

<b>Total Costs (excluding any optional services)</b>	-	-		
Initial Setup Fee	One Time	\$1,500		
Subrogation Services	% of Recovery	30%		
Renewal Fee	Each Renewal	\$500		
Enrollment Kits & ID Cards	As Needed	Pass-Through at Cost		
Reporting		Included		
Ad Hoc Reporting	Varies	Most Requests Included		

(b) Any and all commissions and fees that the firm would expect to receive from the existing programs for services requested in this RFP, as well as additional services that are being recommended. Identify any split commission or joint marketing arrangements with other agents, brokers, firms, or associations. With this description, include an explanation as to how the firm would provide the Town with the best price at the time of the negotiations.

Van Gundy Insurance will bill a total of \$36,000 per year for their services associated with this RFP. The fee can be paid as frequently as monthly based upon the Town's preference. Van Gundy Insurance will not receive commissions or participate in revenue sharing from any other third party.

4.8.7 Statements of Exceptions to RFP requirements: List any exceptions to any requirements of this RFP.

We do not have any at this point.

#### 4.8.8 IPMG Client References:

Include at least three client references as set forth in Exhibit 4.8.8.

1. **County of Franklin**

400 East Locust Street Suite 201, Union, MO 63084  
 Lauren Graham, Human Resources Director  
[lgraham@franklinmo.net](mailto:lgraham@franklinmo.net)  
 (636) 583-7322

2. **Tazewell County**

11 S. 4th Street  
 Pekin, IL 61554  
 Wendy Ferrill, County Administrator  
[wferrill@tazewell.com](mailto:wferrill@tazewell.com)  
 (309) 478-5704

3. **City of Harrisburg, IL.**

Terri Jenkins, City Clerk.  
[tjenkins@cityofharrisburgil.com](mailto:tjenkins@cityofharrisburgil.com)  
 (618) 252-3801.