



**BOARD OF DIRECTORS**

STEVE BRANDAU  
NATHAN MAGSIG  
BUDDY MENDES  
LARRY MICARI  
BRIAN PACHECO  
AMY SHUKLIAN  
PETE VANDER POEL

**Meeting Location:  
County of Tulare  
Board of Supervisors Chambers  
2800 W. Burrel Avenue  
Visalia, CA 93291**

**AGENDA DATE:** December 10, 2021

**ITEM NUMBER:** Item 11

**SUBJECT:** Receive Consultant's Report on Plan Year 2022 Stop Loss/Reinsurance Renewal and Marketing Results and Authorize President to Execute Application and Agreement Subject to Approval of SJVIA Counsel and Staff (A)

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

**DESCRIPTION:**

As part of the Plan Year 2022 SJVIA self-funded medical and prescription reinsurance renewal, Keenan conducted a marketing to secure the most competitive stop loss/reinsurance rates. It is recommended that the SJVIA:

- Move from PartnerRe to Granular/Point6 as the reinsurance carrier for the 2022 Plan Year
  - Renew at the current \$450,000 reinsurance level
  - Accept the rate decrease of 5.8% for a savings of \$90,343 compared to the current rates
  - Reject the 2022 PartnerRe renewal with a 7.0% (+\$110,620) rate increase and forgo the 2021 PartnersRe premium refund estimated to be \$196,069 (based on claim data through September 30,2021 and estimated premium through December 2021)
- Granular/Point6's 2022 premium saving over PartnerRe's 2022 offering is \$200,962

**AGENDA:** San Joaquin Valley Insurance Authority

**DATE:** December 10, 2021

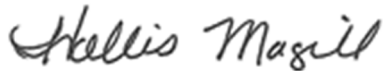
- Additionally, Granular/Point6 offers a better experience refund policy for 2022; eligible premium is 70% (vs. PartnerRe 60%) and the refund factor is 40% of premium (vs. PartnerRe 25%)

Should your Board agree with the recommendation to move to Granular/Point6, staff will complete an application for coverage to begin January 1, 2022. Staff and SJVIA counsel will then finalize the agreement with Granular/Point6 containing the terms of the policy. Both the application and agreement will be presented to the Board President for execution.

**FISCAL IMPACT/FINANCING:**

The reinsurance rates used in the development of the 2022 Plan Year rates was 10% over the 2021 reinsurance rates. Given the reinsurance proposal from Granular/Point6, the SJVIA will realize reinsurance cost savings for 2022 that are \$247,456 lower than were included in the 2022 rates.

**ADMINISTRATIVE SIGN-OFF:**



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Hollis Magill  
SJVIA Manager



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Lupe Garza  
SJVIA Assistant Manager