RESOLUTION NO. 11-17

Selection of a Firm to Provide Broker Services for the Casualty Program
for the
Aviation and Dulles Corridor Enterprises

WHEREAS, The broker services contract for the casualty program will expire July 31, 2011;

WHEREAS, The Business Administration Committee in December 2010 concurred in the issuance of a Request for Proposals to provide these services for both the Aviation and the Dulles Corridor Enterprises;

WHEREAS, An Evaluation Committee has reviewed the competing proposals and has recommended the selection of Wells Fargo Insurance Services USA, Inc.; and

WHEREAS, The Business Administration Committee is satisfied with the results of the competitive procurement process, as presented at its June 22, 2011 meeting; now, therefore, be it

RESOLVED, That the President and Chief Executive Officer is authorized and directed to enter into a four-year contract, with two one-year extension options, with Wells Fargo Insurance Services USA, Inc. for broker services for the casualty program for both enterprises, at a cost not to exceed $2,534,000 over six years, consistent with the proposal to the Business Administration Committee.

Adopted July 6, 2011

Quince T. Brinkley, Jr., Secretary