

From: [Ian E. Robertson](#)
To: [Michael Nonaka](#)
Cc: [Gordon I. Ito](#); [Jerry L. Bump](#); [DCCA INS-Legal](#)
Subject: FW: HHRF - Request for Proposal - Guy Carpenter Submission of Letter of Intent
Date: Wednesday, November 13, 2024 8:14:00 AM
Attachments: [image001.png](#)
[REDACTED]

Hi Mr. Nonaka,

Please see the correspondence from Guy Carpenter submitted to the insurance@dcca.hawaii.gov email address.

Thank you,
Ian

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From: DCCA Insurance <insurance@dcca.hawaii.gov>
Sent: Tuesday, November 12, 2024 2:48 PM
To: DCCA INS-Legal [REDACTED]
Subject: FW: HHRF - Request for Proposal - Guy Carpenter Submission of Letter of Intent

RFP submission.

Thank you,
Tricia

Tricia Murakami
Multi-Media Education Specialist
DCCA Hawaii Insurance Division
[REDACTED]

From: Yearwood, Sarah A. <[REDACTED]>
Sent: Tuesday, November 12, 2024 2:37 PM
To: DCCA Insurance <insurance@dcca.hawaii.gov>
Cc: Neu, Alexis D <[REDACTED]>
Subject: [EXTERNAL] HHRF - Request for Proposal - Guy Carpenter Submission of Letter of Intent

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or open attachments unless you recognize the sender and are expecting the link or attachment.

Hi Michael,

We are excited to submit Guy Carpenter's Letter of Intent to the HHRF Board in response to the RFP. We believe the board will find our letter comprehensive and reflective of our qualifications as the ideal partner to assist HHRF in designing, structuring, and implementing a program that effectively addresses the challenges facing the Hawaii property insurance market.

We look forward to the opportunity to present our full proposal and discuss our response to the requested Scope of Services in greater detail.

Thank you for your consideration. Please feel free to reach out if you or the board have any questions as you review the attached document. Otherwise, we look forward to seeing you at this Friday's board meeting.

Best regards,

Alexis and Sarah

Sarah Yearwood

Senior Vice President | Treaty Broking

M. + [REDACTED]

[REDACTED] [REDACTED]
www.guycarp.com | Guy Carpenter & Company, LLC



A business of Marsh McLennan

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From: [Ian E. Robertson](#)
To: [Michael Nonaka](#)
Cc: [Gordon I. Ito](#); [DCCA INS-Legal](#); [Jerry L. Bump](#)
Subject: FW: Hawaii Hurricane Relief Fund: RFP Letter of Intent
Date: Wednesday, November 13, 2024 8:15:00 AM
Attachments: [REDACTED]

Hi Mr. Nonaka,

Please see the correspondence from AON forwarded from the insurance@dcca.hawaii.gov email.

Thank you,
Ian

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From: DCCA Insurance <insurance@dcca.hawaii.gov>
Sent: Wednesday, November 13, 2024 7:47 AM
To: DCCA INS-Legal <ins-legal@dcca.hawaii.gov>
Subject: FW: Hawaii Hurricane Relief Fund: RFP Letter of Intent

Aon's submission. Thank you, Tricia

Tricia Murakami
Multi-Media Education Specialist
DCCA Hawaii Insurance Division
[REDACTED]

From: Daniel Chun <[REDACTED]>
Sent: Tuesday, November 12, 2024 3:38 PM
To: DCCA Insurance <insurance@dcca.hawaii.gov>
Cc: Katie Sabo <[REDACTED]>; Dan Dick <[REDACTED]>; Ken Lorber <[REDACTED]>
Subject: [EXTERNAL] Hawaii Hurricane Relief Fund: RFP Letter of Intent

CAUTION: This email originated from outside of Hawaii State Gov't / DCCA. Do not click links or open attachments unless you recognize the sender and are expecting the link or attachment.

Dear Michael Nonaka and the Hawaii Hurricane Relief Fund Board,

Thank you for the opportunity to respond to the RFP for the role of “Consultant” to the HHRF as you navigate the reactivation of the fund to address the insurance crisis Hawaii is currently facing. We look forward to demonstrating Aon’s qualifications to meet your desired scope of services with the intent of truly partnering with the Board and the state to solve the hurricane coverage issues that exist in the condo market today.

Attached is our Letter of Intent providing background on our firm and indicating that we meet the minimum standards for consideration. We are well-qualified to fulfill the “Consultant” role and have the necessary experience analyzing Hawaiian risks, working with residual markets and large property catastrophe placements to be successful. We have structured a team for the HHRF with these priorities in mind, and we are ready to begin work right away.

Should we be selected to move onto the next phase, we would like to clarify a few items on the proposed timeline:

1. 11/15–25: Questions & Answers of RFP from Firms – will this Q&A take form in a virtual meeting or will each firm be asked to submit questions that the HHRF board will respond to in due course? If we formally submit questions, will both questions and answers be disclosed to all other respondents?
2. 12/03: Firm Presentations – is there any flexibility around the date of the oral presentations? Given the quick turnaround, we have a few conflicts with our core presenting team. If no alternate dates are available, we kindly request an early A.M. time slot.

We appreciate the opportunity to participate and become a deeper part of the Hawaii insurance community as we work collaboratively to stand up the HHRF.

Please let us know if we can answer any questions in relation to our Letter of Intent.

Sincerely,
Dan

Daniel Chun | Aon Reinsurance Solutions

d +
m +

Registered Representative

Securities offered through Aon Securities LLC | Member FINRA & SIPC
200 East Randolph Street | Chicago, IL 60601 | t +1.312.381.4488

From: [DCCA Insurance](#)
To: [DCCA INS-Legal](#)
Subject: FW: Hawaii Hurricane Relief Fund RFP: Preliminary Questions
Date: Friday, November 22, 2024 1:32:33 PM

Forwarding but I think since Mike is already on the email he'll forward it on to the board?
Thank you, Tricia

Tricia Murakami
Multi-Media Education Specialist
DCCA Hawaii Insurance Division
[REDACTED]

From: Daniel Chun [REDACTED]
Sent: Friday, November 22, 2024 12:45 PM
To: DCCA Insurance <insurance@dcca.hawaii.gov>
Cc: Michael Nonaka [REDACTED]; Katie Sabo [REDACTED]; Dan Dick [REDACTED]; Ken Lorber [REDACTED]; Paul Eaton [REDACTED]
Subject: [EXTERNAL] Hawaii Hurricane Relief Fund RFP: Preliminary Questions

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Dear HHRF Board Members,

Below are some questions we have related to logistics around our December 3rd presentation as well as some questions on the current condo master policy market.

1. Will candidates present in Executive Session to allow for a full and open discussion on unique ideas and strategies?
2. While we have created an intentional team to work with the HHRF routinely in-person, we have a few key members that are unable to be in person on December 3rd. When will the Zoom meeting information be made available?
3. The letter from HHRF mentions that "we are in the process of amending the Plan to conform to the Governor's Emergency Proclamation relating to Condominium Insurance Stabilization." When is the Plan expected to be revised? Will it be prior to December 3rd or will Consultants' analysis have a potential impact on the revisions incorporated?
4. For the presentation on December 3rd, what particular aspects would you like Aon to cover beyond its LOI that are of concern or heightened interest?

If some market research has already been performed, it would be helpful to have some additional information on the demographic of condo associations that need the most assistance.

5. What amount of coverage or limit is needed from the HHRF to solve 50 to 80 percent of the issues buildings are encountering today?

6. In the highly segmented Hawaii condominium market, which segments are experiencing the most difficulty?
7. What are the ages and status of the most-affected properties?
8. What are the rates being paid by these buildings today? We have heard rates have increased by 1000% in some instances, but what have rate increases looked like on average?
9. Are primary and excess & surplus lines insurers differentiating buildings by year built, construction type, structural engineering reports and observed maintenance conditions? Are wind sub-limits being applied unilaterally.

Mahalo,
Daniel

Daniel Chun | Senior Managing Director
Aon Reinsurance Solutions

[REDACTED]
d
m
[REDACTED]

Registered Representative

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From: Michael Nonaka [REDACTED]
Sent: Wednesday, November 20, 2024 9:04 PM
To: Daniel Chun [REDACTED]
Subject: Invitation letter to Aon

ALERT: This message originated outside of Aon's network. **BE CAUTIOUS** before clicking any link or attachment.

Hi Daniel –

Thank you for showing interest in wanting to assist the Board with your expertise. Please find attached an invitation to present to the Board on 12/3/2024 @ 10:15 AM Hawaii Standard Time.

Please contact me with any questions that you have.

Thank you.

Michael Nonaka
Business Insurance Services, Inc.
[REDACTED]

Honolulu, Hawaii 96814

Telephone: [REDACTED] Fax: [REDACTED]
Email: [REDACTED] | Website: www.bisihi.com