



**BOARD OF DIRECTORS**

ANDREAS BORGEAS  
KUYLER CROCKER  
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BRIAN PACHECO  
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J. STEVEN WORTHLEY

**Meeting Location:  
County of Tulare  
Board of Supervisors Chambers  
2800 W. Burrel Avenue  
Visalia, CA 93291  
December 15, 2017 9:00 AM**

**AGENDA DATE:** December 15, 2017

**ITEM NUMBER:** Item 14

**SUBJECT:** Receive and Approve Consultant’s Report on Reinsurance Renewal and Marketing Results and Authorize the President to Execute Agreement Subject to Approval of SJVIA Counsel and Staff (A)

**REQUEST(S):** That the Board of Directors approve the recommendation and authorize the President to execute agreement subject to approval of SJVIA Counsel and Staff.

**DESCRIPTION:**

As part of the 2018 SJVIA self-funded medical/Rx renewal, Keenan requested and received the 2018 reinsurance renewal. Additionally, Keenan conducted a reinsurance marketing to secure the most competitive reinsurance rates. It is recommended that the SJVIA

- Select Voya Financial as the reinsurer;
- Renew at the \$450,000 reinsurance level and differentiate stop loss rates based on the differences in enrollment demographics
- Remove the aggregate stop loss coverage
- Consider a risk share arrangement with the County of Fresno at \$250,000 and the County of Tulare and the All Other Group at \$200,000

**FISCAL IMPACT/FINANCING:**

The cost of the recommended reinsurance action, \$1,837,474 annually, is anticipated in the SJVIA renewal and will have no additional impact to the SJVIA 2018 renewal rates.

**AGENDA:** San Joaquin Valley Insurance Authority

**DATE:** December 15, 2017

**ADMINISTRATIVE SIGN-OFF:**



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Paul Nerland  
SJVIA Manager



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Rhonda Sjostrom  
SJVIA Assistant Manager