

# Executive Summary

Claims Committee Meeting, November 17, 2022  
**Board of Governors Meeting, December 7, 2022**

## Claims Legal Services

### Topic

This Consent Item seeks Board approval for \$50,000,000 in additional spend authority under the Claims Legal Services contracts.

### History

Citizens regularly engages outside law firms to provide representation in claims-related pre-suit and litigation matters. Citizens currently utilizes a panel comprised of ninety-one (91) outside defense firms to provide legal representation in the following four (4) claims-related Service Areas:

- First Party Property,
- Third Party Liability,
- Subrogation, and
- Appeals.

This panel of law firms was competitively procured via RFP 21-0012 and approved by the Board on December 15, 2021. At that time, Citizens requested \$500,000,000 in spend authority based on the estimated total contract amount for all ninety-one (91) contracts over the initial five (5) year term. The Board voted on December 15, 2021 to approve \$50,000,000 in initial authorized spend. This approval included a request that Staff provide ongoing litigation updates as justification for additional spend requests/authorization, and to facilitate discussion and seek solutions to the ongoing litigation concerns. At the July 13, 2022 Board of Governors meeting, an additional \$50,000,000 was approved through a Consent Item, bringing the total Board approved amount to \$100,000,000.

As of October 1, 2022, Citizens has incurred approximately \$60,000,000 in spend under the approved Claims Legal Services contracts and forecasts that this number will likely exceed the \$100,000,000 in authorized spend prior to the March 2023 Board of Governor's meeting. Citizens continues to see claims-related litigation increase in terms of both new and total pending lawsuits. Since July 2022, the number of pending claims-related lawsuits has risen almost 2,000 to 20,400, averaging almost 1,200 new lawsuits per month. In addition to pending lawsuits, Citizens' policy-in-force count continues to rise, with PIF count totaling 1,071,850 as of September 30, 2022.

With the ongoing increases in (1) new claims-related litigation, (2) overall amount of pending claims-related litigation (3) policy-in-force counts, and (4) anticipated rise in litigation stemming from Hurricane Ian, Citizens anticipates that spend under the Claims Legal Services contracts will not abate for the foreseeable future. In addition to these factors, it should be noted that the Claims Legal Services contracts procured under RFP 21-0012 allow for increased rates for panel counsel beginning in February 2025.

A summary of the monthly contract spend to date is provided below:

# Executive Summary

Claims Committee Meeting, November 17, 2022  
**Board of Governors Meeting, December 7, 2022**

Year	Month	PIF	Pending Litigation	Fees*
2022	Feb	792,616	17,725	\$5,785,718.60
2022	Mar	817,926	18,115	\$6,556,057.94
2022	Apr	851,066	18,558	\$6,498,089.53
2022	May	883,333	18,898	\$6,763,133.37
2022	June	931,957	19,236	\$7,487,900.64
2022	July	994,456	19,703	\$7,331,711.52
2022	Aug	1,029,829	20,053	\$9,361,644.64
2022	Sept	1,071,850	20,478	\$9,669,797.70
<b>2022</b>	<b>YTD Spend for Current Contract</b>			<b>\$59,454,053.94**</b>
*Fees include firm fees and expenses only, other vendor expenses have been removed				
**YTD contract spend excludes a portion of February covered under the previous contacts				

Based on the above, Staff is requesting approval for an additional \$50,000,000 in authority under the Claims Legal Services contracts to continue to fund these services through the remainder of 2022 and first quarter of 2023. Additional authority requests will be provided prior to exhaustion of previously approved amounts or in the event of a change in circumstances caused by large storm events or other changes to the market.

## Recommendation

The recommendation is stated in the attached Consent Item.

## Claims Legal Services

**ACTION ITEM**

**New Contract**

**Contract Amendment**

**Other** \_\_\_\_\_

**CONSENT ITEM**

**Contract Amendment**

**Existing Contract Extension**

**Existing Contract Additional Spend**

**Previous Board Approval** \_\_\_\_\_

**Other** \_\_\_\_\_

**Action Items:** Items requiring detailed explanation to the Board. When a requested action item is a day-to-day operational item or unanimously passed through committee it may be moved forward to the board on the Consent Index.

**Move forward as Consent:** This Action item is a day-to-day operational item, unanimously passed through committee or qualifies to be moved forward on the Consent Index.

**Consent Items:** Items not requiring detailed explanation to the Board of Governors. Consent items are contract extensions, amendments or additional spending authorities for items previously approved by the Board.

<b>Item Description</b>	<b>Claims Legal Services</b>
<b>Purpose/Scope</b>	This Consent Item seeks Board approval for an additional \$50,000,000 in authorized spend under the Claims Legal Services contracts to fund these services through the remainder of 2022 and first quarter of 2023.
<b>Contract ID</b>	<b>Claims Legal Services</b> 21-21-0012-01 (Multiple Contracts)
<b>Budgeted Item</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Procurement Method</b>	On August 3, 2021, Citizens issued Claims Legal Services RFP 21-0012. Ninety-nine (99) proposals were timely submitted. The proposals were reviewed and scored by an Evaluation Committee who recommended to award contracts to ninety-one (91) law firms on October 26, 2021. These ninety-one (91) contracts were approved by the Board on December 15, 2021.
<b>Contract Amount</b>	The estimated contract amount over the five (5) year initial term is \$500,000,000. On December 15, 2021, the Board approved an initial \$50,000,000 in spending authority with a request that Staff return to the Board to provide ongoing updates on pending litigation and to request additional spend authority as needed. The Board approved an additional \$50,000,000 on July 13, 2022, bringing the total approved amount to \$100,000,000.

## Claims Legal Services

<b>Contract Terms</b>	The contracts have a five (5) year initial term and two (2) one-year optional renewal terms. The contracts do not require Citizens to make any assignments of work or pay any minimum amounts to the contracted firms.
<b>Committee Recommendation</b>	Staff proposes that the Claims Committee review, and if approved recommend the Board of Governors:  a) Authorize additional spending authority under the Claims Legal Services contracts of \$50,000,000 as set forth in this Consent Item which, if approved, would make the total spend authorized to-date \$150,000,000; and  b) Authorize staff to take any appropriate or necessary action consistent with this Consent Item.
<b>Board Recommendation from Committee</b>	If approved at its November 17, 2022 meeting, the Claims Committee recommends that the Board of Governors:  a) Authorize additional spending authority under the Claims Legal Services contracts of \$50,000,000 as set forth in this Consent Item which, if approved, would make the total spend authorized to-date \$150,000,000; and  b) Authorize staff to take any appropriate or necessary action consistent with this Consent Item.
<b>Contacts</b>	Jay Adams, Chief Claims Officer  Tim Cerio, General Counsel & Chief Legal Officer