



## Fresno County Employees' Retirement Association

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### QUESTIONS AND RESPONSES

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Request for Proposal No. 20160817.1

### Actuarial Services

*August 17, 2016*

**Closing date of Bid will be at 5:00 P.M. on September 21, 2016**

All proposal information will be available for review after contract award.

Clarifications of specifications are to be directed to: Donald C. Kendig, phone (559) 457-0681, FAX (559) 457-0318.

IMPORTANT: SUBMIT PROPOSAL IN SEALED PACKAGE WITH PROPOSAL No., AND PROPOSER'S NAME AND ADDRESS MARKED CLEARLY ON THE OUTSIDE

## QUESTIONS AND RESPONSES

*Inquiries from multiple sources have been aggregated.*

1. Why is FCERA going out to bid at this time? Has the firm, currently providing actuarial services, been invited to bid? How long has the current provider held the consulting relationship for these services?

An RFP has not been done since 2007. Yes. Since 2007 (9 years).

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2. Please provide all scoring documents related to the last RFP for these services.

There are no scoring documents available. (There were two respondents.)

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3. What were the fees for the last actuarial valuation? Was it a fixed fee or was it based on hourly rates?

Sixty seven thousand dollars (\$67,000). Fixed.

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4. Are there particular weights that will be assigned to the Award Criteria listed on page 27? For example, will FCERA take into consideration *Cost over Capability and Qualifications*?

No. Costs are not weighted over Capability and Qualifications. Responses, qualifications, and costs will be tabulated and considered individually and will have the following subjective shading applied. The tabulation and recommended finalists will be posted September 28, 2016 to this RFP page for respondent review. Up to three finalists will be recommended for Board consideration. Be prepared to present November 2, 2016.

Great
Average
Mild Concern
Concern

5. Please indicate the make-up of the FCERA staff that will be evaluating the proposals, as referenced under Award/Rejection on page 16 — not necessarily by names, but by positions in which departments.

Retirement Administrator and Assistant Administrator.

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6. Under Dispute Resolution on page 16, FCERA states that “Any claim which cannot be amicably settled without court action will be litigated in the U. S. District Court for the Eastern District of California in Fresno, CA or in a state court for Fresno County.” Would FCERA agree to an alternative of entering into binding arbitration if the parties are unable to resolve the dispute?

No. FCERA would not agree.

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7. In Section VIII G, it asks for any terminated contracts. Would this include contracts that lasted through their original ending date, and then were either not renewed or rebid, or would it only include contracts that were prematurely terminated during the term of the contract?

Prematurely terminated contracts by either party only please.

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8. The Scope of Work does not include the GASB 67 and/or 68 reports as separate items under the task list (items A-F). We assume that FCERA would like us to include fixed fee proposals for each of these services; please confirm.

Please provide fixed fee quotes for GASB 67 and 68 reports. GASB 68 reports are billed out to sponsors, so separate invoicing will be required.

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9. Please provide an example of a report showing the cost estimate for modifying non-vested supplemental benefits (Item F in the Scope of Work).

We are unable to locate any written cost estimates for this particular item. Sample reports of “special studies” are here:

<http://www2.co.fresno.ca.us/9200/reports.htm#actuarybm>

and here:

[http://www2.co.fresno.ca.us/9200/Actuary\\_Report.htm](http://www2.co.fresno.ca.us/9200/Actuary_Report.htm)

We will need various cost estimates for conducting various “special” studies. As an example, item F refers to being able to provide us a cost estimate to prepare a special study on the disposition of excess earnings (if we ever have any). Other estimates will be needed for potential early retirement incentives, sponsor negotiated benefits, etc. We are not asking for cost estimates for these things now, just the ability to provide cost estimates and to be able to perform the special studies when they inevitably arise.

Very good questions everyone. Thank you.