



# 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  
July 20, 2012  
9:00 AM

**AGENDA DATE:** July 20, 2012

**ITEM NUMBER:** 7

**SUBJECT:** Results of the RFP for Special Legal Counsel

**REQUEST(S):** That the Board receive and file the results of the RFP for Special Legal Counsel and direct staff to secure contract for services with recommended vendor for Board approval.

**DESCRIPTION:**

At the January 20, 2012 meeting, your board directed staff to conduct an RFP for special legal counsel to the SJVIA. As reported in the January meeting, County Counsel from Fresno and Tulare County have performed the services required by the SJVIA since its inception. As the JPA continues to grow and explore further options to benefit its members, the need for legal expertise will increase. In anticipation of the need for broader experience with the legal needs of a growing JPA, staff in conjunction with Gallagher Benefit Service developed and transmitted a Request for Proposals.

**AGENDA:** San Joaquin Valley Insurance Authority

**DATE:** July 20, 2012

The process was initiated on May 10, 2012 with the release of the written request for proposals sent out to eight law firms. Four firms submitted their written proposals, one firm declined to offer a proposal, and three firms did not respond to the request. All interested firms submitted their written proposals outlining their ratings, legal experience of proposed team, JPA and public entity experience, references, and fees. An executive summary of the submitted proposals is attached for your review.

In late June, SJIVA staff, County Counsel, and Gallagher Benefit Services conducted interviews of the following interested firms:

- Farmer Smith & Lane, LLP, Sacramento, CA
- Johnson Schachter & Lewis, Sacramento, CA
- McCormick Barstow, LLP, Fresno, CA
- Murphy, Campbell, Guthrie & Allison, Sacramento, CA

Each firm was given the opportunity to give an overview of their firm's experience and introduce their proposed team. The interview panel then asked a series of questions pertaining to public entity issues, JPA legal requirements, requirements for growth and/or contract changes.

As a result of their written response, successful interview, and advantage of a local presence, McCormick Barstow, LLP, is the preferred firm to serve as special counsel for the SJVIA. With your Board's approval and pending contact of the references provided, staff will secure a service contract with this firm for Board approval.

**FISCAL IMPACT/FINANCING:**

Costs associated with special legal counsel are included in the approved budget under "SJVIA Fee" of \$2.00 per employee per month paid by each member entity.

**AGENDA:** San Joaquin Valley Insurance Authority

**DATE:** July 20, 2012

**ADMINISTRATIVE SIGN-OFF:**



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Paul Nerland  
SVIA Manager



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Jeffrey Cardell  
Assistant SVIA Manager

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

**IN THE MATTER OF** Results of the RFP for special legal counsel.

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

\* \* \* \* \*

That the Board received and filed the results of the RFP for Special Legal Counsel and directed staff to secure contract for services with recommended vendor for Board approval.