



SJVIA

San Joaquin Valley
Insurance Authority

BOARD OF DIRECTORS

ANDREAS BORGEAS

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
February 1, 2013
9:00 AM

AGENDA DATE: February 1, 2013

ITEM NUMBER: 10

SUBJECT: Receive and File Report on SJVIA Marketing Activity

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

DESCRIPTION:

Marketing efforts to expand the member base in the SJVIA have continued since the November 2012 Board Meeting. Specifically, Gallagher Benefit Services was an exhibitor at the California Public Employees Labor Relations Annual (CalPELRA) Conference in Monterey in December. Several County, City and Special Districts were in attendance and GBS was able to speak at length with many of the attendees. GBS is currently following up with these interested entities to assess the viability and development of illustrative proposals.

Additionally, the SJVIA continues to pursue opportunities with the Central San Joaquin Valley Risk Management Authority (RMA). As reported at the November 9, 2012 meeting, the RMA established an AdHoc Committee to evaluate SJVIA Membership. This Committee met with Gallagher and SJVIA staff in February of 2012 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. While the RMA has yet to make a decision to join the SJVIA, they continue to evaluate the benefit of such an arrangement. In addition to a pooled rating analysis, GBS and staff have responded to specific questions (see attached) from the

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RMA regarding the minimum three year commitment and the advantages of joining as a pool versus individual city membership.

The attached spreadsheet identifies other entities that have expressed interest and their status to date with the SJVIA.

The City of Ceres joined the SJVIA effective January 1, 2013, and the City of Waterford has expressed an interest in joining as soon as they are approved by the SJVIA Board of Directors.

FISCAL IMPACT/FINANCING:

None

ADMINISTRATIVE SIGN-OFF:



Jeffrey Cardell
SJVIA Manager



Paul Nerland
Assistant SJVIA Manager

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

IN THE MATTER OF Receive and File Report on 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: _____

* * * * *

That the Board received and filed a report on SJVIA Marketing Activity.