



# SJVIA

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:  
Tulare County Employee Retirement  
Association Board Chambers  
136 N. Akers Street  
Visalia, CA 93291  
November 9, 2012  
9:00 AM

**AGENDA DATE:** November 9, 2012

**ITEM NUMBER** 5c

**SUBJECT** Receive and File Report on SJVIA Marketing Activity

**REQUEST(S):** That the Board receive and file a report on SJVIA Marketing Activity.

### **DESCRIPTION:**

Since our last report in August GBS attended the San Joaquin Valley Regional Association of CA Counties Fall Conference. Contact was made with Board of Supervisors from Kern, Tulare, Madera, and Kings Counties. Additionally, GBS will be an exhibitor at the California Public Employees Labor Relations Annual (CalPELRA) Conference in Monterey in December.

The SJVIA continues to pursue opportunities with the Central San Joaquin Valley Risk Management Authority (RMA). The RMA established an AdHoc Committee to evaluate SJVIA Membership. This Committee met with Gallagher and SJVIA staff in February with follow up meetings in April and October. Many of the RMA members have expressed individual interest in joining the SJVIA and these opportunities are being explored on an ongoing basis. At this point, a commitment from the RMA as a single entity to join has not been made pending further evaluation Although the RMA has not made a decision to add the SJVIA benefit program to their membership requirements or made a formal endorsement, they have encouraged members to explore the SJVIA option independently.

**AGENDA:** San Joaquin Valley Insurance Authority

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Additional direct marketing efforts have been under way to prospective members who are not affiliated with the RMA. These include several larger cities, counties, and special districts. See attached (we need to attach) spreadsheet that identifies the entities that have expressed interest. For many prospective entities, these discussions, while not immediately resulting in SJVIA membership, are positive steps toward movement in future years. SJVIA staff and Gallagher will continue to foster these longer term growth opportunities as the SJVIA matures and continues to experience positive growth with stable costs.

While there are no entities joining the SJVIA in January 2013, most of the potential participants expressed interest in receiving a quote or joining the SJVIA at a later date. Renewed marketing activities will begin after the first of the year for potential July 1<sup>st</sup> entry to the SJVIA.

**FISCAL IMPACT/FINANCING:**

None

**ADMINISTRATIVE SIGN-OFF:**



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Paul Nerland  
SJVIA Manager



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Jeffrey Cardell  
Assistant SJVIA Manager

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

**IN THE MATTER OF** SJVIA Marketing Activity

**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: \_\_\_\_\_

\* \* \* \* \*

The Board received and filed a report of SJVIA marketing activity.

## SJVIA Summary of Marketing Activity As of November 1, 2012

	Potential SJVIA Participant	To Underwriting Committee	Proposal Presented	Status	Next Steps	Renewal:	Active EE's
1	<u>County of Santa Cruz</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented	Considering for 2014	January	2930
2	<u>County of Madera</u>	<input checked="" type="checkbox"/>	No	Gave concept presentation to CAO	Considering for 2014	January	1230
3	<u>County of Kings</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented	Considering for 2014	July	1021
4	<u>County of Calaveras</u>		No	Expressed interest			
5	<u>County of Mendocino</u>		No	Expressed interest			
6	<u>Merced Irrigation District</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented	Considering for 2014	August	172
7	<u>Nevada Irrigation District</u>	<input checked="" type="checkbox"/>	No	Considering for 2014		January	225
8	<u>Superior Courts of Kings County</u>	<input checked="" type="checkbox"/>	No	Considering for 2014		January	100

	Central San Joaquin Valley Risk Management Authority (CSJVRMA) Account	To Underwriting Committee	Met / Proposal Presented	Status	Next Steps	Renewal:	Active EE's
1	<u>Arvin</u>			Received data form - no response	Gather required information	January	45
2	<u>Avenal</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented	Consider for 2014	October	47
3	<u>Ceres</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented		January	115
4	<u>Chowchilla</u>		No	Moved to EIA	Requested SJVIA stay in contact	June	44
5	<u>Clovis</u>	<input checked="" type="checkbox"/>	Yes	Proposed: Declined to Join SJVIA for 2013	Consider for 2014	January	384
6	<u>Corcoran</u>	<input checked="" type="checkbox"/>	Yes	Proposed: No Decision to Join SJVIA for 2013	Consider for 2014	July	60
7	<u>Delano</u>	<input checked="" type="checkbox"/>	Yes	Proposed (post-renewal): Declined to Join SJVIA for 2013	Consider for 2014	July	197
8	<u>Dinuba</u>			Data form received	Gather required information	July	122
9	<u>Dos Palos</u>			Data form received	Preparing proposal	August	17
10	<u>Escalon</u>	<input checked="" type="checkbox"/>	Yes	Proposed for 2013		Jan	23
11	<u>Exeter</u>			Expressed interest - have not received data	Gather required information	February	38
12	<u>Firebaugh</u>			Received data form - no response	Gather required information	January	
13	<u>Fowler</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented	Consider for 2014	September	20
14	<u>Gustine</u>			Expressed interest - have not received data	Gather required information	January	17
15	<u>Huron</u>			Expressed interest - have not received data	Gather required information	July	15
16	<u>Kerman</u>	<input checked="" type="checkbox"/>	No	Proposal ready	Meeting scheduled	July	53
17	<u>Kingsburg</u>			Data form received	Preparing proposal	Feb	45
18	<u>Lathrop</u>			Expressed interest	Gather required information	January	78
19	<u>Madera</u>			Expressed interest for 2014		July	246
20	<u>Mendota</u>	<input checked="" type="checkbox"/>	Yes	Proposed: No Decision to Join SJVIA for 2013	Consider for 2014	May	28
21	<u>Newman</u>			Received data form - no response	Gather required information	January	29
22	<u>Orange Cove</u>			Received data form - no response	Gather required information	July	37

	RMA Account	To Underwriting Committee	Met / Proposal Presented	Status	Next Steps	Renewal:	Active EE's
23	<u>Reedley</u>	<input checked="" type="checkbox"/>	Yes	Proposal Presented	Consider for 2014	January	115
24	<u>Ripon</u>			Data form received	Preparing proposal	January	88
25	<u>Riverbank</u>	<input checked="" type="checkbox"/>	Yes	Proposed for 2013		July	45
26	<u>Sanger</u>	<input checked="" type="checkbox"/>	Yes	Proposed for 2013	Consider for 2014		
27	<u>Shafter</u>	<input checked="" type="checkbox"/>		Proposed 10/2012	Scheduling meeting to present	July	60
28	<u>Sonora</u>			Received data form - no response	Gather required information	June	35
29	<u>Tehachapi</u>			Received data form - no response	Gather required information	January	50
30	<u>Tulare</u>	<input checked="" type="checkbox"/>	Yes	Joined SJVIA 2012		July	334
31	<u>Wasco</u>			Received data form - no response	Gather required information	January	54
32	<u>Waterford</u>	<input checked="" type="checkbox"/>	Yes	Proposed for 2013	Meeting scheduled	June	12
33	<u>Woodlake</u>			Received data form - no response	Gather required information	December	28