



#21/36/P
PROPERTY & CASUALTY INSURANCE
BROKER/AGENT OF RECORD
ADDENDUM 1
QUESTIONS AND ANSWERS

1. Who is current Broker?
A. Daniels Insurance, INC -Hobbs
2. Are they on a fee or receive commissions from the ins. Companies?
A. Yearly fee.
3. If on a fee, what is the current annual fee?
A. \$9,500.00
4. If on commissions, what % do they currently receive from each ins company?
A. N/A
5. The name of the current local agent for the public official's liability coverage?
A. Daniels Insurance INC Hobbs
6. The name of the current insurance company providing this coverage?
A. National Union Fire /AIG
7. Is a Performance Surety Bond question bond required in this RFP?
A. Yes we will require a Surety Bond.
8. Please provide for Underwriting consideration the most current Excel Spreadsheet of Current Budget Expenditures
 - a. This information is for underwriting purposes only & will be used to provide accurate exposure information on the above referenced RFP (please see attached underwriting request page as reference for this question). The information provided will be used to provide the most accurate response on the above subject RFP. Next pg.

Budget Overview

CATEGORY	BEGINNING	EXPENDED	EXPENDED	EXPENDED	ENCUMB	PROJECTED	TOTAL	BALANCE	EXP
	BUDGET	1st Quarter	2nd Quarter	3rd Quarter	as of 3/31/2021	Thru 6/30/2021		AVAILABLE	BDGT %
Employee Salaries & Benefits	2,250,596	493,659	529,945	578,775	-	559,694	2,162,073	88,523	96%
Electricity	1,167,463	228,687	232,047	261,682	-	270,574	992,990	174,473	85%
Chemicals	1,000,000	469,752	250,301	213,137	66,810	180,000	1,180,000	(180,000)	118%
Solids	336,000	140,146	58,756	50,659	-	86,439	336,000	-	100%
Materials & Supplies	63,219	17,921	19,412	18,980	-	6,906	63,219	-	100%
Other Operating Costs	563,150	110,207	90,697	64,362	150,605	-	415,871	147,279	74%
Litigation Costs	1,319,147	286,605	143,567	205,962	334,837	310,000	1,280,971	38,176	97%
Fiscal Agent Fees	2,000,000	499,979	446,050	411,260	642,711	-	2,000,000	-	100%
TOTAL	332,359	-	-	-	-	332,359	332,359	-	100%
DOE Federal Grant	96,000	-	-	6,573	89,427	-	96,000		100%

Total Expenses thru 3/31/2021

5,829,121

90-Day Cash Reserve Credit

	Balance
City of Santa Fe	1,497,413
Santa Fe County	500,115
LC - Club	76,028
LC - Coop	16,839
	2,090,395

Partner Billing/Revenue – Operations

July - March	Total	1st & 2nd Quarter	Jan-21	21-Feb
Partner Revenue				
City of Santa Fe	3,667,825	2,863,764	355,631	448,429
Santa Fe County	1,219,590	960,661	115,187	143,742
LC - Club	111,562	92,137	8,890	10,535
LC - Coop	49,787	34,868	7,807	7,113
Total	5,048,765	3,951,431	487,516	609,819
March Expenses - Unbilled	654,761			
Other Revenue				
PNM Solar Rebate	119,022			
DOE Federal Grant	6,573			
Total	125,595			
Grand Total	\$ 5,829,121			



3rd Quarter Financial Statement – Other Funds (07/01/2020-03/31/2021)

Pre-Bills – Major Repair & Replacement Fund (Yearly Contribution)

	Total	City of SF	SF County	Las Campanas Coop	Las Campanas Club
Major Repair Fund	626,706	445,545	156,494	13,898	10,769
	626,706	445,545	156,494	13,898	10,769

Financial Position - Cash

	*Emergency Reserve	Major Repair
Balance at 06/30/2020	2,063,495	2,002,791
20/21 Yearly Contributions - Billed	-	626,706
Total	2,063,495	2,629,497
Less Beginning Budget		556,758
Projected Cash Balance		2,072,739

* Emergency Reserve Fund has reached the funding target, per the established policy.

Budget Overview – Major Repair and Replacement Fund

CATEGORY	FY20/21 BUDGET	EXPENDED	EXPENDED	EXPENDED	ENCUMB	TOTAL	BALANCE
		1st Quarter	2nd Quarter	3rd Quarter	Thru 3/31/2021		AVAILABLE
Equipment & Machinery	263,563	-	-	199,456	64,107	263,563	-
System Equipment	293,195	-	-	99,464	193,731	293,195	-
TOTAL	556,758	-	-	298,920	257,838	556,758	-