NEW MEXICO COUNTIES
33 STRONG

NMCIA Request for Proposal
For Broker Services

RESPONSE TO QUESTIONS

All questions were received from Proposers by August 10, 2026. The source of the questions will not be disclosed, all questions and NMCIA responses are below:

2026 RFP for Actuarial Services		
No.	**Question**	**Answer**
1.	The turn around time for this RFP is very quick. Can you please explain, and also why you are out to bid?	Our renewals are effective January 1, and in order to provide the selected broker with sufficient time to conduct a thorough market review ahead of renewal, we needed to expedite the RFP timeline. We are going out to bid in order to comply with New Mexico state procurement requirements, which limit the length of covered contracts to a maximum of four years.
2.	Who is the incumbent broker and how long have they served in that role?	Gallagher, since inception of the Pool in 1987
3.	Are you actively looking to change brokers? If yes, kindly state the reasons.	We are not actively seeking to change brokers. This RFP is being conducted to comply with New Mexico state procurement requirements and to ensure a fair and competitive process. We will be evaluating all qualified proposals, including

		that of our incumbent broker, and will select the partner that best demonstrates the ability to meet our needs and provide the greatest overall value.
4.	How much is their annual revenue including all fees, commissions, other sources?	The current broker receives approximately $90,000 annually in disclosed fees and compensation. We do not have complete visibility into any additional carrier-paid commissions or other sources of compensation beyond the amounts disclosed to us.
5.	Will this broker also serve as the reinsurance intermediary for the captive? Or is that a separate engagement?	The reinsurance intermediary for the captive is a separate engagement. However, there may be instances where we request the selected broker's expertise or consultation on specific subject matters related to the captive or reinsurance program.
6.	Regarding your coverage through CountyRe, does the broker negotiate on your behalf or is that a direct relationship between NMCIA and CRL? Are you seeking alternatives to CRL for property and/or workers' comp?	The coverage through CountyRe is a direct relationship between NMCIA and CRL; the broker does not negotiate the placement on NMCIA's behalf. At this time, NMCIA is not seeking alternatives to CRL for either property or workers' compensation coverage.
7.	How much is the annual premium for the ancillary insurance program? Is the expectation that the broker will be paid commissions for those placements?	The current annual premium for the ancillary insurance program is approximately $919,500. The broker is not expected to receive commissions on these placements; compensation will be limited to the agreed-upon brokerage fee paid directly by NMCIA.
8.	What dates do the policies renew?	The liability program renews annually on January 1, and the

		workers' compensation program renews annually on July 1.