

**SPECIAL CALLED CITY COUNCIL MEETING**  
**Wednesday, November 9, 2022 – 5:00 p.m.**  
**Council Chambers – Denison, Iowa**

The special council meeting of the City of Denison, Iowa was held pursuant to law on the above date and hour. Mayor Soseman called the meeting to order with the following members present: Curnyn, Logan, Miller, and Granzen. Absent: Garcia.

**FNIC Presentation**

Jamie Bramman, Sales Executive, presented for FNIC, formerly Thams Agency. Others present included Scott Hill, President; Andy Dickmeyer, Sr. Vice President; Dawn Butler, Vice President; and Cole Goslar, Sales Executive. Bramman has been with Thams, now FNIC, since 2015. She works with groups of all sizes, including several municipalities, a hospital, manufacturing/transportation facilities, and several small family-owned businesses.

Bramman highlighted their services, including an HR Hotline, several benchmarking resources, strategic planning, assisting with yearly required notices for employees, and their local presence. She focused on their hometown values and the investment that FNIC, through the Lauritzen family's ownership in the Crawford County Bank, has made in the community of Denison over the past 40 years. Bramman said that FNIC has an in-house attorney and compliance department to help with any issues. The team reinforced that they are not afraid to work hard for the community through volunteerism.

Motion by Miller, seconded by Curnyn, to enter closed session at 5:44 p.m. per IA Code 21.5(1)(i) to evaluate the professional competency of an individual whose appointment, hiring, performance or discharge is being considered when necessary to prevent needless and irreparable injury to that individual's reputation and that individual requests a closed session. Motion carried unanimously.

Motion by Granzen, seconded by Miller, to return to open session at 5:52 p.m., with no action taken. Motion carried unanimously.

**AssuredPartners Great Plains, LLC Presentation**

Eric Willis presented for AssuredPartners. He is a Lead Agent who has been with them for more than 4 years and has more than 40 cities as clients. Willis said that Brittany Duben, the Account Manager who would also be helping us, has more than 8 years of experience. He stated that they are with the fastest growing, and 11 largest firm in the United States. Their closest office to Denison is West Des Moines. They are public sector specialists, serving 46 cities, 34 counties, and 19 schools.

They have an exclusive deal with Wellmark in working with an employer coalition and try to keep increases stable for budgeting purposes. He presented three options with varied levels of potential savings.

They can access “Think HR” software, with direct access for HR professionals 24/7. He stated that they are young and hungry and will try to be the most equitable with the City’s money. Willis said that they have enough experience to be able to service the City the way it should be serviced, and have many resources to do so.

Motion by Miller, seconded by Granzen, to enter closed session at 6:29 p.m. per IA Code 21.5(1)(i) to evaluate the professional competency of an individual whose appointment, hiring, performance or discharge is being considered when necessary to prevent needless and irreparable injury to that individual’s reputation and that individual requests a closed session. Motion carried unanimously.

Motion by Miller, seconded by Logan, to return to open session at 6:30 p.m., with no action taken. Motion carried unanimously.

### **Cottingham & Butler Presentation**

Braydon Fischer, Sales Executive, and Timothy Alexander, Vice President, presented for Cottingham and Butler. Fischer joined the company in April and has 2 clients. Alexander has been with them since 2005 as one of their first employees and has 40 clients. He brings \$2 million to the firm for revenue and is in the top 1% producers in the nation. They are salaried employees and do not work on commission. Although their offices are on the eastern side of the state, they said that travel is not a problem for them when necessary.

Alexander said that Cottingham and Butler is a family firm with zero debt that is growing rapidly. He said they are the 29<sup>th</sup> largest firm in the United States. The work with Iowa Community Trust (ICT) which is an exclusive program designed for cities, municipalities, and counties in the state of Iowa. Policies through ICT would include a fully insured health plan with Wellmark, dental, vision, life, disability, and voluntary programs. ICT is a 28E organization committed to following Iowa open meeting laws. ICT has 19 groups with more than 1,000 employees (more than 2,700 members).

Employer tools that can be used include Mineral (HR service), MyWave HR (HR service, Employee Navigator (web portal custom built), and Medicare Assist Program (online library with Medicare information).

Motion by Miller, seconded by Granzen, to enter closed session at 7:30 p.m. per IA Code 21.5(1)(i) to evaluate the professional competency of an individual whose appointment, hiring, performance or discharge is being considered when necessary to prevent needless and irreparable injury to that individual’s reputation and that individual requests a closed session. Motion carried unanimously.

Motion by Miller, seconded by Granzen, to return to open session at 7:38 p.m., with no action taken. Motion carried unanimously.

Motion by Miller, seconded by Granzen to enter closed session at 7:39 p.m. per IA code 21.5(1)(j) to discuss the purchase or sale of particular real estate only where premature disclosure could be reasonably expected to increase the price the governmental body would have to pay for that property or reduce the price the governmental body would receive for that property. Motion carried unanimously.

Motion by Granzen, seconded by Miller, to return to open session at 7:42 p.m., with no action taken. Motion carried unanimously.

There being no other business, the meeting adjourned at 7:43 p.m.

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Pamela Soseman, Mayor

ATTEST:

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Christy Welch, Deputy Clerk