



Office of the West Seneca Town Supervisor
Hon. Gary A. Dickson

Memorandum

To: Honorable Town Board
From: Gary Dickson, Town Supervisor
Date: April 29, 2021
Subject: Insurance quotes

Dear Colleagues,

At the Town Board meeting on March 8th the Town Board authorized me to seek out quotes from other insurance agencies to find the lowest possible rates. As you recall, in 2020 the only companies that offered quotes at a reasonable rate were our current insurance company, Trident, and NYMIR. Their rates were similar, but some on the Town Board did not like the fact that NYMIR is a reciprocal insurer, not a traditional insurance company.

Following the March 8th Town Board meeting, I reached out to our current insurance broker, USI, and stated our intentions to seek quotes from other insurance companies. Our broker stated he had already sought quotes and provided me with emails from five other companies, all of which declined seek our business. Only Trident wishes to continue offering coverage. Knowing the board's opinion on NYMIR, I did not ask it for a quote.

Given that Trident was the only traditional insurance company that sought our business in 2020 and 2021, I feel we have no choice but to stay with them for at least one more year. From talks with our broker, it appears that the rate increase this year will be minimal.