



FRESNO COUNTY EMPLOYEES' RETIREMENT ASSOCIATION

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Donald C. Kendig, CPA  
Retirement Administrator

**DATE:** November 4, 2015  
**TO:** Board of Retirement  
**FROM:** Donald C. Kendig, CPA  
Retirement Administrator

**Staff Contact:** Elizabeth Avalos  
Administrative Services Assistant

**SUBJECT: Travel Request to Attend the 13<sup>th</sup> Annual Made in America Taft-Hartley Benefits Conference – RECEIVE AND FILE; APPROVE**

**Background and Discussion**

Per the Fresno County Employees' Retirement Association (FCERA) Education Policy, paragraphs 7 and 8, trustees are pre-authorized to attend SACRS conferences, NCPRS' Annual Meeting and Legislative Workshop and CALAPRS general assemblies and roundtables; however, attendance at other educational programs requires the consent of the Board.

I have received requests from Trustees Laura Basua and Eulalio Gomez to attend the 13<sup>th</sup> Annual Made in America Taft-Hartley Benefits Conference in Las Vegas, NV on January 24-26, 2016.

Please note that the travel information was forwarded to the Board Members on October 26, 2015 for their consideration. Please inform Elizabeth Avalos via email should you wish to attend the conference.

**Fiscal and Financial Impacts**

Fiscal and financial impacts are not known at this time but expected to be approximately \$1,450 per attendee.

**Recommended Action**

Receive, file and approve attendance.

**Attachments**

1. Conference Agenda



Financial Research Associates and Healthcare Education Associates presents

**TRUSTEES/  
ADMINISTRATORS:  
BUY ONE, GET ONE  
FREE - SEE PAGE 2  
FOR DETAILS!**

★ The 13th Annual ★

# MADE IN AMERICA

## The 2016 Taft-Hartley Benefits Summit

January 24-26, 2016

Wynn Las Vegas



### ATTEND MADE IN AMERICA 2016 AND...

...Select between two comprehensive tracks – one on pension and annuity investment AND another on health & welfare funds

...Mix-and-mingle with hundreds of your Taft-Hartley colleagues in 10 unique networking opportunities including a special AFC-NFC Championship party!

...Find out why our last program had over 65% of our attendees from TH plans - - momentum is growing and we expect it to continue for 2016!

#### 2016 ADVISORY BOARD



**Andy Johnson**  
Teamster Center Services Fund



**John Everson**  
SDC-League Health Fund



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**Herbert Nishi**  
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**Maurice "Mo" Hodas**  
UFCW National Health and Welfare Fund



**Randy Defrehn**  
National Coordinating Committee For Multiemployer Plans



**Danny Callendo**  
Labor Rising Group

#### SAMPLING OF PREVIOUS ATTENDEES

AGC of Metropolitan Washington DC  
AGC of Michigan  
Allied Industries Health and Pension Funds  
CCFF Security Trust Fund Local 1908  
Cement Masons & Plasterers Joint Trust Funds  
Cement Masons Trust Funds of Northern California  
California Regional Council of Carpenters Benefit Funds  
Clark County Firefighters  
Construction Laborers Pension Trust St. Louis  
Dallas Police & Fire Pension System  
Hawaii Truckers - Teamsters Union Pension Plan  
Heartland Health & Wellness Fund  
I.A.T.S.E. Local 99 Health Trust

Illinois Public Pension Fund Association (IPPPA)  
Inter-Local Pension Fund, GCC/IBT  
International Union of Elevator Constructors, Local 12  
International Union of Elevator Constructors, Local 16  
International Union of Elevator Constructors, Local 18  
Kansas City Power and Light Company Laborers' Local 261  
Laconia New Hampshire Police Department Law Enforcement Health Benefits, Inc  
Local 338 RWDSU/UFCW  
National Coordinating Committee for Multiemployer Plans

National Elevator Health and Pension Fund  
National Elevator Industry Benefit Plans  
New England Pension Consultants (NEPC)  
New Hampshire Interlocal Trust  
Northern California Cement Masons Funds Administration  
Phoenix Police Pension Board  
Robert F. Kennedy Medical Plan and Juan De La Cruz Pension Plan  
San Bernardino County Employees' Retirement Association  
SDC-League Health Fund  
Segal  
SEIU Healthcare NW Training Partnership Health Benefits Trust

Sellwood Consulting, LLC  
Sheet Metal Workers Local 46  
Sheet Metal Workers' Trust Funds  
St. Paul Electrical Pension Plan  
Teamsters 705  
The Broadway Leauge  
The Marco Consulting Group  
UFCW Local 1D  
UFCW Local 75  
UFCW Local Unions and Employers Benefit Plan of the Southwestern Ohio Area  
UFCW National Health and Welfare Fund

#### SPONSORS GOLD



#### SILVER



#### BRONZE



TO REGISTER: CALL 800-280-8440 OR VISIT US AT WWW.FRALLC.COM

## Why You Cannot Miss MIA 2016

Financial Research Associates' *Made in America, the 13th Annual Taft-Hartley Benefits Summit*, scheduled for January 24-26, 2016 at The Wynn Hotel in Las Vegas, is the **only Taft-Hartley event that puts politically correct antics aside and tells it like it is** to the people who need to know straight-forward information—the fund Trustees and Administrators. Essentially, MIA 2016 is two conferences in one ; “Track A” attacks all the investment issues challenging your fund today while the “Track B” confronts all the health & welfare topics plaguing your fund.

## What is MIA's Purpose?

Drawing from research with hundreds of past attendees and our sixteen advisory board members, we've worked hard to improve the program content, speakers, networking activities, and provide the best possible experience for our attendees. We are dedicated to delivering no-nonsense, solution-driven information Trustees and Administrators need-to-know.

### A Few Summit Highlights Include:

#### Track A “Investment Issues” highlights:

- Looking beyond plain vanilla investments to dig out of your underfunded status
- Learning how to build a defensive portfolio for long term success
- Safeguarding your risky decisions - - will 7.5% return with a 10% volatility work for you?
- Chicken or the egg: actuarial assumption vs. investment allocations
- Private equity investing: What can you expect from 2016?
- Scrutinizing the value and risk of hedge funds for your TH plans
- How to secure low volatility equity? Does it exist?
- Taking the auto-pilot out of outsourcing CIOs
- Aligning economics and job creation with impact investing
- Today's global market conditions and concerns
- Real estate risks and ROIs – what should you expect?
- Calming fears and anxieties for troubled funds

#### Track B -- “Health & Welfare”:

- Realities, nuances, and preparation for the excise tax
- Effectively monitoring funds to lower costs
- Everything you need to know about disease management and wellness programs
- Learning to calculate the ROI of disease management and wellness programs
- Lowering drug costs
- How do you determine who gets specialty drugs, how do you manage them, and when do you consider stop-loss?
- MIA's legendary Administrators' roundtable is back by popular demand
- Cost, treatment, and long term effects of mental illness on your fund
- Nuances and opportunities for hiring in-house nurses or launching a medical facility
- Tele-Health/Medicine in 2020
- How are multi-employer plans keeping up with technology?

### Countless Networking Opportunities with your Peers

MIA will offer several informal networking opportunities for you to exchange ideas and suggestions with your colleagues. Take advantage of this time to rub elbows with your peers! You can expect an exciting welcoming reception while you watch the AFC-NFC Championship game, other lively cocktail receptions, numerous breaks, lunches, and other networking opportunities that you won't want to miss.



We will have a sell-out situation, so register now to avoid disappointment. Reserve your space at Made in America 2016 - by calling us at 800-280-8440 today, or by visiting our website [www.frallc.com](http://www.frallc.com).

See for yourself what all the buzz is about! Register today! Call 800-280-8440 or online at [www.frallc.com](http://www.frallc.com).

Sincerely,

*Laura Garza*

Laura Garza, Conference Director

**FINANCIAL RESEARCH ASSOCIATES**

P.S. Our BOGO offer last year helped us reach our 60:40 goal of funds to vendors ratio. We will be offering the **buy one get one free** registration offer again

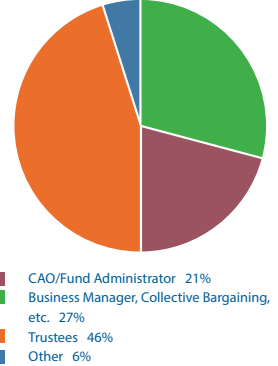
## Who Should Attend?

### From Taft-Hartley Funds, both the labor and management sides:

- Business Managers
- Trustees and Board members
- Financial committee members
- Executive committee members
- Administrators and office managers
- Counsel

### From the Investment and Employee Benefits Communities:

- Domestic and international money managers
- Taft-Hartley consultants
- Real estate advisors
- Benefits consultants
- Insurance companies
- Health and wellness providers
- Third-party administrators
- Actuarial firms
- Managers of alternative investments
- Attorneys
- Master trustees and custodians
- Software and technology vendors



## Top Reasons to Attend

- Network with hundreds of the brightest minds in the Taft-Hartley industry
- Hear renowned experts discuss the most current topics in both the pension investing and the health and welfare spaces
- Get usable and out-of-the-box strategies to overcome your underfunded status
- Stop getting watered-down, politically correct advice and hear industry leaders deliver the information you need to know to survive these turbulent times
- Minimize the impact of the excise tax on your fund
- Find out how you can get better results from your wellness program
- Scrutinize the risk/return profile for all your alternative investment allocations
- Uncover hidden and unconventional ways to cut plan costs
- Take advantage of our buy-one, get-one free registration for Taft-Hartley Trustees and Administrators
- Register today and find out why the momentum for this event continues to grow every year

## Sponsorship and Exhibit Opportunities

Enhance your marketing efforts through sponsoring a special event or exhibiting your product at this event. We can design custom sponsorship packages tailored to your marketing needs, such as a cocktail reception or a custom-designed networking event.

To learn more about sponsorship opportunities, please contact Jennifer Clemence at 704-341-2438 or [jclemence@frallc.com](mailto:jclemence@frallc.com)

★ For Taft-Hartley Plan administrators/trustees to take advantage of the **BUY ONE, GET ONE FREE** offer - please call Whitney Betts at 704-341-2445 or email her at [wbetts@frallc.com](mailto:wbetts@frallc.com). This offer is valid until 12/20/15. Website registrations cannot be accepted for this offer. ★

★ Discounts will also not apply. ★

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# AGENDA-AT-GLANCE

## DAY ONE: SUNDAY, JANUARY 24, 2016

12:30 – 3:00 Exhibits Set-Up

3:30-6:30 AFC-NFC Championship Party



## DAY TWO: MONDAY, JANUARY 25, 2016

7:45-8:20 Registration & Breakfast

8:20 "Welcome!"

### Track "A" Pension & Annuity Topics

8:20 – 8:30 Co-Chair's Opening Remarks:  
8:30 – 9:20 Opening Panel: Digging Out of Your Underfunded Status  
9:20 – 9:30 Transition Time  
9:30 – 10:30 **Creating a Defensive Portfolio: Learning to Balance Downside Risk Against Upside Potential**  
10:30 – 10:45 Morning Break  
10:45 – 11:30 **Measuring Your Performance Against Your Own Risk and Return Objectives**  
11:30 – 12:15 **What Comes First, the Actuarial Assumption or the Investment Allocation?**  
12:15 – 1:30 Luncheon for All  
1:30 – 2:15 **Private Equity Investing: What Should You Expect for 2016?**  
2:15-3:00 **Hedge Funds and Taft-Hartley Plans: Value, Risk, Fees, and Returns**  
3:00 -3:30 Afternoon Break  
3:30 – 4:15 **Low Volatility Equity: Can You Have Your Cake and Eat it Too?**  
4:15-5:15 End of Day Two  
Cocktail Reception Immediately

### Track "B" Health & Welfare Benefits

Co-Chair's Opening Remarks:  
**Preparing for the Realities of the Cadillac Tax: How Will It Play Out?**  
Transition Time  
**Looking at Cost-Containment Programs That Actually Work**  
Morning Break  
**Case Study: Disease Management From A to Z**  
**Wellness Cost, Screening, Incentives and So Much More**  
Luncheon for All  
**Evaluating the ROI of Disease Management and Wellness Programs Managing Prescription Drug Costs and Potential Abuses**  
Afternoon Break  
**Specialty Drugs and How To Manage Them**  
End of Day Two  
Cocktail Reception Immediately

## DAY THREE: TUESDAY, JANUARY 26, 2016

8:00 – 9:15 Morning Continental Breakfast & Breakfast Roundtable

### Track "A" Pension & Annuity Topics

9:15 – 10:00 **Outsourcing CIOs: No Such Thing as Auto-Pilot Mode - - Actively Monitoring Your Portfolio**  
10:00 – 10:10 Transition Time  
10:10 – 10:50 **Aligning Social and Investment Objectives: Working Toward Economic Stimulation and Job Creation through Impact Investing**  
10:50 – 11:05 Morning Break & Hotel Check-Out  
11:05 – 11:50 **Global Market Conditions and Concerns**  
11:50 – 12:30 **Real Estate Gems and Over-Exposed Investments**  
12:30 – 1:45 Luncheon for All MIA Attendees (Exhibit Hall Closes)  
1:45 – 2:30 **Diversifying Assets: Next Generation Fixed Income Strategies**  
2:30 – 3:15 **Dispelling Rumors and Calming fears for an Insolvent Fund and Lower Hours**  
3:15 End of MIA 2016

### Track "B" Health & Welfare Benefits

**MIA's Legendary Administrators' Roundtable**  
Transition Time  
**NCCMP Speaks Out: Taking a Close Look at the Latest Legal and Regulatory Update**  
Morning Break & Hotel Check-Out  
**Mental Health Cost and Treatment for Addiction: What is the Impact on Your Fund? The Future of Tele-Health**  
Luncheon for All MIA Attendees (Exhibit Hall Closes)  
**The Heroin Epidemic and Your Benefit Plan**  
Topic to be Announced  
End of MIA 2016

## The Made in America 2016 Advisory Board Members

A very special thanks to the Made in America Advisory Board members for dedicating their free time, thoughts and invaluable contributions to the content and quality of Made in America 2016.



Asad Ali, *Senior Investment Consultant*, **Alan Biller and Associates**, Menlo Park, California



Michael Lyons, *Consultant*, **Marco Consulting Group**, Chicago, Illinois



Danny Caliendo, *Senior Instructor/Founder*, **Labor Rising Group**, Chicago, Illinois



Tom Lamb, *Administrator*, **Law Enforcement Health Benefits, Inc.**, Philadelphia, PA



Richard Dahab, *Chairman*, **Dahab Associates, Inc.**, Bayshore, New York



Mika Malone, *Managing Principal*, **Meketa Investment Group, Inc.**, Portland, Oregon



Randy DeFrehn, *Executive Director*, **National Coordinating Committee For Multiemployer Plans**, Washington DC



Larry McGann, *General Secretary Treasurer*, **National Elevator Health & Pension Fund**, Mechanicsville, Virginia



John Everson, *Fund Administrator*, **SDC-League Health Fund**, New York, New York



Herbert Nishii, *Senior Consulting Associate*, **Verus (Formerly Wurts & Associates)**, El Segundo, California



Andy Johnson, *Fund Administrator*, **Teamster Center Services Fund**, New York, New York



Richard Sichel, Jr., *President*, **Investment Performance Services, LLC**, Newtown, Pennsylvania



Maurice "Mo" Hodos, *Fund Administrator*, **UFCW National Health and Welfare Fund**, Englewood, New Jersey



John S. Shanklin, CFA, CAIA, *Senior Consultant*, **NEPC**, Las Vegas, Nevada



PJ Kelly, *Partner*, **Hewitt EnnisKnupp, Inc.**, Chicago, Illinois



Charlie Waibel CFA, *Managing Director*, **Sellwood Consulting LLC**, Portland, Oregon





## Venue Details

Wynn Las Vegas  
3131 Las Vegas Blvd. South  
Las Vegas, NV 89109  
p: 702-770-7000

We have a limited number of hotel rooms reserved for the conference. The negotiated room rate of \$219 per night will expire on December 23, 2015 although we expect the block to sell out prior to this date. To ensure you receive a room at the negotiated rate book well before the expiration date. Upon sell out of the block room rate and availability will be at the hotel's discretion.

### ★ About the Venue:

- ★ Wynn Las Vegas holds more Forbes Travel Guide Five Star awards than any other independent hotel company in the world. Wynn Las Vegas offers award-winning restaurants, exciting entertainment and nightlife, a pristine 18-hole golf course, two award-winning spas, salons and luxury shopping. Their commitment to making every visit a once-in-a-lifetime experience to their guests is what makes them who they are.

### ★ Team Discounts

- Three people will receive 10% off
- Four people will receive 15% off
- Five people or more will receive 20% off

In order to secure a group discount, all delegates must place their registrations at the same time. Group discounts cannot be issued retroactively. For more information, please contact Whitney Betts at 704-341-2445 or [wbetts@frallc.com](mailto:wbetts@frallc.com)

## Refunds and Cancellations

For information regarding refund, complaint and/or program cancellation policies, please visit our website: [www.frallc.com/thefineprint.aspx](http://www.frallc.com/thefineprint.aspx)

## CPE Credits



Financial Research Associates, LLC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).

The recommended CPE credit for this course is up to 13 credits in the following field(s) of study: Finance

For more information, visit our website: [www.frallc.com/thefineprint.aspx](http://www.frallc.com/thefineprint.aspx)

## The Conference Organizer



Financial Research Associates provides the financial community with access to business information and networking opportunities. Offering highly targeted conferences, FRA is a preferred resource for executives and managers seeking cutting-edge information on the next wave of business opportunities.

Please visit [www.frallc.com](http://www.frallc.com) for more information on upcoming events.

- ★ For Taft-Hartley Plan administrators/trustees to take advantage of the **BUY ONE, GET ONE FREE** offer - please call Whitney Betts at 704-341-2445 or email her at [wbetts@frallc.com](mailto:wbetts@frallc.com). This offer is valid until 12/20/15. Website registrations cannot be accepted for this offer. Discounts will also not apply. ★

## Our Renowned Speaking Faculty and Distinguished Presenters Featuring Case Studies and Expert Presentations

- Anthony Rizzuto, *Founder and Executive Director, Families In Support of Treatment*
- Bill O'Donnell, *Senior Consultant, Alan Biller & Associates*
- Cathy Sanderson, *Fund Administrator, UFCW Union Local 655 Welfare Fund*
- Charlie Waibel CFA, *Managing Director, Sellwood Consulting LLC*
- Chris Kasmer, *Business Agent/Organizer, Chicago Regional Council of Carpenters, Local 1027 \* Trustee (Chairman), Chicago Transit Authority Retiree Health Trust, Alternate Trustee, Chicago Transit Authority Retirement Plan*
- Dan Doyle, *Executive Director, Public and Labor, Teladoc*
- Dan Woodman, *Founder, Leading Labor*
- Danny Caliendo, *Senior Instructor/Founder, Labor Rising Group*
- Dave Russell, *CFA, IPS Senior Investment Strategist, Investment Performance Services, LLC*
- David De La Torre, *Secretary Treasurer, Laborers' Local 261*
- Ed Omata, *Senior Vice President, Meketa Investment Group, Inc.*
- Emily Nomeir, *Vice President, Hamilton Lane*
- Mostafa Kamal, *CEO, Magellan Rx Management,*
- Glenn Ezard, *Senior Consultant, Segal Rogerscasey, Los Angeles, California*
- Phillip A. Romello, *Senior Vice President and Actuary, Segal Consulting, Washington DC*
- Emily E. Johnstone, *Managing Director, AFL-CIO Housing Investment Trust*
- Jeffrey Pettiford, *Managing Member, Investor Relations, Window Rock Capital Partners, LLC*
- Thomas Bittner, *Regional Vice President, Symetra Life Insurance Company*
- Tom Costello, *Vice President, Stop Loss Sales, Symetra Life Insurance Company*
- Gary A. Amelio, *Chief Executive Officer, San Bernardino County Employees' Retirement Association*
- Herbert Nishii, *Senior Consulting Associate, Verus (Formerly Wurts & Associates)*
- Jeff Benoit, *Director of Taft-Hartley Services, Dimeo Schneider and Associates*
- Jeffrey Kowalczyk, *Senior Investment Consultant, Lowery Asset Consulting, LLC*
- John Everson, *Fund Administrator, SDC-League Health Fund*
- John R. Adler, *President, Adler Rx Consulting, LLC*
- John S. Shanklin, *CFA, CAIA, Senior Consultant, NEPC*
- John Ulrich, *President, Ulrich Consulting Group*
- Kelley Stillwell, *CEO, Retired Union Workers*
- Maurice "Mo" Hodos, *Fund Administrator, UFCW National Health and Welfare Fund*
- Michael D. Underhill, *Chief Investment Officer, Capital Innovations, LLC*
- Paul M. DiKun, *CAC, Ed.D, Ph.D., Licensed Psychologist, Law Enforcement Health Benefits, Inc.*
- Peter Palandjian, *Chairman & CEO, Intercontinental Real Estate Corporation*
- PJ Kelly, *Partner, Hewitt EnnisKnupp, Inc.*
- Randy DeFrehn, *Executive Director, National Coordinating Committee For Multiemployer Plans*
- Richard Dahab, *Chairman, Dahab Associates, Inc.*
- Richard L. Snyder, *M.D., Senior Vice President and Chief Medical Officer, Independence Blue Cross*
- Russ Kamp, *Managing Partner, Kamp Consulting Solutions, LLC*
- Ruth Donahue, *Vice President and Consultant, Segal Consulting*
- Sally Reppucci, *Executive Vice President - Operations and Technology, Renalogic*
- Samuel J. Kenish, *CEBS, Administrator, Teamsters Local 830 Employee Benefit Funds*
- Steven Villella, *Managing Director, Touchstone Consulting Group, Inc.*
- Tom Lamb, *Administrator, Law Enforcement Health Benefits, Inc.*

DAY ONE: SUNDAY, JANUARY 24, 2016

12:30 – 3:00 Exhibits Set-Up



3:30-6:30

AFC-NFC Championship Party

Contact Jennifer Clemence for more information on our sponsorship opportunities at [jclemence@frallc.com](mailto:jclemence@frallc.com) or 704-341-2438

DAY TWO: MONDAY, JANUARY 25, 2016

7:45-8:20 Registration sponsored by **MagellanRx**

8:20 "Welcome!"

7:45-8:20 Breakfast sponsored by **renalogic**

**Track "A"**  
Pension & Annuity Topics

**Track "B"**  
Health & Wellness Benefits

**8:20 – 8:30 Co-Chairs' Opening Remarks:**  
John S. Shanklin, CFA, CAIA, Senior Consultant  
**NEPC**, Las Vegas, Nevada  
John Ulrich, President  
**Ulrich Consulting Group**, Albuquerque, New Mexico

**8:20 – 8:30 Co-Chairs' Opening Remarks:**  
John Everson, Fund Administrator  
**SDC-League Health Fund**, New York, New York  
TBA

**8:30 – 9:20 Opening Panel: Digging Out of Your Underfunded Status**

- How should you approach it?
- Looking at new and novel approaches to investing
- What are managers using to try to generate larger returns?
- Looking beyond plain vanilla stuff - - what is available and how much can I commit?
- Aggressive vs. passive approaches: how much more are you willing to risk?

John S. Shanklin, CFA, CAIA, Senior Consultant  
**NEPC**, Las Vegas, Nevada  
Russ Kamp, Managing Partner  
**Kamp Consulting Solutions, LLC**, Midland Park, New Jersey  
Chris Kasmer, Business Agent/Organizer  
**Chicago Regional Council of Carpenters, Local 1027**, Trustee (Chairman), **Chicago Transit Authority Retiree Health Trust**  
Alternate Trustee, **Chicago Transit Authority Retirement Plan**, Chicago, Illinois

**8:30 – 9:20 Preparing for the Realities of the Cadillac Tax: How Will It Play Out?**

- What is the status of the Cadillac tax?
- What are the caps for employers?
- Is there any relief in sight?
- How is the Cadillac Tax impacting multiemployer plans?
- Will FSAs help?

Cathy Sanderson, Fund Administrator  
**UFCW Union Local 655 Welfare Fund**, Manchester, Missouri  
David De La Torre, Secretary Treasurer  
**Laborers' Local 261**, San Francisco, California  
Ruth Donahue, Vice President and Consultant  
**Segal Consulting**, Chicago, Illinois

**"Excellent! Conference addressed current issues/ trends facing plans"**

Joe Bakes, **Teamsters 705**

9:20 – 9:30 Transition Time

**9:30 – 10:30 Creating a Defensive Portfolio: Learning to Balance Downside Risk Against Upside Potential**

- Incorporating defensive measures for the possibility of a market correction
- How can you prepare your fund for a market shift?
- How much risk should your pension take?
- When do you say "enough"?
- Finding the right balance for your fund's objectives/priorities
- Zeroing in on high forecasted returns
- Unintended consequence

Jeffrey Kowalczyk, Senior Investment Consultant  
**Lowery Asset Consulting, LLC**, Chicago, Illinois  
John Ulrich, President  
**Ulrich Consulting Group**, Albuquerque, New Mexico  
Charlie Waibel CFA, Managing Director  
**Sellwood Consulting LLC**, Portland, Oregon  
Plan, Chicago, Illinois

**9:30 – 10:30 Looking at Cost-Containment Programs That Actually Work**

- Monitoring end-stage renal usage claims to ensure you are only paying for what you are responsible for
- Monitoring kidney transplant claims
- Duplicate claim payments
- Emergency room usage when other insurance is involved
- Once-in-a-lifetime claims
- Innovative ideas to lower emergency department use to urgent care centers or primary care physicians

Tom Lamb, Administrator  
**Law Enforcement Health Benefits, Inc.**, Philadelphia, Pennsylvania

**"Good education on all of the current topics for pension trustees"**

Bart Carrigan, **AGC of Michigan**

10:30 – 10:45 Morning Break sponsored by



10:45 – 11:30

### Measuring Your Performance Against Your Own Risk and Return Objectives

- How do you judge your performance? Example 7.5% return target with a 10% volatility; beat the universe median; beat a blended index benchmark
- How do investors hurt themselves, and what can you do to avoid harmful but attractive decisions?
- Avoiding performance that results in value destruction

Gary A. Amelio, *Chief Executive Officer*  
**San Bernardino County Employees' Retirement Association, San Bernardino, California**

Jeffrey Kowalczyk, *Senior Investment Consultant*  
**Lowery Asset Consulting, LLC, Chicago, Illinois**

Herbert Nishii, *Senior Consulting Associate, Verus (Formerly Wurts & Associates), El Segundo, California*

11:30 – 12:15

### What Comes First, the Actuarial Assumption or the Investment Allocation?

In today's multiemployer environment, investment return has become an increasingly important aspect of plan funding. But, not all investment strategies have kept up with the times, and simple communication between your actuary and investment consultant could go a long way in helping achieve your plans' optimal solution. In this session, an investment consultant and an actuary will conduct a dialogue over how they can work together on multiemployer retirement plans. Among the key questions that will be addressed:

- What factors go into asset allocation?
- How and when should plans adapt, considering these factors?
- How has the market affected actuarial assumptions in recent years?
- What are the dangers of overreacting to either a great or a bad rate of return, both from an investment and an actuarial point of view?

Richard Dahab, *Chairman*  
**Dahab Associates, Inc., Bayshore, New York**

Glenn Ezard, *Senior Consultant*  
**Segal Rogerscasey, Los Angeles, California**

Phillip A. Romello, *Senior Vice President and Actuary*  
**Segal Consulting, Washington DC**

10:45 – 11:30

### Case Study: Disease Management From A to Z

- Innovative ways of engaging members
- Early identification early intervention
- Educating members that it's their money, not the insurers'
- Providing resources to union fund employees to educate members
- Ensuring discharge planning is coordinated
- Innovative member contacts to increase wellness-education fund programs
- How to identify chronically ill members and action items you can take to help

Samuel J. Kenish, *CEBS, Administrator*  
**Teamsters Local 830 Employee Benefit Funds, Philadelphia, Pennsylvania**

Steven Vilella, *Managing Director*  
**Touchstone Consulting Group, Inc., Worcester, Massachusetts**

11:30 – 12:15

### Wellness Cost, Screening, Incentives and So Much More

- Health screening cost and results
- Monitoring and ensuring compliance with CPAP users
- Monitoring and ensuring compliance with diabetics and asthmatics
- Innovative ways to contact and educate members on your fund's wellness and disease management
- Designing health screenings and health fairs based on medical claims
- What types of incentives work?

Tom Lamb, *Administrator*  
**Law Enforcement Health Benefits, Inc., Philadelphia, Pennsylvania**

Chris Kasmer, *Business Agent/Organizer*  
**Chicago Regional Council of Carpenters, Local 1027, Trustee (Chairman), Chicago Transit Authority Retiree Health Trus, Alternate Trustee, Chicago Transit Authority Retirement Plan, Chicago, Illinois**

## "Tons of information to digest"

Tony Gazzaniga, IUEC 18

12:15 – 1:30

Luncheon sponsored by



1:30 – 2:15

### Private Equity Investing: What Should You Expect for 2016?

- Why private equity in the current market environment?
- Should you allocate to private equity? How much is appropriate?
- How has the industry evolved?
- Common misconceptions about private equity

Emilly Nomeir, *Vice President*  
**Hamilton Lane, Bala Cynwyd, Pennsylvania**

Richard Dahab, *Chairman*  
**Dahab Associates, Inc., Bayshore, New York**

1:30 – 2:15

### Evaluating the ROI of Disease Management and Wellness Programs

- How to evaluate the ROI of disease management and wellness programs
- How can you effectively measure the short and long term effects?
- Is the cost, time, and resources worth the investment?
- Projections and appropriate adjustments

Sally Reppucci, *Executive Vice President - Operations and Technology*  
**Renalogic, Sandpoint, Idaho**

Steven Vilella, *Managing Director*  
**Touchstone Consulting Group, Inc., Worcester, Massachusetts**

"Very good location, attendance, and core presentations"



2:15-3:00

**Hedge Funds and Taft-Hartley Plans: Value, Risk, Fees, and Returns**

- How much value have hedge funds added to your portfolio?
- Reducing fees
- Manager and transparency expectations
- Which hedge fund strategies are available and which are right for your fund?

Dave Russell, CFA, *IPS Senior Investment Strategist*  
**Investment Performance Services, LLC**  
Newtown, Pennsylvania

John Ulrich, *President*  
**Ulrich Consulting Group**, Albuquerque, New Mexico

2:15-3:00

**Managing Prescription Drug Costs and Potential Abuses**

- What is driving the cost of prescriptions?
- Conducting your own prescription audit
- Designer vs. generic pros and cons
- Looking for alternative ways to treat various ailments
- How can plans spot pain medication abuse and what can you do about it once you've detected it?
- Controlling compound prescription drugs
- Examining the dramatic increases in generic prescription costs

Cathy Sanderson, *Fund Administrator*  
**UFCW Union Local 655 Welfare Fund**,  
Manchester, Missouri

Maurice "Mo" Hodos, *Fund Administrator*, **UFCW National Health and Welfare Fund**, Englewood, New Jersey

3:00-3:30

Afternoon Break sponsored by



3:30 – 4:15

**Low Volatility Equity: Can You Have Your Cake and Eat it Too?**

- What types of returns can you expect?
- Side by side comparison of various equity options
- Risk tolerances

John S. Shanklin, CFA, CAIA, *Senior Consultant*  
**NEPC**, Las Vegas, Nevada

Charlie Waibel CFA, *Managing Director*  
**Sellwood Consulting LLC**, Portland, Oregon

3:30 – 4:15

**Specialty Drugs and How To Manage Them**

- How do you determine who gets these incredibly expensive new drugs?
- How can you manage them so plans don't go broke?
- When is stop-loss insurance a good choice for your fund?
- What is bio-ethics and how does it work?

John R. Adler, *President*  
**Adler Rx Consulting, LLC**, West Bend, Wisconsin

Mostafa Kamal, *Chief Executive Officer*  
**Magellan Rx Management**, Scottsdale, Arizona

4:15-5:15

**Cocktail Reception Immediately Following Sponsored by:**

Contact Jennifer Clemence for more information on our sponsorship opportunities at [jclemence@frallc.com](mailto:jclemence@frallc.com) or 704-341-2438



**“Great presentations – people presenting are actually living the work – very helpful and great networking”**

Cheryl Strange, *SEIU Healthcare NW Health Benefit Trust*



**DAY THREE: TUESDAY, JANUARY 26, 2016**



8:00 – 9:15

**Morning Continental Breakfast**

**Breakfast Roundtable:**

A bell will ring four times within this 75 minute session to give attendees a chance to listen to four or more topics. The moderator will rotate tables after every 15-20 minutes so you will be able to "sit in" on four different sessions either on the investment/pension side or the health & welfare side.

**Roundtable A: Group Benefits and Medical Stop Loss Solutions for Taft-Hartley, Union and Public Sector Groups**

Thomas Bittner, *Regional Vice President*,  
**Symetra Life Insurance Company**,  
Bellevue, Washington

Tom Costello, *Vice President, Stop Loss Sales*, **Symetra Life Insurance Company**, Bellevue, Washington

**Roundtable B: Topic & Speaker TBA**

**Roundtable C: Topic & Speaker TBA**

**Roundtable D: Topic & Speaker TBA**



**Track "A"**  
Pension & Annuity Topics

9:15 – 10:00

**Outsourcing CIOs: No Such Thing as Auto-Pilot Mode -- Actively Monitoring Your Portfolio**

- The realities of outsourcing CIOs
- Cost vs. benefit
- Liabilities and responsibilities
- What can you do to actively monitor your portfolio and consultant?
- Looking at the various levels of outsourcing available

Dave Russell, CFA, *IPS Senior Investment Strategist*  
**Investment Performance Services, LLC**  
Newtown, Pennsylvania

Bill O'Donnell, *Senior Consultant*  
**Alan Biller & Associates**, Menlo Park, California

Jeff Benoit, *Director of Taft-Hartley Services*  
**Dimeo Schneider and Associates**, Chicago, Illinois

PJ Kelly, *Partner*  
**Hewitt EnnisKnupp, Inc.**, Chicago, Illinois

**Track "B"**  
Health & Welfare Topics

9:15 – 10:00

**MIA's Legendary Administrators' Roundtable**

Back by popular demand, our Administrators' Roundtable has become a staple at all MIA events. This is your chance to hear our panel of experienced Administrators discuss their everyday challenges in an interactive and informal setting. Audience participation is strongly encouraged!

- Conducting your own prescription audit
- Plan design
- Cost constraints
- Communication and training revolutions
- Negotiations
- Employee surveys
- Reporting requirements and penalties
- Health claims
- Specialty drugs
- Compound games cost
- Improving member engagement
- And so much more

John Everson, *Fund Administrator*  
**SDC-League Health Fund**, New York, New York

Maurice "Mo" Hodos, *Fund Administrator*, **UFCW National Health and Welfare Fund**, Englewood, New Jersey

10:00 – 10:10

Transition Time



10:10 – 10:50

**Aligning Social and Investment Objectives: Working Toward Economic Stimulation and Job Creation through Impact Investing**

- What is the difference between ESG, SRI, and Impact investing?
- Where do you begin and how do you source investments?
- Integrating social and investment objectives
- Are you unintentionally supporting investment that are hurting your long term goals?
- Size and growth of the market
- Does ESG/SRI/Impact investing represent smarter investments by risk?
- How do the returns compare to traditional strategies?

Emily E. Johnstone, *Managing Director*  
**AFL-CIO Housing Investment Trust**

Michael D. Underhill, *Chief Investment Officer*  
**Capital Innovations, LLC**, Pewaukee, Wisconsin

Jeffrey Pettiford, *Managing Member, Investor Relations*,  
**Window Rock Capital Partners, LLC**, Chicago, Illinois

10:10 – 10:50

**NCCMP Speaks Out: Taking a Close Look at the Latest Legal and Regulatory Update**

- What are the latest regulatory updates/changes?
- How will these changes impact multi-employer plans?
- New relief in sight?
- Predictions and policy updates



Randy DeFrehn, *Executive Director*  
**National Coordinating Committee For Multiemployer Plans**, Washington DC

**"Excellent speakers and topics were covered"**

Maurice Hodos, **UFCW National Health & Welfare Fund**

10:50-11:05

Morning Break sponsored by  
Intercontinental logo & Hotel Check-Out



11:05 – 11:50

**Global Market Conditions and Concerns**

- Looking at global market conditions and their effects on your investments/portfolio
- Geo-economic concerns
- Understanding the effects of Greece and other European markets
- Scrutinizing the strength of the U.S. dollar
- Japan abenomics updates
- The growth in China and what it means for global markets or emerging markets

11:05 – 11:50

**Mental Health Cost and Treatment for Addiction: What is the Impact on Your Fund?**

- Brief overview of addiction
- Are these relevant concerns for members and fund administrators?
- Educating members and supervisors as to the warning signs
- Early intervention
- Medically sponsored addiction – over use / abuse of medically prescribed analgesic medications

- Taking a snapshot of current global issues
- What are the BRICS and how will they affect the economy?

Ed Omata, *Senior Vice President*  
**Meketa Investment Group, Inc.**, Carlsbad, California

Jeff Benoit, *Director of Taft-Hartley Services*  
**Dimeo Schneider and Associates**, Chicago, Illinois

Kelley Stillwell, *CEO*  
**Retired Union Workers**, Henderson, Nevada

- Legal considerations / job retention
- Most appropriate treatment centers for patient discharge, planning, and compliance
- Relapse prevention

Paul M. DiKun, CAC, Ed.D, Ph.D., **Licensed Psychologist**  
**Law Enforcement Health Benefits, Inc.**, Philadelphia, Pennsylvania

**11:50 – 12:30 Real Estate Gems and Over-Exposed Investments**

- Over-exposed and under exposed real estate opportunities: where should investors turn?
- Short and long term returns
- Addressing liquidity concerns
- Spotting valuation discrepancies
- Avoiding valuation conflicts
- Ensuring the proper amount of diversification through real estate
- Chasing winning real estate investments

Peter Palandjian, *Chairman & CEO*  
**Intercontinental Real Estate Corporation**, Boston, Massachusetts

**11:50 – 12:30 The Future of Tele-Health/Medicine**

- How is healthcare evolving and what can you expect in the future?
- How will it help your members/fund?
- Taking a look at various providers in the industry
- How will prescriptions work?
- ROI of tele-medicine
- What do the early results indicate?

Dan Doyle, *Executive Director, Public and Labor*  
**Teladoc, St. Petersburg**, Florida

Richard L. Snyder, M.D., *Senior Vice President and Chief Medical Officer*  
**Independence Blue Cross**, Philadelphia, Pennsylvania

12:30 – 1:45 Luncheon for All MIA Attendees

**1:45 – 2:30 Diversifying Assets: Next Generation Fixed Income Strategies**

- Traditional fixed income vs. next generation investments – how do they compare?
- What type of non-traditional fixed income investments are available and how do they work?
- How rising interest rates impact returns and what can you do about it?
- Are you prepared for the long term effects of bonds value dropping?
- Looking at other non-equity driven strategies

Herbert Nishii, *Senior Consulting Associate, Verus* (Formerly **Wurts & Associates**), El Segundo, California

**1:45 – 2:30 The Heroin Epidemic and Your Benefit Plan**

- How Federal legislation and addiction trends combined to create a “perfect storm” for benefit plans
- Predatory Treatment Programs
- Steps you can take to protect your plan assets

Anthony Rizzuto, *Founder and Executive Director*  
**Families In Support of Treatment**, Westhampton Beach, New York

**“Very informative”**

Frank Cognetta, **UFCW Local 1D**

**2:30 – 3:15 Dispelling Rumors and Calming fears for an Insolvent Fund and Lower Hours**

- Coping with communications and ramifications of insolvencies
- Communicating with a failing plan
- Conveying bad news
- Recruiting members moving forward
- Dispelling rumors and calming fears
- Social media nuances and opportunities
- Construction trends
- Technology help and hindrances
- Short and long term projections
- Actual bookable hours

Danny Caliendo, *Senior Instructor/Founder*  
**Labor Rising Group**, Chicago, Illinois

PJ Kelly, *Partner*  
**Hewitt EnnisKnupp, Inc.**, Chicago, Illinois

Dan Woodman, *Founder*  
**Leading Labor**, Washington D.C.

**2:30 – 3:15 Topic to be Announced**

**“Great speakers – they get better each year...”**

John Everson, **SCD League Health Fund**

**“Speakers and information was current and valuable”**

Eric Mueller, **Heartland Health & Wellness Fund**

**“Great Speakers and topics – great networking and good food”**

Andy Johnson, **Teamsters Center Services**

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