



**Joseph M. DiBella**  
*Executive Vice President*

**Employee Benefits Consulting Practice**

P : 856-552-4618  
C : 732-794-3627  
E : jdibella@connerstrong.com  
W : www.connerstrong.com

April 21, 2010

Mr. James W. Edwards, CPA  
Business Administrator & Board Secretary  
Brick Township Public Schools  
101 Hendrickson Avenue  
Brock Township, NJ 08724

**Re: RFP for Insurance Brokerage Services**

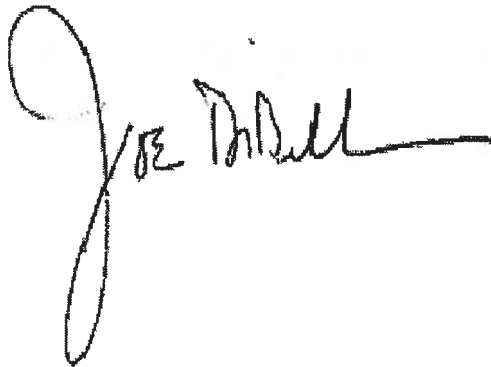
Dear Mr. Edwards:

Pursuant to our discussion of today, Wednesday, April 21, 2010, this letter shall address any potential ambiguity in our original RFP response of April 16, 2010. This is as follows:

- Our proposed annual fee for the services contemplated in the RFP is \$75,000 per year for the next three years; (Year 1: July 1, 2010 – June 30, 2011; Year 2: July 1, 2011 – June 30, 2012; Year 3: July 1, 2012 – June 30, 2013). This contemplates that none of the lines of business are in the State Educators Health Benefit Plan (“the State Plan”);
- In the event that the District moves some or all of their benefit plans to the State Plan, the above named fee shall be amended. The amended fees shall be applied as follows:
  - If medical plan moves to the State Plan: \$20,000 per year
  - If medical and pharmacy plan moves to the State Plan: \$15,000 per year
  - If medical, pharmacy & dental plan moves to the State Plan: \$15,000 per year
- Regarding the State Plan, if the medical business moves to the State plan but the pharmacy and dental remain outside the State Plan, our fee shall be \$20,000 per year.

In the event you have any further questions with the above or our proposal, please let me know. Thank you for the opportunity to compete for the District’s business and we hope to have the opportunity to meet with you and the Board to discuss our credentials and capabilities further.

Sincerely,

A handwritten signature in black ink, appearing to read "Joe D'Amico". The signature is written in a cursive style with a large, looping initial "J" and a horizontal line extending to the right.

Enclosure

Copy: Mr. Scott Davenport, Conner Strong Companies Inc.