

RESOLUTION 2023 - 10

**A RESOLUTION OF THE MAYOR AND COUNCIL OF THE BOROUGH OF
MOUNT ARLINGTON, COUNTY OF MORRIS, STATE OF NEW JERSEY,
APPOINTING GIOVANNI MANCINI OF TREADSTONE RISK MANAGEMENT
AS RISK MANAGEMENT CONSULTANT**

WHEREAS, the Borough of Mount Arlington is a member of the Morris County Municipal Joint Insurance Fund; and

WHEREAS, the Bylaws of said Fund require that each Governing Body appoint a Risk Management Consultant to perform various professional service as detailed in the Bylaws; and

WHEREAS, Treadstone Risk Management has agreed to perform these services at a flat annual fee of \$10,500 and fixed for the years 2022 – 2024.

NOW, THEREFORE, BE IT RESOLVED, by the Mayor and Council of the Borough of Mount Arlington, that it does hereby appoint Giovanni Mancini, Treadstone Risk Management, as its Risk Management Consultant in accordance with the Fund's Bylaws.

BE IT FURTHER RESOLVED, that the Governing Body is hereby authorized and directed to execute the Risk Management Consultant's Agreement annexed hereto and to cause a notice of decision to be published according to N.J.S.A. 40A:11-5(1)(a)(i).

I HEREBY CERTIFY this to be a true and correct Resolution of the Mayor and Council of the Borough of Mount Arlington and adopted on January 3, 2023.

A handwritten signature in black ink, appearing to read 'M. N. Bansch', is written over a horizontal line.

Matthew N. Bansch, Borough Clerk

Risk Manager Proposal: Borough of Mount Arlington



Matthew A. Struck CPCU, ARM
Partner/Co-Founder
(973) 303-8967
mstruck@treadstonerisk.com

Giovanni Mancini Jr., CPCU, ARM, CRIS, CSRM
President/CEO
(862) 377-9982
gmancini@treadstonerisk.com

Treadstone Risk Management LLC
www.TreadstoneRisk.com

December 29, 2021

Carolyn Rinaldi
Borough Administrator
419 Howard Blvd.
Mount Arlington, NJ 07856

Administrator Rinaldi,

We appreciate the opportunity to present this proposal to continue as the Risk Manager for the Borough of Mount Arlington. Treadstone Risk Management is confident in our ability to deliver competency and efficiency to our clients. Economic uncertainty in New Jersey requires public entities to maximize production from their professional relationships to ensure future fiscal responsibility and stability.

Treadstone Risk Management, LLC is a full-service brokerage and consulting firm specializing in public entity risk management and employee benefit plans. Presently, we represent many Public Entities in the State of New Jersey and our highly-experienced team stands ready to meet any and all requirements of the borough. Currently and in the past our personnel have provided these services to **the Borough of Wharton, Boro of Chatham, and Township of Long Hill.**

In the effort to provide dependable service to our clients, Treadstone Risk Management promises to possess the necessary ability, unique availability, and ever-present reliability that you should expect from your Insurance Broker & Risk Management Consultant. Matthew Struck will be the main point of contact managing all insurance related matters, while seeing them through conclusion. Matthew's reputation within the New Jersey Public Sector has been earned through the consistent delivery of this value proposition.

Our proposed fee for these services associated with the Morris JIF will be a flat fee not to exceed \$10,500 annually (billed quarterly) and fixed for the years 2022-2024. If any coverage is placed outside of the Morris JIF, our compensation will be the standard rate paid by that insurer at no additional cost to the Borough.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matthew Struck'.

Matthew A. Struck, CPCU, ARM-P, ARM-E, MBA
Partner/Co-Founder

Treadstone Value Proposition & Executive Summary

Treadstone Risk Management LLC was founded by two experienced insurance professionals who share a vision of providing the highest level of service and professional expertise to public and private sector Property & Casualty insurance clientele. Treadstone has identified a need in the insurance brokerage and risk management industry for an agency whose personnel possessed the highest level of industry education, training and experience. We pride ourselves on our ability to deploy those skills collectively through premier customer service and attention. In an effort to provide dependable service to our clients, Treadstone Risk Management promises to possess the necessary ability, unique availability, and unwavering reliability that you should expect from your Insurance Professionals.

The property & casualty insurance industry is rapidly becoming more commoditized. Standard lines of coverage for lower risk organizations are becoming more likely to be purchased through an automated platform. Big data and blockchain technologies are accelerating this trend. However, opportunity still exists for brokers and risk managers with respects to higher/more complicated types of coverage and risks. These niche areas require a high level of knowledge and experience. Larger brokers and insurance carriers are beginning to move away from being generalists. A large part of the industry's resources are dedicated to business that will become automated. The organizations that can adapt to working within a more nuanced market place will be strategically positioned to survive and thrive under this new paradigm. Treadstone's knowledge base, adaptability, experience, and drive optimally positions it to be the new model for insurance brokerage agencies in the near future.

The insurance marketplace for public entities has evolved into an efficient selection of Joint Insurance Funds (JIFs) and Insurance Carriers. Due to the price competitiveness that has come as a result of the industry sophistication, it is crucial that a Risk Management Consultant be familiar with the subtle nuances between varying types of policy language and coverage forms.

The insurance brokerage and risk management sector is a very competitive space. Public Sector business is specifically difficult to compete for given the highly relationship-based sales process. In the public sector industry inside of New Jersey, over 90% of the brokers and risk managers are over the age of 55. Within 5 years, the Property & Casualty Insurance industry will have over 400,000 new job openings nationally. New Jersey will be a major contributor to that number.

Part of Treadstone's mission is to collect the top, young talent in the insurance brokerage and risk management industry. Strategically adding young talent will position Treadstone to capitalize in the industry turnover that will reach its peak in 5-10 years. As a Small Business, we believe providing local, personal client service is critical to maintaining our relationships.

Treadstone Risk Management maintains a firm belief in our ability to deliver quality, efficient service to our clients and we are excited about the prospect of working with the Borough of Mount Arlington.

Thank you for allowing us to compete.

Public Sector Experience

- Represent 16 Public Sector Clients including Public, Charter, and Private Schools, Municipalities, Utility Authorities, and Housing Authorities
- Access to the Major New Jersey Joint Insurance Funds and Commercial Insurance Carriers
- Carrier Relationships Benefit our Clients with Favorable Pricing and Coverage Terms
- Over 15 Years of Combined Experience in the Public Sector
- Matthew Struck is an Accredited Risk Manager through the NJ Municipal Excess Liability Joint Insurance Fund
- Matthew Struck currently serves on the Health & Wellness Committee for the Garden State Joint Insurance Fund
- Giovanni Mancini currently serves on the Executive Committee for the Associate Membership of New Jersey Association of School Business Officials

Standard Services Provided

- **Marketing and Insurance Placement**

- Budget projection with year over year premium comparisons
- Correspond with insurance carriers and clients as required
- Insurance carrier application completion
- Comprehensive remarketing of account upon completion of 3 year commitment to Joint Insurance Fund
- Processing and verification of all endorsements, audits, and exposure changes
- Maintain knowledge of carrier products and industry trends
 - Financial Ratings
 - Claims and Risk Management Services Offered
 - Billing Options

- **Risk Management Consulting**

- Quarterly or Monthly Safety Meeting Oversight & Coordination
- Claims, exposure, and risk tolerance analysis
 - Identify hazards and treatments
 - Implement risk transfer
 - Coordinate coverages and benefit plans as applicable
- Attendance at client visits and council meetings as requested
- Review insurance provisions of contracts when needed
- Contractor/Vendor certificate of insurance review
- Coordination of safety and loss-control inspections, training, and programs

- **Claims Handling Services**

- Carrier reporting as needed
- Review of carrier coverage determinations
- Mediate carrier and client claim reviews
- Quarterly review of claims experience for trends and budget projections

Process & Operational Automation Consulting Services

Efficiently managed and operated organizations produce less claims and experience lower claims costs over time. Treadstone Risk Management also provides services that will make your internal processes & operations more efficient, free up personnel resources, reduce budgetary pressures, and reduce your operational risks. In addition, these solutions will be controlled and owned by you; reducing the pain of transitioning between service providers and greatly increasing your opportunities to take advantage of more competitive professional services in the future. **These services are included in the standard risk manager compensation, at no additional cost to you.**

- **Risk Management Process Improvement/Automation**
 - Automated Claims Submission
 - Automated Property & Vehicle Inventory Changes
 - Automated Certificate Requests
 - Video/Photograph Inventory System
 - Workplace Preparedness – AED access, maintenance, training
- **IT Vendor/Operational Audit**
 - Reduce Costs & Redundancies
 - Increased Execution of Essential Services
 - IT Strategic Plan Development & Implementation
 - Reduce Liability and Cyber-Security Vulnerabilities
- **Planning/Goal Setting**
 - Develop Clear Administrative Direction
 - Foster Public Accountability
 - Consistent, Organization-wide Goal Setting
- **Digital Strategy**
 - Digitize Existing Workflows – Insurance, Bidding, HR, OPRA, etc.
 - Strategic Public Communication & Feedback Tools
 - New Process Design & Implementation

NATURE/SCOPE OF SERVICES:

Services to be provided include, but are not necessarily limited to the following:

- a) Advising the Borough on matters relating to available insurance programs, products and policies.**
- b) Evaluating the Borough's exposure as it relates to insurance.**
- c) Explaining to the Borough, the various coverages that are available from insurance companies and joint insurance funds and alternative risk placement.**
- d) Reviewing the Borough's liability coverage including automobile, boiler and machinery, package and property, recreation accident, law enforcement, public officials, crime policy, bonds, excess coverage and all other necessary coverages.**
- e) Reviewing the Borough's self-insured workers compensation program, excess, administration, and medical review and safety services.**
- f) Assisting in the preparation of the Borough's insurance budget.**
- g) Reviewing losses and claims experience.**
- h) Assisting with safety committee.**
- i) Attending meetings with the Mayor and Business Administrator or Borough Committee and others, as required.**
- j) Attending all Self-Insured Fund/Joint Insurance Fund Commission and safety committee meetings**

Company Information

1. Name of firm(s).

Treadstone Risk Management LLC

2. Location of firm main office and branch office responsible for servicing the Borough.

Treadstone Risk Management LLC is located at: 60 Speedwell Ave Unit B, Morristown, NJ 07960. Broker services will be provided from this office and in the field when appropriate.

Treadstone also has a branch office at 330 Changebridge Rd, Unit 101, Pine Brook, NJ 07058.

Contact phone: (973) 303 – 8967; Fax: (973) 282 - 8530

3. How many years has the firm been in business?

On September 30, 2016, Treadstone Risk Management LLC was formed by Giovanni Mancini. Giovanni's experience in the New Jersey Public Sector reaches back to his start in the industry in 2010. Matthew Struck joined the firm as an owner in February of 2017.

There are no judgements within the last (3) years in which Treadstone has been adjudicated liable for professional malpractice.

Treadstone has never been a part of any bankruptcy or re-organization proceedings.

4. Treadstone formation information and total number of employees dedicated to servicing property and casualty insurance clients, total number of service employees who hold a license in the property and casualty authorities.

Treadstone Risk Management is setup as an incorporated LLC and currently employs four (4) people at 60 Speedwell Ave Unit B Morristown, NJ 07960 with two (2) being Agency Principals/Officers (Giovanni Mancini & Matthew A. Struck), one (1) being Account Executive and the one (1) providing support. Currently, three (3) of the Treadstone employees have their New Jersey Property and Casualty producer licenses.

Treadstone employees have no immediate relatives who are employees or elected officials of the Borough.

7. Describe the proposed management of the account as specifically as possible. Your response must indicate that overall coordination of the account will be placed with an identified account manager. This individual's functions should be clearly described and

any secondary personnel should also be identified and their roles defined. The credentials and experience of all members of your proposed account management team should be detailed. Also, the number of total clients serviced by the proposed management team must be included.

Treadstone Risk will be assigning Matthew Struck to be the primary point of contact for analysis, review and implementation. Matthew will handle all facets of the impending insurance renewal and subsequent service. Giovanni Mancini will be assigned to account support and will provide assistance to Matthew when applicable. Matthew is currently the point person for 5 accounts. We are constantly evaluating workloads and making certain that our clients receive the highest level of attention.

Matthew A Struck CPCU, ARM-P, ARM-E, MBA – Co-Founder, Partner Matthew Struck is a co-founder of Treadstone Risk Management. Mr. Struck has over 12 years of experience in the Risk Management and Insurance Industry. Prior to insurance he began his career in retail banking with TD Bank N.A. He spent 5 years beginning as a Teller and working his way up to Business Development and Management Team Leader. From there, he spent 7 years heading up the NJ Public Entity Property & Casualty Division for Brown & Brown Insurance, Inc., a publicly traded national insurance brokerage.

Mr. Struck received his Bachelor's Degree in 2003 from Tulane University in New Orleans, LA where he majored in Biomedical Engineering. Mr. Struck then received his MBA in 2007 from Fairleigh Dickinson University in Florham Park, NJ with a concentration in Finance and Investment. Mr. Struck holds a New Jersey Insurance Producers license with authorities in Property & Casualty, Life, and Health Insurance. He also holds several industry designations including the Chartered Property & Casualty Underwriter (CPCU), Associate in Risk Management (ARM), and ARM concentrations in Enterprise-wide Risk Management (ARM-E) and Public Entity Risk Management (ARM-P). In addition, Matthew has been recognized as an Accredited Risk Manager by the NJ Municipal Excess Liability Joint Insurance Fund. Mr. Struck resides in Morris Township, New Jersey with his family.

Matthew Struck will be the primary point of contact and serve at the pleasure of the Borough of Mount Arlington. Mr. Struck will be responsible all communications with the Borough and will be available upon request to be present at any council meeting. Treadstone will be assigning Giovanni Mancini to assist with servicing as well as have Mr. Mancini be available for any meetings or events as requested.

Giovanni Mancini, CPCU, ARM, CRIS, CSRM – President – Giovanni entered the insurance industry in 2010, beginning his career as an Account Manager for a small, retail agency in Union County. In 2014, after the retail agency was acquired by the publicly traded firm CBIZ Insurance Services, Inc., Giovanni was named the Director of the Public Entities Division. After being offered the position of Public Sector National Practice Leader and Vice President in 2016, Giovanni left CBIZ and founded Treadstone Risk Management LLC.

To deepen his knowledge of the insurance industry, Mr. Mancini, received the Construction Risk Insurance Specialist (CRIS) designation in 2011, one of the youngest in the country to do so. He completed the Associate in Risk Management for Public Entities (ARM-P) in 2012, further cementing his concentration in the New Jersey Public Sector. Soon after, he completed the Certified School Risk Manager (CSRM) designation, again becoming one of the youngest in the country to do so. In 2014, Giovanni was named the Director of the Public Entities Division at CBIZ Insurance Services, Inc. In 2016, Giovanni achieved the title of Chartered Property and Casualty Underwriter (CPCU), the most respected designation in the Property and Casualty profession.

Giovanni primarily focuses his efforts on serving the needs of the public sector insurance marketplace. He is an active member in the New Jersey Public Sector, more specifically, the NJASBO where he is the Membership Chair of the Associate Membership Executive Committee. An active community member, he was part of the 1st class of the Morristown Community Emergency Response Team. Giovanni is a graduate of Drew University in Madison, NJ where he double majored in Economics and Political Science. Mr. Mancini was captain of the Drew Rangers Baseball Team during his 4 year tenure. He is currently enrolled in Boston University where he is seeking a Master's of Science in Insurance Management. Mr. Mancini holds a New Jersey Producers license with authorities in Property & Casualty, Life, and Health Insurance. Giovanni resides in Morristown, New Jersey.

8. Cost Criteria: Identify how your fee would be derived.

In most cases, Joint Insurance Funds (JIFs) use a socialized fee rate schedule for all brokers applied to all lines of coverage placed through the pool with the fee being included in the gross premium charged by the pool. Should we contract with insurers who accept a negotiated fee schedule, provided it is approved by Borough Officials, we would accept that fee. No other retainer fees or subsequent service charges would be requested for our broker services.

Our proposed fee for these services associated with the Morris JIF will be a flat fee not to exceed \$10,500 annually (billed quarterly) and fixed for the years 2022-2024. If any coverage is placed outside of the Morris JIF, our compensation will be the standard rate paid by that insurer at no additional cost to the Borough.

It is understood that Treadstone Risk and its employees are responsible for all expenses incurred including travel and meals while servicing the insured's account. Furthermore, Treadstone Risk understands that all furnished information will remain valid and applicable for 60 days from the date this proposal is received by the Borough of Mount Arlington.

Closing Statement

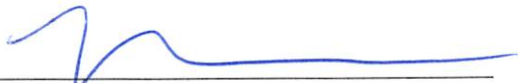
We believe we are best suited to serve your needs, knowing we will devote the time necessary to serve your insurance and risk management program. It would be our pleasure to serve the Borough as its' Risk Manager and look forward to the opportunity.

Entire Agreement

This constitutes the entire Agreement between the parties, and any other warranties or agreements are hereby superseded.

Subsequent amendments to this Agreement shall only be in writing signed by both parties.

Borough of Mount Arlington



Signature

12/30/21

Date

Michael Stanzilis, Mayor

Name, Title

Treadstone Risk Management



Signature

12/29/2021

Date

Matthew A. Struck, Partner

Name, Title