

AGENDA

MEETING:	Board of Directors Meeting Schools Program Alliance Teleconference Meeting	A Action I Information
DATE/TIME:	May 8, 2023 at 10:00 AM PDT	1 Attached
LOCATION VIA	Toll Free (888) 475 4499 or (669) 900-6833 US Toll	2 Hand Out
TELECONFERENCE:	Meeting number (access code): 967 1801 8658	3 Separate Cover 4 Verbal
	https://alliantinsurance.zoom.us/j/96718018658?pwd=M2tnUDdlWSsrWkxzcnpZUU16Q0t1Zz09	

IMPORTANT NOTICES AND DISCLAIMERS:

Per Government Code 54954.2, persons requesting disability related modifications or accommodations, including auxiliary aids or services in order to participate in the meeting, are requested to contact Michelle Minnick at Alliant Insurance at (916) 643-2715 twenty-four (24) hours in advance of the meeting. The Agenda packet will be posted at each member's site. Documents and material relating to an open session agenda item that are provided to the SPA members less than 72 hours prior to a regular meeting will be available for public inspection and copying at 2180 Harvard Street, Suite 460, Sacramento, CA 95815.

Access to some buildings and offices may require routine provisions of identification to building security. However, SPA does not require any member of the public to register his or her name, or to provide other information, as a condition to attendance at any public meeting and will not inquire of building security concerning information so provided. See Government Code section 54953.3.

This Meeting Agenda shall be posted at the address of the teleconference locations shown below with access for the public via phone/speaker phone.

1. Butte Schools Self-Funded Programs, 500 Cohasset Road, Suite 24, Chico, CA 95926
2. North Bay Schools Insurance Authority, 380 Chadbourne Rd, Fairfield, CA 94534
3. Redwood Empire Schools' Insurance Group, 5760 Skylane Blvd., Suite 100, Windsor, CA 95492
4. Schools Insurance Authority, 9800 Old Placerville Rd, Sacramento, CA 95827
5. Schools Insurance Group, 550 High Street, Ste. 201, Auburn, CA 95603
6. Central California Schools Authority, 7170 N. Financial Dr. #130, Fresno, CA 93720

PAGE	A. CALL TO ORDER, ROLL CALL, QUORUM	A 4
	B. APPROVAL OF AGENDA AS POSTED	A 4
	C. PUBLIC COMMENTS <i>The public is invited at this point to address the Board of Directors on issues of interest to them.</i>	I 4
	D. CONSENT CALENDAR <i>The Board of Directors may take action on the items below as a group except a Board Member may request an item be withdrawn from the Consent Calendar for discussion and action.</i>	A 1
Pg. 4	1. Minutes of SPA Board Teleconference Meeting April 10, 2023	
	E. GENERAL RISK MANAGEMENT ISSUES <i>This is an opportunity for a member to discuss a topic of interest or seek guidance and input from the group about a current issue, risk management topic or exposure the member is facing. Please mail a copy of any materials to each member City in advance of the meeting.</i>	I 4

Item No: D.

CONSENT CALENDAR**ACTION ITEM**

ISSUE: Items on the Consent Calendar are to be reviewed. If any item requires clarification, discussion, or amendment by any member of the Board, such item(s) may be pulled from Consent Calendar and placed on the agenda for separate discussion.

Items pulled from the Consent Calendar will be placed on the agenda in an order determined by the President.

RECOMMENDATION: Adoption of items presented on the Consent Calendar after review by the Board.

FISCAL IMPACT: As indicated on any item included.

BACKGROUND: Items of importance that may not require discussion are included on the Consent Calendar for adoption.

ATTACHMENTS:

1. Minutes of SPA Board Teleconference Meeting April 10, 2023

SCHOOLS PROGRAM ALLIANCE

April 10, 2023 Teleconference Board Meeting Minutes

Members Present:

Butte Schools Self-Funded Programs (BSSP)	Christy Patterson
Butte Schools Self-Funded Programs (BSSP)	Nicole Strauch
North Bay Schools Insurance Authority (NBSIA)	Kim Santin
North Bay Schools Insurance Authority (NBSIA)	Brandon Schlenker
Redwood Empire Schools Insurance Group (RESIG)	Cindy Wilkerson
Redwood Empire Schools Insurance Group (RESIG)	Sandy Manzoni
Schools Insurance Authority (SIA)	Martin Brady
Schools Insurance Authority (SIA)	Debrah Sherrington
Schools Insurance Authority (SIA)	Phil Brown
Schools Insurance Authority (SIA)	Amy Russell
Schools Insurance Authority (SIA)	Brooks Rice
Schools Insurance Authority (SIA)	Bryan Moffitt
Schools Insurance Group (SIG)	Kelli Hanson
Schools Insurance Group (SIG)	Nancy Mosier
Central California Schools Authority (CCSA)	Alan Caeton

Consultants & Guests

Dan Madej, Alliant Insurance Services	Eric Dahlen, Sedgwick
Marcus Beverly, Alliant Insurance Services	Mark Stokes
Michelle Minnick, Alliant Insurance Services	Jim Wilkey, New Front Insurance
Chris Tambo, AmWins	Eileen Massa, New Front

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 THE AGENDA AS POSTED

A motion was made to approve the quorum and the Agenda as posted.

MOTION: Cindy Wilkerson

SECOND: Alan Caeton

**MOTION CARRIED
UNANIMOUSLY**

C. PUBLIC COMMENT

There were no public comments.

D. CONSENT CALENDAR

1. Minutes of SPA Board Teleconference Meeting March 13, 2023

A motion was made to approve the Consent Calendar.

MOTION: Brandon Schlenker SECOND: Cindy Wilkerson

**MOTION CARRIED
UNANIMOUSLY**

E. GENERAL RISK MANAGEMENT ISSUES

Bryan Moffitt provided the board with a review of the ADA Specialist for SIA and noted that he was asked to share some insights as to School Facility ADA compliance as it relates to the Property program costs and risk exposures. Marcus Beverly provided a brief update regarding the BASIC JPA membership in SPA and noted that we are waiting to receive the signed agreement back from BASIC.

F. GENERAL ADMINISTRATION

F.1. EXCESS LIABILITY PROGRAM UPDATE

Jim Wilkey noted that the SPA data has been in the hands of underwriters he indicated that they are close to having proposals for the primary excess liability coverage available for review. They have been responding to questions related to claims development. He noted that they have received a primary liability proposals for SIA, BASIC and CCSA which is helping to set up the Excess Liability placement. Lastly he indicated that at the next board meeting they are hopeful to have numbers for review but noted a conservative increase would be estimated around 30%.

F.2. 2023 PROPERTY (AND APD) RENEWAL DISCUSSION

Dan Madej provided the Board with an update and provided that the data has been submitted to the market and we are working toward getting not to exceed numbers to present at the May meeting. Chris Tambo from AmWins provided the Board with an update as it relates to the marketing efforts. It was noted that there have been less property markets that have entered the space and in recent years. There were no anticipated changes to the coverage entering FY 23/24. Dan Madej noted that we have had no changes in the coverage since inception with AIG and members were reminded there has been no rate increase on that program. It was noted that an Insurable Values Comparison Report will be provided by Kroll for locations that were appraised which will show the increase in value by location.

F.3. SPA CYBER APPLICATION UPDATE

Michelle Minnick provided the Board with an update as it relates to the Cyber applications and reminded the board of the deadline April 15th. A report will be sent providing the current status of applications.

G. INFORMATION ITEMS AND DISCUSSION

There were items provided for members to review and share with their membership.

1. Cyber Attacks on School Districts

2. Risk Control Consulting Safety Snapshot – Wildland Fire Season 2023: Risk Outlook and Preparation Guide

H. ADJOURNMENT

A motion was made to Adjourn.

MOTION: Cindy Wilkerson

SECOND: Brandon Schlenker

**MOTION CARRIED
UNANIMOUSLY**

The meeting was adjourned at 11:37 A.M.

NEXT MEETING DATE: May 8, 2023 via Teleconference

Respectfully Submitted,

Martin Brady, Secretary

Date

DRAFT

Item No: F.1.

FINANCIALS AS OF MARCH 31, 2023**ACTION ITEM****ISSUE:** Managing Member Financial Report**RECOMMENDATION:** Review, accept and file, or provide direction.**FISCAL IMPACT:** None expected from this item.

BACKGROUND: SPA members' annual contributions provide for 1) a Property Program, including a shared retained layer, related administrative costs, and excess insurance purchases, and 2) a Liability Program of excess insurance purchases. The JPA Board approves member contribution rates, insurance purchases, and sets policy direction for administrative expenses purchased in support of the members.

The Schools Insurance Authority (SIA) functions as the Managing Member per the JPA agreement. The Managing Member receives and disburses funds, enters into contracts, and otherwise manage the financial operations of SPA. Quarterly GAAP financial reports are prepared to report these activities.

Financial Statements – Unaudited management financials for the quarter ended March 31, 2023 and the Check Register are provided. The financials reflect a combined net position of \$5 million. The financials include:

- Total assets of \$11.8 million; total liabilities of \$6.7 million
- Combined net position of \$5 million, Property Pool retained layer net position of \$4.3 million
- The financial statements reflect an increase in net position of \$1.6 million
- Combined revenues recognized were \$19 million
- Combined expenses of \$17 million are mostly insurance premiums recognized
- Newly recognized claims expense of \$250,000 related to RESIG 21/22 claim
- Actuarial liabilities recorded are the accruals from the June 30, 2022 actuarial report

ATTACHMENTS: Unaudited management financials and check register follows

**SCHOOLS PROGRAM ALLIANCE
CHECK REGISTER**

DISBURSEMENT TRANSACTIONS FISCAL YEAR 2022-23

Check Number	Vendor ID	Vendor Check Name	Check Date	Amount	Inv. #	Date	Description
1st Quarter 22-23							
102050*	DUFF & PHLEPS	DUFF & PHELPS CORPORATION	7/12/2022	53,820.00	LA00581509	6/30/2022	NBSIA appraisal
102135*	GILBERT	GILBERT ASSOCIATES, INC.	8/5/2022	2,000.00	339182	6/30/2022	FY 2020-21 Audit
102311*	GILBERT	GILBERT ASSOCIATES, INC.	9/26/2022	4,000.00	339650	8/31/2022	FY 6/30/22 Audit
2nd Quarter 22-23							
102505*	ALLIANT	Alliant Insurance Services, Inc.	11/16/2022	1,567.87	SPA-LRP2022	9/23/2022	Long Range Planning Meeting
book xfer	SIA	DUFF & PHELPS CORPORATION	11/17/2022	53,820.00	LA00581509	6/30/2022	NBSIA appraisal
book xfer	SIA	GILBERT ASSOCIATES, INC.	11/17/2022	4,000.00	339650	10/31/2022	FY 2021-22 Audit advance wildfire loss funds to
book xfer	SIA	GILBERT ASSOCIATES, INC.	11/17/2022	2,000.00	339182	11/18/2022	reimbursd by excess carriers
book xfer	SIA	SIA - Admin	11/17/2022	<u>18,750.00</u>		9/30/2022	
				<u>78,570.00</u>		11/17/2022	
ACH*	SIG	SIG	11/21/2022	500,000.00	proof of loss	11/18/2022	advance wildfire loss funds to be reimbursd by excess carriers
3rd Quarter 22-23							
book xfer	SIA	Excess advance to SIA #21-5244	1/23/2023	112,954.28	SIA request	9/22/2022	payment to SIA of reinsurance advance
book xfer	SIA	SIA - Admin	1/23/2023	18,750.00	SPA 23ADMIN-2	12/31/2022	
book xfer	SIA	SIA Exp Advanced -Strat Planning	1/23/2023	1,567.87	SPA-LRP2022	9/26/2022	Reimburse SIA for exp paid
		SIA Exp Advanced - Gilbert	1/23/2023	3,000.00	#340133	10/1/2022	Reimburse SIA for exp paid
		SIA Exp Advanced - Gilbert	1/23/2023	<u>4,000.00</u>	#340550	11/1/2022	Reimburse SIA for exp paid
				<u>27,317.87</u>			
book xfer	SIA	KROLL	1/25/2023	48,300.00	LA00619809	11/18/2022	SIG appraisal 75%
Trsfer	LAIF	LAIF	3/28/2023	5,500,000.00			Transfer surplus cash to LAIF
book xfer	SIA	SIA - Admin	3/30/2023	18,750.00	SPA 23ADMIN-3	3/31/2023	
4th Quarter 22-23							

* SIA check number; Advanced by SIA, due from SPA to SIA to reimburse

**SCHOOLS PROGRAM ALLIANCE
PROPERTY & LIABILITY INSURANCE PROGRAMS
STATEMENT OF NET POSITION
Unaudited - For Management Purposes Only
AS OF MARCH 31, 2023**

	BSSF	NBSIA	RESIG	SIA	SIG	Property Pool	Combined Property	Liability	Total
ASSETS									
Cash	7,860	45,203	161,356	617,040	117,798	4,778,404	5,727,661		5,727,661
Accounts Receivable						500,000	500,000		500,000
Prepaid Insurance						3,887,237	3,887,237	1,712,648	5,599,885
TOTAL ASSETS	7,860	45,203	161,356	617,040	117,798	9,165,641	10,114,898	1,712,648	11,827,546
LIABILITIES									
Accounts Payable							0		0
SIA Admin payable							0		0
Loss Control payable							0		0
Appraisal payable							0		0
Deferred Contributions	3,654	11,952	15,707	57,701	17,486	4,637,238	4,743,738	1,712,648	6,456,386
Advances Payable							0		0
Claims Liabilities						273,725	273,725		273,725
TOTAL LIABILITIES	3,654	11,952	15,707	57,701	17,486	4,910,963	5,017,463	1,712,648	6,730,111
NET POSITION	4,206	33,251	145,649	559,338	100,312	4,254,679	5,097,435	0	5,097,435

RECONCILIATION OF MEMBER EQUITY BALANCES

	BSSF	NBSIA	RESIG	SIA	SIG	Property Pool	Property Pool	Liability	Total
NET POSITION									
Retained Layer						4,254,679	4,254,679		4,254,679
Loss Control	7,957	41,662	85,586	334,240	79,202		548,647		548,647
Appraisals	(3,751)	(8,411)	60,063	225,098	21,110		294,109		294,109
NET POSITION	4,206	33,251	145,649	559,338	100,312	4,254,679	5,097,435	0	5,097,435

**SCHOOLS PROGRAM ALLIANCE
PROPERTY & LIABILITY INSURANCE PROGRAMS
STATEMENT OF REVENUES, EXPENSES & CHANGES IN NET POSITION
Unaudited - For Management Purposes Only
MARCH 31, 2023**

	BSSFP	NBSIA	RESIG	SIA	SIG	Property Pool	Combined Property	Liability	Total
CONTRIBUTION REVENUE									
Retained Layer Deposit						2,250,000	2,250,000		2,250,000
Reinsurance Payments						11,661,714	11,661,714	5,137,945	16,799,659
Total Retained & Reinsurance Contributions	0	0	0	0	0	13,911,714	13,911,714	5,137,945	19,049,659
SPA Admin Contributions*									
SIA Admin	1,802	6,328	8,315	30,548	9,257		56,250		56,250
Loss Control	4,805	16,874	22,174	81,461	24,686		150,000		150,000
Appraisal	4,354	12,655	16,631	61,096	18,514		113,250		113,250
Total Admin Contributions	10,961	35,857	47,120	173,105	52,457	0	319,500		319,500
TOTAL CONTRIBUTIONS	10,961	35,857	47,120	173,105	52,457	13,911,714	14,231,214	5,137,945	19,369,159
EXPENSES									
Claims Expenses						250,000	250,000		250,000
Insurance Premiums						11,661,714	11,661,714	5,137,945	16,799,659
Professional Services						11,000	11,000		11,000
Board Member Activities						1,568	1,568		1,568
SPA Admin Expenses*									
SIA Admin	1,803	6,328	8,314	30,549	9,258		56,252		56,252
Loss Control							0		0
Appraisals					48,300		48,300		48,300
TOTAL EXPENSES	1,803	6,328	8,314	30,549	57,558	11,924,282	12,028,834	5,137,945	17,166,779
INCREASE (DECREASE) IN NET POSITION	9,158	29,529	38,806	142,556	(5,101)	1,987,432	2,202,380	0	2,202,380
NET POSITION, BEGINNING OF PERIOD - ESTIMATED	(4,952)	3,722	106,843	416,782	105,413	2,267,247	2,895,055		2,895,055
NET POSITION, END OF PERIOD	4,206	33,251	145,649	559,338	100,312	4,254,679	5,097,435	0	5,097,435

* SPA Admin contributions & expenses allocated per Admin Cost (TIV based) approved June 27, 2022, final July 6, 2022

Item No: F.2.

BUDGET CONSIDERATIONS & ASSUMPTIONS 2023-24 ACTION ITEM

ISSUE: SPA Proposed Budget assumptions are provided for consideration and feedback.

RECOMMENDATION: Review, accept and file, or provide direction.

FISCAL IMPACT: Creation of a spending plan.

BACKGROUND: SPA members' annual contributions provide for 1) a Property Program, and 2) a Liability Program of excess insurance purchases, for the benefit of the member districts/JPA's. The JPA Board approves insurance purchases and sets policy direction for administrative expenses which are purchased in support of the members.

The Schools Insurance Authority functions as the Managing Member per the JPA agreement. The Managing Member receives and disburses funds, signs contracts, and otherwise manages the financial operations of SPA.

At the inception of the SPA JPA, admin budgets for SIA Admin, Loss Control and Appraisals were developed. Budgeted revenues and matching expenses for SIA Admin and Loss Control were based on a TIV allocation as approved by the Board on the Contribution Allocation Exhibit schedule developed by Alliant. Appraisal budgets were based on projected appraisal costs unique to each member.

Through the first three years, the operations of the JPA have expanded from the initial plan (programs, coverages, addition of a retained layer, and new membership). As a result, expenses not initially anticipated (audits, actuarial, legal costs, strategic planning) have been incurred and will be regular expenses of the pool going forward. Additionally, the addition of CCSA brings appreciated diversification, knowledge, experience, and growth to the JPA.

The attached Budget Assumptions are provided for Board Member discussion and feedback. We will prepare a formal draft budget upon approval of the budget assumptions and direction regarding allocation of admin costs.

Primary Budget Consideration:

- We recommend increasing the admin budget by \$30,000, annually, to fund necessary Professional Services and Board Member Activities.
- We recommend reconsidering the allocation of SIA Admin (\$75,000), and the new Professional Services (\$26,000) and Board Member Activities (\$4,000) to include CCSA. The current allocation is via TIV, however allocation via ADA, or other methodology may be considered as well.



Schools Program Alliance

c/o Alliant Insurance Services
 Corporation Insurance License No. 0C36861
 2180 Harvard Street, Suite 460, Sacramento, CA 95815

Board of Directors Teleconference Meeting
 May 8, 2023

SPA Budget Assumptions 2023-24

	Budget Item	Amount	Comments & Recommendations
Revenues	Retained Layer Deposit	\$ 3,000,000	Consider continue to fully fund the retained layer. Allocation consistent with approved funding model.
	Excess/Re-insurance Contributions	unknown	Pending final quotes. Budget per final quotes and binding. Allocation consistent with Approved allocation model.
	Admin Contribution - SIA Admin	\$ 75,000	Roll forward, no change Allocation methodology pending.**
	Admin Contribution - Loss Control	\$ 200,000	Consider budget amount and usage. Suggest fund again @\$200K with allocation consistent with prior methodology.
	Admin Contribution - Appraisal	\$ 152,000	Roll forward current year (\$151,000), increase NBSIA by \$1,000 to catch up for actual cost. Individual allocation consistent with prior.
	Admin Contribution - Prof & Board	\$ 30,000	Create a new Contribution revenue to fund necessary professional & planning expenses. Allocation methodology to be determined.**
Expenses	Claims Expense	\$ -	Projection too speculative to make.
	Insurance Premiums	unknown	Pending final quotes. Budget per final quotes and binding.
	Professional Services*	\$ 26,000	New budget item of JPA professional costs. Allocation methodology to be determined**.
	Board Member Activities*	\$ 4,000	New budget item - Strategic Planning costs. **
	SIA Admin Expense	\$ 75,000	Roll forward, no change (same as revenues) **
	Loss Control	\$ -	Will be recorded as determined by JPA & member decisions.
	Appraisals	\$ 390,000	SIA only
Equity	Net Position 6/30/23	\$5.7M total Equity, \$4.8M Retained Layer	Considering claim reserves/loss run through 12/31/2022 and projecting revenues & expenses through 6/30/23.

New Budget Items:

<i>Professional Services</i>	
Actuary*	\$ 4,000
Audit*	12,000
Legal*	5,000
Misc*	5,000
	<u>26,000</u>
<i>Board Member Activities</i>	4,000
	<u>\$ 30,000</u>

* Not previously budget/collected for
 **Consider/determine allocation methodology to include CCSA.

RECOMMENDATION:

- Provide direction regarding changing the admin allocations to include CCSA, and the related allocation basis (TIV, ADA, or other?)
- Approve the Budget Recommendations, pending final Excess/Re-insurance quotes and the Contribution Allocation Exhibit to be finalized by Alliant and approved by the Board.

ATTACHMENTS: None.

Item No: G.1.

LIABILITY - SPA EXCESS LIABILITY PROGRAM UPDATE**INFORMATION ITEM****ISSUE:** Update Regarding Renewal of SPA Liability Program for 7/1/2023**RECOMMENDATION:** Renewal Update for Discussion Only**FISCAL IMPACT:** Not Applicable.**BACKGROUND:** Jim Wilkey from Newfront will review current SPA Liability Program and Discuss Renewal**ATTACHMENTS:** None.

Item No: G.2.

2023 PROPERTY (AND APD) RENEWAL STATUS UPDATE**INFORMATION ITEM**

ISSUE: We will discuss the status of the 2023 renewals for the Property and APD programs, including not-to-exceed positions. We will update the group on feedback from the London underwriter visit in April, as well as other key market commentary.

RECOMMENDATION: No action contemplated.

FISCAL IMPACT: No direct impact expected from the update, but this will give perspective on the renewal pricing to come.

BACKGROUND: As we enter our final phase of the 2023 renewal, we will discuss our rating positions and not-to-exceed rating positions. As part of this discussion, we will discuss any other program or term changes expected.

ATTACHMENTS: Relevant exhibits will be shared at the meeting.

Item No: G.3.

MEETING DATES FY 23/24 (INCLUDING LONG RANGE PLANNING)**ACTION ITEM**

ISSUE: There remainder of the Board Meetings for FY 22/23 have been set On Mondays. The SPA joint powers agreement calls for an annual meeting to adopt the budget and other administrative activities. Normally this meeting would be held in the period before the annual program renewals (7/1/2023). Members should also consider if these meetings will be held in person or via teleconference. Members should also consider and select a location for the Long Range Planning Meeting

RECOMMENDATION: Consider and approve dates and locations for the FY 23/24 meetings.

- 08/21/2023 – 08/22/2023 – MONDAY & TUESDAY **OR** 9/11/2023 – 9/12/2023 – MONDAY & TUESDAY
- 11/13/2023 – MONDAY
- 1/8/2024 – MONDAY
- 2/12/2024 – MONDAY
- 3/11/2024 – MONDAY
- 4/8/2024 – MONDAY
- 5/13/2024 – MONDAY
- 6/10/2024 – MONDAY

FISCAL IMPACT: The Fiscal Impact of the Long Range Planning Meeting depends on the location chosen.

BACKGROUND: For the last fiscal year all SPA meetings have been held via Teleconference with the exception of the August 2021 Long Range Planning Meeting and the September 2022 Long Range Planning Meeting. Meetings have occurred monthly and the Board is asked to consider bi-monthly meetings.

ATTACHMENTS: SPA Long Range Planning Meeting – Hotel Comparison

The Lodge at Bodega Bay - August 21-22, 2023		
Hotel Rates	\$399.00	double/single
Room Rental	\$1,500.00	per day
U-Shape Seating Number	30	
Food/Beverage	\$3,713.30	\$55 Per Person
Deposit	\$16,752.69	105%
Estimated Fees for Meeting facilities	\$15,954.94	All inclusive with hotel rates

Basecamp Hotel - SLT - September 11-12, 2023		
Hotel Rates		Not Included
Room Rental	\$4,400.00	for 4 hour rental (\$350 per additional hour) per day *50% off for events ending before 6pm
U-Shape Seating Number	29	
Food/Beverage	\$2,130.00	Estimated lunch cost
Deposit		Unknown at this time
Estimated Fees for Meeting facilities		All inclusive with hotel rates

Beach Retreat and Lodge - SLT - September 11-12, 2023*		
Hotel Rates	\$149 / \$169	double/single
Room Rental	\$1,500.00	\$750 per day
U-Shape Seating Number	30	
Food/Beverage	\$2,500.00	Food and Beverage Minimum
Deposit		Unknown at this time
Nightly Resort Fee	\$35	Plus Tax
Estimated Fees for Meeting facilities		All inclusive with hotel rates

*Second Option Proposal