



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:
Fresno County Employee Retirement
Association Board Chambers
1111 H Street
Fresno, CA 93721
August 24, 2012
9:00 AM

AGENDA DATE: August 24, 2012

ITEM NUMBER: 10

SUBJECT: Release of Proposals and Execution of Participation Agreements Contingent upon Acceptance and Approval by the Prospective Entities' Governing bodies

REQUEST(S): That the Board of Directors approve releasing proposals on several prospective public entities and authorize the Board President to execute participation agreements.

DESCRIPTION:

On November 5, 2010, to allow for growth of the SJVIA, your Board approved Member Underwriting Guidelines and the SJVIA Growth Implementation and Marketing Plan. These documents provide the framework for the prudent growth of the SJVIA which will facilitate fixed cost reductions and pricing stability over time.

Gallagher Benefit Services (GBS), at the direction of SJVIA Staff, have since undertaken several marketing efforts to identify and make contact with prospective member entities to consider joining the JPA. These efforts have consisted of participating in events and highlighting the potential benefits of joining the SJVIA. At recent SJVIA Board of Directors meetings, the Board authorized the release of the several proposals.

Interest in the SJVIA remains high and activity from interested public entities continues. Agenda Item 5c is a recap of that activity.

AGENDA: San Joaquin Valley Insurance Authority

DATE: August 24, 2012

Gallagher Benefit Services is in the process of completing underwriting on the following entities:

City of Avenal
City of Escalon
City of Firebaugh
City of Kingsburg
City of Newman
City of Tehachapi
City of Wasco

Finally, underwriting is completed, the Underwriting Committee has reviewed the proposals and seeks to release offers to the following entities:

City of Ceres

FISCAL IMPACT/FINANCING:

None at this time. If any of the entities join the SJVIA the budget will be adjusted accordingly.

ADMINISTRATIVE SIGN-OFF:



Paul Nerland
SJVIA Manager



Jeffrey Cardell
Assistant SJVIA Manager

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

IN THE MATTER OF Release of Proposals and Execution of Participation Agreements Contingent upon Acceptance and Approval by the Prospective Entities' Governing bodies

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 of Directors approve releasing proposals on several prospective public entities and authorize the Board President to execute participation agreements.



**Central San Joaquin Valley Risk Management Authority
Prospective Member Underwriting**

Entity	Current	Renewal	SJVIA	Potential Savings over Renewal
Avenal	\$ 549,384	\$ 593,335	\$ 491,355	\$ 101,979
Clovis	\$ 5,355,050	\$ 5,756,679	\$ 4,677,366	\$ 1,079,313
Corcoran	\$ 693,138	\$ 745,123	\$ 619,664	\$ 125,459
Delano	\$ 1,587,813	\$ 1,706,899	\$ 1,500,261	\$ 206,638
Fowler	\$ 182,904	\$ 197,536	\$ 179,500	\$ 18,036
Mendota	\$ 474,552	\$ 526,041	\$ 376,886	\$ 149,155
Riverbank	\$ 370,572	\$ 437,275	\$ 364,017	\$ 73,258
Sanger	\$ 1,676,443	\$ 2,033,099	\$ 1,581,159	\$ 451,940
Escalon	\$ 221,000	\$ 243,000	\$ 200,258	\$ 42,742
Ceres	\$ 1,395,874	\$ 1,535,461	\$ 1,356,265	\$ 179,196
Nevada Irrigation District	\$ 2,734,663	\$ 3,010,300	\$ 2,899,815	\$ 110,485
Merced Irrigation District	\$ 2,496,182	\$ 2,733,319	\$ 2,259,777	\$ 473,542
Santa Cruz (County)	\$ 28,438,656	\$ 31,125,594	\$ 28,000,000	\$ 3,125,594
Tulare	\$ 3,490,285	\$ 3,609,091	\$ 3,167,063	\$ 442,029

Totals	\$ 49,666,516	\$ 54,252,752	\$ 47,673,386
	Savings over current - \$		1,993,131
	Savings over current - %		-4.01%
	Savings over renewal - \$		6,579,367
	Savings over renewal - %		-12.13%

City of Tulare joined SJVIA effective 7/1/2012