



Schools Program Alliance

c/o Alliant Insurance Services

Corporation Insurance License No. 0C36861

2180 Harvard Street, Suite 460, Sacramento, CA 95815

SCHOOLS PROGRAM ALLIANCE

November 16, 2020 Teleconference Meeting Minutes

Members Present:

Butte Schools Self-Funded Programs (BSSP)	Christy Patterson
North Bay Schools Insurance Authority (NBSIA)	Janet Selby
North Bay Schools Insurance Authority (NBSIA)	Brandon Schlenker
Redwood Empire Schools Insurance Group (RESIG)	Rose Burcina
Redwood Empire Schools Insurance Group (RESIG)	Steven Fields
Redwood Empire Schools Insurance Group (RESIG)	Chris Spenser
Schools Insurance Authority (SIA)	Martin Brady
Schools Insurance Authority (SIA)	Debrah Sherrington
Schools Insurance Authority (SIA)	Brooks Rice
Schools Insurance Group (SIG)	Cindy Wilkerson
Schools Insurance Group (SIG)	Nancy Mosier

Consultants & Guests

Daniel Howell, Alliant Insurance Services	Dan Madej, Alliant Insurance Services
Michelle Minnick, Alliant Insurance Services	Seth Cole, Alliant Insurance Services
Marcus Beverly, Alliant Insurance Services	Dennis Mulqueeney, Alliant Insurance Services

A. CALL TO ORDER, ROLL CALL, QUORUM

Mr. Martin Brady called the meeting to order at 10:03 a.m. The above-mentioned members were present constituting a quorum.

B. APPROVAL OF AGENDA AS POSTED

1. Minutes of SPA Board Meeting October 12, 2020
2. SPA MOC Declarations Page

A motion was made to approve the Agenda as posted.

MOTION: Rose Burcina

SECOND: Janet Selby

**MOTION CARRIED
UNANIMOUSLY**

C. PUBLIC COMMENT

There were no public comments.



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D. CONSENT CALENDAR

A motion was made to accept the Consent Calendar as presented.

MOTION: Janet Selby

SECOND: Cindy Wilkerson

**MOTION CARRIED
UNANIMOUSLY**

E. ADMINISTRATIVE REPORTS

E.1. Alliant Update

- a. Rolling OCIP Follow Up
- b. Form 700
- c. Financial Update

Dan Howell reminded members that the Rolling OCIP was placed as a reminder as the Alliant Staff has received a report that includes a list of the major projects and will be reaching out to have a conversation with those individual members. Michelle Minnick reminded the Board that they recently received an email communication directly from the FPPC as they have set up the members on the platform – members were encouraged to reach out with any questions. Dan Howell indicated that he has drafted a Financial Summary with help from Debbie at SIA and mentioned that he will bring a proper report at the next meeting in January.

F. GENERAL ADMINISTRATION

F.1. Property Appraisals

Marcus Beverly thanked those members who helped to review the five RFP responses received and provided the Board with a review of the criteria used to rank the responses. After a general discussion of the responses to the RFP, it was generally agreed that Duff & Phelps was the most competitive but noted that Duff & Phelps charges an annual fee (including eRISK but could include trending) to maintain the appraisal schedule in their system. It was also mentioned that Alliant has an online platform where members can manage their Property Schedules that allows for trend factors and no fee to use the platform, it was also noted that the Alliant system is also compatible with the Duff & Phelps system. Program Administration was provided with direction to set up a demo of the Alliant service for members to review the service and then to bring back to the board as an item on the next agenda to consider use of the service.

A motion was made to move forward with negotiations with Duff & Phelps including delegation of Program Administration with authority to execute an agreement.

MOTION: Janet Selby

SECOND: Christy Patterson

**MOTION CARRIED
UNANIMOUSLY**

F.2. Member Outreach and Marketing

Dan Madej provided the group a review of the initial draft of the marketing sheet created for reaching out to new members, and noted that we could include member logos if preferred. It was mentioned that it may be helpful to have testimonial quotes from current SPA members, more narrative about the group which can provide additional context as to why this group was created.

F.3. SPA Underwriting Policy

Dan Howell presented the Board with a sample Underwriting policy that was drafted for the Board's review. It was requested that the language of the policy be revised to include reference to the specific required items necessary for underwriting as well as an agreement for all members to participate in the appraisal process and be presented again for approval at the January Meeting.

F.4. Service Calendar

Marcus Beverly provided a small review of the proposed Service Calendar for the SPA group. There was a question related to the timing of interim invoices being released and it was mentioned that any changes could be rolled into the renewal pricing and Program Administration will research. It was also noted that Program Administration is working on a renewal timeline with more structure which will be shared with the group.

F.5. Loss Control Services

Marcus Beverly note that the AIG Proposal that was presented to the board previously which was approved and noted the \$24,000 was intended to be an annual cost (rather than a total cost). After a discussion it was generally agreed the service would be beneficial. Dan Howell also wanted to confirm with the group that they are still in favor of SPA sponsoring half of the cost of Fire/Smoke Restoration Cleanup training that meets the Institute of Inspection Cleaning and Restoration Certification (IICRC). Members provided direction for Alliant to create 2 separate flyers: 1) a flyer that explains the available funding for Fire/Smoke or Water Restoration Cleanup that could be tailored and shared with the underlying members; and 2) a flyer that explains Loss Control resources underlying members have access to through SPA (e.g. Alliant Risk Control, the SIA Arson video, Local County Resources, water damage mitigation, etc.). Program Administration also recommended that whether or not we use the CoreLogic service we conduct an analysis of the locations that are high risk and come back with a proposal to consider funding some mitigation for locations that are driving loss for average annual wildfire. It was noted that CoreLogic provided a demo of their service to some of the SPA members and confirmed that Program Administration is working on pricing and recommended requesting a proposal to discuss at the January meeting.

A motion was made to give Alliant authority to engage AIG on the risk engineering service plan not to exceed \$72k. That Alliant develop two flyers on training and resources as discussed and that we extend the 50/50 match by SPA to cover both Fire/Smoke Remediation and Water Improvement Restoration Cleanup, and that we authorize Alliant to work with Core logic to obtain a proposal to be presented in January.

MOTION: Janet Selby

SECOND: Rose Burcina

**MOTION CARRIED
UNANIMOUSLY**

F.6. Property Renewal Data Request

Dan Howell noted that we will be using the 12/31/20 data to start the discussions with the underwriters and the goal is to have updated information around April 1, 2021. As long as there are no larger wildfire losses we should be in a better place to negotiate but there could be some



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changes that we should be anticipating (perhaps a higher deductible for BSSP for wildfire) but it was noted that other groups are seeing increases of 20% in the market.

G. INFORMATION ITEMS AND DISCUSSION

Dan Howell noted that the Markel information was well written and wanted to share it with the Board.

H. ADJOURNMENT

A motion to adjourn was made at 12:11 P.M.

MOTION: Rose Burcina

SECOND: Janet Selby

**MOTION CARRIED
UNANIMOUSLY**

The meeting was adjourned at 12:11 P.M.

NEXT MEETING DATE: Monday January 18, 2020 10 A.M.

Respectfully Submitted,



Martin Brady, Secretary
1/13/2021

Date