental and vision for City of Vineland employees through the State Health Benefit Program as well as such separate dental, prescription and vision as applicable for a period of two years expiring December 31, 2023; and

**WHEREAS**, the Agreement specified that payment for the services to Allen Associates would be based upon a fee of 3.75% of the cost for Medical through the State Health Benefit Program, which cost for year 2022 was \$382,975.00; and

**WHEREAS**, the Chief Financial Officer and Solicitor recommended that best practices for Broker/Consultant Services would be based upon a flat fee rather than a percentage of cost for such coverage and contacted Allen Associates to discuss an amendment to the Agreement in accordance with best practices; and

**WHEREAS**, past practice for payment of Broker/Consultant Services for government agencies has been based upon a percentage of cost, however, Allen Associates concurred with the recommendations of the CFO and Solicitor and have further agreed to accept a flat fee for the balance of the term of the Agreement commencing January 1, 2023 and ending December 31, 2023 at a reduced amount of \$350,000.00 for broker/consulting services for Medical and no cost for Broker/Consulting Services to be paid by the City for Prescription and Dental; and

**WHEREAS**, Allen Associates also provides broker/consulting services for vision benefits with costs for such services being paid by NVA and the parties wish to memorialize these additional services to be provided to the City at no additional cost.

**NOW, THEREFORE, BE IT RESOLVED** by the Council of the City of Vineland that the Agreement for Broker/Consultant Services dated December 17, 2021 be amended at Section 3.1 Compensation as follows

3.1 Compensation shall be paid at a flat fee of \$350,000.00 for the period of January 1, 2023 through December 31, 2023 for Medical (State Health Benefit). Compensation for Broker/Consultant Services Prescription (RX Alliance), Dental (Delta) and Vision (NVA) shall be paid by the providers. No other compensation shall be paid to Allen Associates for Broker/Consultant Services by the City. Should the City no longer participate in the State Health Benefits Program for Medical during the term of this agreement and such other provider that is contracted to provide medical coverage pays a commission for such coverage, Allen Associates shall accept the commission paid by the provider in lieu of any fee paid for broker/consulting services for medical coverage.

**BE IT FURTHER RESOLVED** that the balance of the Broker/Consultant Services Agreement dated December 17, 2021 shall remain in full force and effect and the Mayor and Clerk are authorized to execute an Amendment to the same in accordance herewith.

Adopted:

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President of Council

ATTEST:

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City Clerk

**AMENDMENT TO AGREEMENT  
FOR  
BROKER/CONSULTANT SERVICES**

This Amendment to an Agreement for Broker/Consultant Services dated December 17, 2019 is entered into on this 20<sup>th</sup> day of December, 2022 by and between Stanley H. Allen, Inc. t/a Allen Associates (hereinafter Allen Associates) and the City of Vineland (hereinafter City)

WHEREAS, City and Allen Associates entered into an Agreement for Broker/Consultant Services dated December 17, 2021, (Agreement) which Agreement was extended to expire December 31, 2023; and

WHEREAS, the parties wish to amend the terms of the Agreement at Paragraph 3 "Compensation" to reflect best practices for payment of such consulting services to be based upon a flat fee for Medical (State Health Benefits), Prescription (RX Alliance), Dental (Delta) and further to add in as part of the services coverage for Vision with NVA, which amendment shall be a reduction in cost to the City.

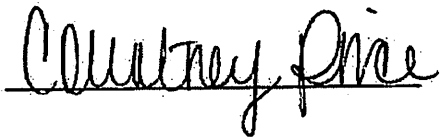
NOW THEREFORE, for valuable consideration, the parties agree to amend Paragraph 3 of the Agreement for Broker/Consultant Services dated December 17, 2021 as follows:

3. **Compensation.**

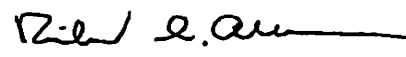
3.1 Compensation shall be paid to Allen Associates on a flat fee of \$350,000.00 commencing January 1, 2023 and ending on December 31, 2023 for Medical (State Health Benefit). All commissions paid for Prescription (RX Alliance), Dental (Delta) and Vision (NVA) are presently being paid by the providers and no cost is charged to the City for such consulting services. No other compensation shall be paid to Allen Associates for Broker/Consultant Services by the City. Should the City no longer participate in the State Health Benefit Program for Medical during the term of this agreement and such other provider that is contracted to provide medical coverage pays a commission for such coverage, Allen Associates shall accept the commission paid by the provider in lieu of any fee paid for consulting services for medical coverage.

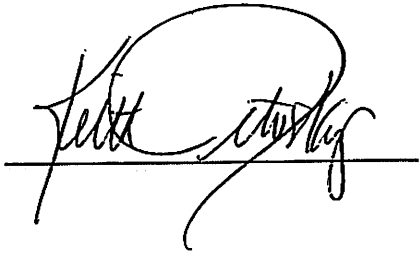
The balance of the Agreement for Broker/Consultant Services Dated December 17, 2021 not amended hereby shall remain in full force and effect through the term of the Agreement which shall end December 31, 2023.

ATTEST:

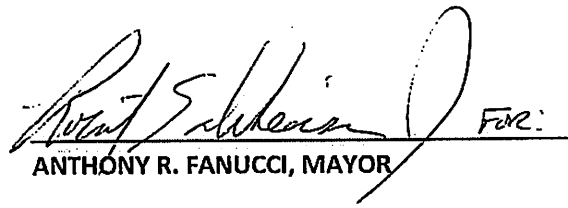


STANLEY H. ALLEN INC. T/A ALLEN ASSOCIATES

  
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RICHARD S. ALLEN, PRESIDENT



A handwritten signature in black ink, written over a horizontal line. The signature is highly stylized and cursive, with a large loop at the top and a long, sweeping tail that extends below the line.



Anthony R. Fanucci  
ANTHONY R. FANUCCI, MAYOR

For:

A handwritten signature in black ink, written over a horizontal line. The signature is cursive and includes the name 'Anthony R. Fanucci'. To the right of the signature, the word 'For:' is written in a smaller, simpler font. Below the signature, the name 'ANTHONY R. FANUCCI, MAYOR' is printed in a bold, sans-serif font.