Attachment No.2

City of Pomona, CA

April 9, 2026

Alliant Insurance Services, Inc.
18100 Von Karman Avenue, 10th Floor, Irvine, CA 92612
License #0C36861 | www.alliant.com

A. Executive Summary

April 9, 2026
City of Pomona
Risk Management
Attn: Nalea Cansino
505 S. Garvey Avenue
Pomona, CA 91766

Fee Proposal for Insurance Brokerage Services

Dear Nalea,

We at Alliant Insurance Services, Inc. (Alliant) would like to express our appreciation for the opportunity to continue our partnership with the City of Pomona. We have proudly served as the City's insurance broker and consultant for more than 20 years. It is with gratitude that we offer the enclosed fee proposal.

Alliant is the leading public entity broker in California and across the country. We continue to add expert resources and creative program alternatives, garnering recognition as a premier public entity brokerage firm. Our nationally focused public entity insurance services and products allow us to design and deliver a superior insurance program, such as the coverage that the City is afforded through our Alliant Property Insurance Program (APIP). Furthermore, Alliant continues to serve as the exclusive broker and marketing agent for the Public Risk Innovation Solutions and Management JPA with which the City is a member for excess liability and excess workers' compensation. These unique options are available to the City only through a continued partnership with Alliant. We are proud of our history as a specialty broker and our reputation as an aggressive, innovative public agency resource and we work daily to meet our clients' needs with a variety of traditional and creative risk management alternatives.

Alliant recently became recognized as the preferred Property & Casualty broker for Sourcewell. As such, our fee proposal enclosed recognizes the Sourcewell relationship. We wish to emphasize our desire to continue working with the City and are open to negotiation. We stand ready to answer any questions that may arise as you perform your review.

Best Regards,

Rennetta Poncy
Senior Vice President
(949) 660-8107
rponcy@alliant.com

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The Fee Proposal is included on the following pages.

Historically the City has compensated its insurance broker on a commission basis with a not to exceed amount. We are proposing the same structure for your renewal.

In determining Alliant's compensation, our goals include:

- **Flexibility** – structure a methodology to meet the best interest of the City.
- **Value** – provide superior service, minimize your total cost of risk, provide the broadest possible terms and conditions, be responsive to all your needs, provide industry leading claim and loss control advocacy and provide multiple program design options for your consideration at a competitive cost.
- **Transparency** – as your risk management partner, all decisions will be made with your best interest at heart.

Typically, an insurance broker's commission amounts to 10% - 20% of a client's annual premium, depending on the type and size of each insurance placement. The fee that we are proposing is just over 1% percent of the current total premium and is significantly below the industry average. In addition, as a Sourcewell member, the City will receive a pre-negotiated discount which has been reflected in the price proposed below.

Our proposed fee is inclusive of all services to be rendered by our firm, including professional services, clerical support, travel, transportation, and any other costs required to comply with the outlined Scope of Work. We do not track the hours that we spend on any account in our office. We are committed to spending whatever time it takes to service the City properly.

PROPOSED FEE PROPOSAL BELOW:

Term	Fee	
Base Term: 7/1/2026 to 7/1/2027*	$50,820.00	Base Fee
	($4,620.00)	Sourcewell Member Discount
***Subsequent years will be $46,200 per year with a total of $231,000 for the five-year period**	**$46,200.00**	**Net Alliant Compensation**

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Our proposed fee is inclusive of all services to be rendered by our firm within the scope of this RFP except as noted. Special Events and Vendors/Contractors Programs are not included within the fee schedule as these premiums are paid by the vendor or event holder. In addition, the fee schedule does not include compensation for Alternative Risk Transfer Programs such as Captive Evaluation or Formation, Loss Portfolio Transfer, Aggregate Stop Loss, or OCIP program. Compensation for these services would be paid for in the form of commission from the carriers.

Loss Control and Appraisal Services outside those provided within our proprietary programs are available at additional discounted charges, based on the required service. Loss Control via Alliant Business Services is available at a starting rate starting at $150 per hour plus expenses. Appraisal services are available at rates beginning at $225 per building.

We wish to emphasize our flexibility in working with the City in this area and are open to negotiation.

Fee Disclosure Language

a. **Surplus Lines Fees and Taxes.** In certain circumstances, placement of insurance services made by Alliant Insurance Services, Inc. ("Alliant") on behalf of a client, with the prior approval of that client, may require the payment of surplus lines assessments, taxes, and/or fees to state regulators, boards, and associations. Such assessments, taxes, and/or fees will be charged to the client and identified separately on invoices covering these placements. The client shall be responsible for all such assessments, taxes, and fees, whether or not separately invoiced. Alliant shall not be responsible for the payment of any such fees, taxes, or assessments, except to the extent such fees, taxes or assessments have already been collected from the client.

b. **Third Party Brokers.** Alliant may determine from time to time that it is necessary or appropriate to utilize the services of third party brokers (such as surplus lines brokers, underwriting managers, London market brokers, and reinsurance brokers) to assist in marketing the insurance programs of a client. These third party brokers may be affiliates of Alliant (e.g., other companies of Alliant that provide services other than those included within the scope of services covered in this proposal), or may be unrelated third party brokers. Compensation to such third party brokers will not be part of Alliant's fee.

c. **Indirect Income. "**INDIRECT INCOME" means insurance carrier contingency arrangements. Alliant will accept these compensation incentives from insurers, if any, including contingent commissions, market service agreements (MSA), volume-based commission incentives and rebates on business placed on behalf of a client. Alliant producers who solicit, negotiate, or place insurance products, or services for clients, do not negotiate indirect income agreements with the carriers, nor do they receive any portion of the indirect income paid to Alliant. Nonetheless, the client may opt-out of having its premiums included in the calculation of indirect income by accessing the "opt-out" form

from the link on Alliant's website: http://alliantinsurance.com/Legal-Notices/Pages/Disclosure-Policy.aspx. The "opt out" provision applies only to those accounts served directly by Alliant as a retail agent or broker. It does not apply to account placements for which Alliant's role is that of a wholesaler, MGA, or program administrator working with non-Alliant brokers who represent the client. Indirect Income, if any, is determined by insurance carriers, and if the client does not opt-out, it remains the carriers'