

San Joaquin Valley Insurance Authority

BOARD OF DIRECTORS

SUSAN B. ANDERSON

JUDITH CASE

MIKE ENNIS

ALLEN ISHIDA

PHIL LARSON

DEBORAH POOCHIGIAN

PETE VANDER POEL

Meeting Location:
Fresno County Employee Retirement
Association Board Chambers
1111 H Street
Fresno, CA 93721
January 14, 2011
9:00 AM

AGENDA DATE: January 14, 2011

ITEM NUMBER: 8

SUBJECT: Potential Client Listing

REQUEST(S): That the Board receives the listing of potential clients for the SJVIA

DESCRIPTION:

At the direction of your Board, Gallagher Benefit Services has conducted a survey of potential clients for inclusion on the SJVIA. (Please see attached survey)

GBS first identified a geographical area for survey that spanned from Kern County in the south to San Joaquin County in the north as well as the Sierra Nevada mountains to the Central Coast. Specifically targeted were County and City entities. The data received and compiled in the attached survey was the result of personal telephonic conversations with each entity as well as additional information available to GBS as a result of their involvement with several associations related to the public sector (CalPELRA, etc).

Recap of Initial Survey – Entities Identified and Membership Potential

<u>Entity</u>	<u>Number</u>	<u>Membership</u>
Counties	18	46,635
Cities	<u>31</u>	<u>10,852</u>
Total	49	57,487

Separate and apart from this survey, GBS has been contacted by several public entities requesting information on the SJVIA. Additionally, GBS is currently responding to a Request for Proposal for the County of Nevada for Consultant services. Though not specifically targeted in this survey, the County of Nevada would fit the criteria for consideration by the SJVIA due to its size, probable demographics and location.

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Concurrently with this survey of SJVIA expansion potential, GBS has engaged their actuarial division, Gallagher Analytics, to develop pricing modules for entities of various sizes. Specifically, GBS has produced a rating methodology that would establish a "manual rate" based on the pooled experience of the SJVIA. Individual, group-specific demographics could then be applied (age/gender, experience, average contract size, account location, etc) to create variance factors to apply to these manual rates. The resulting premium rates would be based on accepted underwriting standards and practices and reflect the overall experience of the entire SJVIA pool while allowing individual group demographics to impact final rates.

FISCAL IMPACT/FINANCING:

None.

ADMINISTRATIVE SIGN-OFF:



Paul Nerland
Fresno County Employee Benefits Manager

**BEFORE THE BOARD OF DIRECTORS
SAN JOAQUIN VALLEY INSURANCE
AUTHORITY**

IN THE MATTER OF Potential Client Listing

RESOLUTION NO. _____
AGREEMENT NO. _____

UPON MOTION OF DIRECTOR _____, SECONDED BY DIRECTOR _____, THE FOLLOWING WAS ADOPTED BY THE BOARD OF DIRECTORS, AT AN OFFICIAL MEETING HELD _____, BY THE FOLLOWING VOTE:

AYES:
NOES:
ABSTAIN:
ABSENT:

ATTEST:

BY: _____

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That the Board received the listing of potential clients for the SJVIA.

Listing of Potential Clients/Prospects for the SJVIA

Counties	Current Carrier	Renewal	Employees
County of Kings	Self-Insured	July	1,200
County of Kern	Self-Insured	July	7,800
County of Stanislaus			2,000
County of San Benito	CalPERS/	January	400
County of Madera	CalPERS	January	500
County of Merced	CSAC-EIA	January	2,035
County of Mono	CalPERS	January	250
County of Tuolumne	CalPERS	January	350
County of Sacramento	Kaiser/HealthNet	January	12,000
County of San Mateo	CalPERS	January	400
County of Nevada	CalPERS	January	600
County of Mariposa	CalPERS	January	350
County of Inyo	CalPERS	January	400
County of Monterey			1,500
County of Contra Costa	Contra Costa Health Plan	January	8,000
County of Calaveras			350
County of Santa Cruz			1,000
County of Alameda	Anthem/Kaiser/United	February	8,700
Total Counties			47,835

Cities	Current Carrier	Renewal	Employees
City of Sonora	Self-Insured	June	50
City of Shafter	Aetna	July	140
City of Stockton	Self-Insured	July	1,200
City of Taft	Aetna/Kaiser	September	110
City of Tracy	Kaiser/HealthNet	January	250
City of Visalia	CSAC-EIA	January	545
City of Lemoore	CalPERS	January	65
City of Lodi	CalPERS	January	361
City of Merced	Anthem Blue Cross	January	469
City of Tulare	Self-Insured	July	385
City of Modesto	Anthem/Kaiser	January	800
City of Atascadero	CSAC-EIA	January	116
City of Ceres	United/Kaiser	January	160
City of Exeter	Allied National	January	39
City of Fresno	Self-Insured	July	3,300
City of Woodlake	Aetna	July	12
City of Coalinga	Blue Shield	July	150
City of Hollister			150
City of King City			120
City of Los Banos			100

Listing of Potential Clients/Prospects for the SJVIA

City of Delano			100
City of Manteca	CalPERS	January	325
City of Paso Robles			225
City of Porterville			140
City of Salinas			175
City of Corcoran	Anthem Blue Cross	July	70
City of Bakersfield			750
City of San Luis Obispo			120
City of Tehachapi			75
City of Wasco			50
City of Turlock	Self-Insured	July	300
Total Cities			10,852

Total Eligible	58,687
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