



May 18, 2018

Sue Cugno  
Vice President/Unit Manager  
LOCKTON COMPANIES  
2640 GOLDEN GATE PARKWAY, SUITE 201  
NAPLES FL 34105

**RE: Indian River BOCC 2018 renewal offer**

Dear Sue:

Thank you for the opportunity to continue to partner with you and Indian River Board of County Commissioners (IRBOCC). Pursuant to my discussion with you over (IRBOCC) and our desire to continue our great partnership together, I have worked with sales and underwriting leadership and gained approval to provide the following:

Extend the current administrative agreement to 10/1/23.

10/1/18 – 9/30/19 \$50.00

10/1/19 – 9/30/21 \$51.50 3% increase

10/1/21 – 9/30/23 \$53.05 3% increase

Upon Board approval Florida Blue will make a \$50,000 wellness contribution to IRBOCC. On the following Renewal dates of 10/1/18 – 10/1/22 Florida Blue will make a \$50,000 wellness contribution to IRBOCC as long as coverage is in force. The standard 30 day term clause applies to this agreement.

I look forward to discussing any questions that you or IRMC might have about the details above. Again, thank you for your continued support.

Thank you again for the opportunity.

George Eppl