

A pair of hands is shown holding a large, ripe red apple with a single green leaf attached to its stem. The hands are positioned on either side of the apple, with fingers gently cupping it. The background is a soft-focus blue and green, suggesting an outdoor setting. The overall image conveys a sense of care, protection, and growth.

2007

*Annual Report*



**SCIP**

Alliance of Schools  
for Cooperative  
Insurance Programs

# Mission Statement

*To build a partnership of all educational agencies  
to protect resources by providing quality risk  
management products and services at superior value.*

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**Angela M. Jones**  
*ASCIP President*

As we end the 2006/07 Program Year, and ASCIP's 27th year as a risk-sharing pool, it is a pleasure to report that our JPA is robust and growing. We have just completed our first year as a full-service risk pool--offering not only our expansive and well-funded property and liability program and our self-funded workers' compensation program--but also having completed the first year of our independent health benefits program featuring significant self-funded dental and vision programs. ASCIP's overall equity position is very strong, sporting an undesignated equity of \$20.5 million in our property/liability program and \$35.4 million of undesignated equity in workers' compensation. Our premiums in 2006/07 totaled \$152 million, and because of our programs' growth, we were recognized by the national professional publication, Business Insurance, as the fourth largest JPA in the country. We have, indeed, come a long way from our modest beginnings in the mid-80's when a handful of school and college CBO's created a new mechanism--risk pools--to provide a home for public education entities, which the insurance market had orphaned.

ASCIP has been particularly fortunate to have achieved our strategic goals and to have increased our market share dramatically over time. In large part, this growth is attributable to our Executive Committees' and our members' dedication to the original mission statement of ASCIP: *"to protect resources by providing quality risk management products and services at superior value."* The commitment to achieving this goal, rather than deciding to offer the least expensive price for each product and service each year, has enabled us to stabilize our rates and establish long-term relationships with carriers and service providers over time. It has also allowed us to continue to attract the best, most stable members who believe in ASCIP's mission and who exhibit commitment to ASCIP and to the JPA concept, year after year. It is this orientation which has caused our Loss Control and Executive Committees to create and fund innovative state-of-the-art programs for JPA-wide membership use. From this philosophy we have created not only the safety inspection and property appraisal programs, but central programs providing DMA 2000 services, cyber-risk assessments, GASB-34 and GASB-45 programs as well as the Owner-Controlled Construction Insurance Program (OCIP), the workers' compensation program and, now the health benefits program.

A word should be said about our new Health Benefits Program, a program which ASCIP launched--after years of deliberation--at the request of many of our P&L members, former-LARISA members, and districts not belonging to either group. Health benefit cost containment constitutes a huge state and nationally challenge, representing a larger portion of school operating budgets annually. ASCIP is optimistic that we can improve the choices available to California educational institutions by imposing an underwriting and service discipline to this line of coverage, analogous to our successes in both the property/liability and workers' compensation programs. We also believe that by seeking to ally with the most capable partners, we can improve the quality of healthcare options open to our schools and colleges. Finally, in this area as in all other coverage lines within ASCIP, we seek to impose service standards without equal in the industry. As we move forward, we are very excited about the opportunity to make a difference in the healthcare market.

It is indeed rewarding to be associated with an organization which continues to experience a high degree of success and recognition within the risk management community as a leader in the field. Without a doubt, being able to create innovative programs and push the envelop in introducing new products, services and structures, is dependent upon the willingness of the leaders on our governance committees to take prudent calculated risks and to dedicate common resources which will allow ASCIP to shine. When we look back at our many successes which distinguish us as unique among insurers and JPAs--the Rent-a-Risk Manager Program, our non-profit OCIP program, our captive insurance program (CIPA)--we should indeed feel pride in our accomplishments and confidence in the likelihood of achieving comparable success in the new ventures on our horizon to benefit public education.

It is a pleasure to have served as President of ASCIP in 2006/07 and to have worked with stellar colleagues who contribute to our success.





The Alliance of Schools for Cooperative Insurance Programs' leadership is provided by its members. Goals set for the organization are a direct result of the needs and interests of the educational community that they serve. ASCIP enjoys widespread and diverse participation in its governance structure with over half of our member districts participating in one or more leadership roles on the following committees:

## *Executive Committee*



**ANGELA JONES**  
*President*



**JOHN DIDION**  
*Vice President*



**MICHAEL BISHOP**  
*Treasurer*

ASCIP's Executive Committee consists of thirteen members and twelve alternates who represent K-12, K8, Community College Districts, Charter Schools, and Subsidiary JPAs. Committee members are elected by ADA category and serve staggered terms of three-year durations. The Executive Committee is responsible for providing overall leadership for ASCIP. It develops long-range goals and supporting policies to guide the direction of the organization and its staff. This Committee is also responsible for establishing and overseeing the activities of ASCIP's standing and ad hoc committees. They provide guidance for overall operations in the area of claims, risk management interventions, financial transactions and marketing/underwriting activities.

**MEMBERS (TOP ROW):** *Patricia Godfrey, Michael Gregoryk, Pearl Iizuka, and Arlene Ito, May Krause*  
**(BOTTOM ROW):** *Paul Muschetto, Kris Olafsson, Kim Stallings and Irene Sumida*  
**(NOT PICTURED):** *Steve Cary*

Governance



**ALTERNATES (NOT PICTURED):** *Nancy Anderson, Thomas Cox, David El Fattal, Steve Lewis, William Loose, Vahe Markarian, Ronald Murrey, Colleen Patterson, Cheryl Plotkin, Leigh Shampain, William Silvia and John Vinke*

## Claims/Coverage Committee

**COMMITTEE CHAIRPERSON:** *Arlene Ito*

**MEMBERS:** *Nancy Anderson, Joanne Baldinelli, Michael Bishop, Michael Clear, Michael Curran, John Didion, David El Fattal, Patricia Godfrey, Michael Johnston, Angela Jones, Kenneth Knott, William Loose, Thuy Nguyen, Tami Oh, Kemba Olabisi, Andrea Reynolds, Leigh Shampain, Kevin Smith and Fred Williams*

The Claims/Coverage Committee is comprised of members who establish and review the JPA's Property/Liability and Workers' Compensation claims operations. They evaluate coverage and examine the merit of individual claims as well as provide authority for the settlement of claims up to \$150,000. Claims exceeding this sum are forwarded to the Executive Committee with the Claims/Coverage Committee's recommendations for settlement.

## Loss Control Committee

**COMMITTEE CHAIRPERSON:** *Mae Krause*

**MEMBERS:** *Cynthia DiPaola, Shawn Gatewood, Jill Kerl, Larry Lara, Steve Lewis, Anthony Nahale, Barbara Ott, Tim Palmer, Leslie Piazza, Karen Saldana, Gigi Thompson and Andy Yasenovskiy*

The Loss Control Committee is comprised of members who are responsible for the oversight of ASCIP's loss control programs and services which address a variety of risk exposures in the broad educational environment. This Committee makes recommendations regarding the nature and direction of loss control efforts, approves risk management programs and initiates loss control interventions intended to reduce losses, costs and impact on member educational agencies.

Committee members include individuals with diverse backgrounds, extensive school experience and intense interest in safety and risk management. This Committee approves loss control program funding, evaluates the Loss Control Assistance Funds requests for member safety, security, environmental, property and risk reduction projects, then authorizes grant funding intended to improve the loss experience of ASCIP as a whole. The Committee also ensures that ASCIP's widely used assistance services are available on an equitable basis to all members.

## Health Benefits Committee

**COMMITTEE CHAIRPERSON:** *Michael Bishop*

**MEMBERS:** *Alex Acosta, Steve Cary, Carrie Delgado, Rita Dixon, David El Fattal, Patricia Godfrey, Arlene Ito, Angela Jones, Steve Kanda, Pavel Matustik, Ronald Murrey, Paul Muschetto, Kris Olafsson, Colleen Patterson, Andrea Reynolds, Karen Saldana, John Stoddard, Rebecca Vallejo, and John Vinke*

The Health Benefits Committee is comprised of members who are responsible for the oversight of

ASCIP's health benefits program and activities. The Committee develops policies, examine loss experience and make recommendations for health benefit programs designed to mitigate cost and promote healthy employees. Additionally, the Committee recommends reward programs and plans for the delivery of health benefits to all members and proactively plan for programs and services.

## Finance/Investment Committee

**COMMITTEE CHAIRPERSON:** *Kris Olafsson*

**MEMBERS:** *John Didion, Angela Jones, Andrea Reynolds, Kim Stallings and John Vinke*

The Finance/Investment Committee consists members who are responsible for analyzing and recommending policies and procedures related to ASCIP's financial and investment activities. The Committee provides oversight for the JPAs' financial activities related to governing the collection, investment, and management and disbursement of funds. Additionally, the Committee reviews ASCIP's accounting procedures and reporting documents ensuring that appropriate accounting controls are in place.

## Community College Districts Committee

**COMMITTEE CHAIRPERSON:** *Fred Williams*

**MEMBERS:** *Joanne Baldinelli, Susan Courtney, John Didion, Robert Eygenhuysen, Ed Godwin, Michael Gregoryk, Peter Hardash, Lawrence Lee, Steve Lewis, Thuy Nguyen, Tami Oh, Leslie Piazza, Karen Saldana, Lawrence Serot, and William Silvia*

The Community College Districts Committee consists of members who are responsible for reviewing claims trends, financial and bond information and develop policies and strategies to meet the expressed needs of the CCD membership. Additionally, the Committee evaluates community college membership.

## Marketing/Underwriting Committee

**COMMITTEE CHAIRPERSON:** *Angela Jones*

**MEMBERS:** *John Didion, Mae Krause, Kim Stallings and John Vinke*

On an annual basis the Marketing/Underwriting Committee reviews the underwriting criteria that potential members must meet in order to become an ASCIP member. The Committee has the responsibility of reviewing membership applications and recommending new members to the Executive Committee. The information reviewed by the Committee includes loss history, financial strength, philosophy and employment practices. To maintain the same high quality and number of no-fee services offered to all ASCIP members, the Committee also reviews the size of the district and the location and condition of its sites.

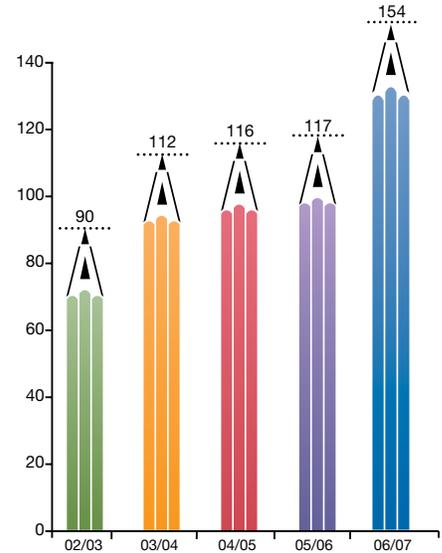




Over the past five years, ASCIP's membership has increased by 72% from 90 members to 154 members. We have been able to achieve both growth and membership retention by maintaining a high level of services and offering fair and stable premiums in an ever-transforming marketplace. ASCIP's philosophy of providing the highest level of member service, broad coverage and a variety of auxiliary programs has led to strong membership loyalty. Our professional in-house risk management and loss control expertise, along with a myriad of ASCIP-approved independent consultants and our dedicated Rent-a-Risk Manager staff allows us to offer services, either at no cost or at a discount, in the areas of environmental compliance, health, safety, training and property conservation.

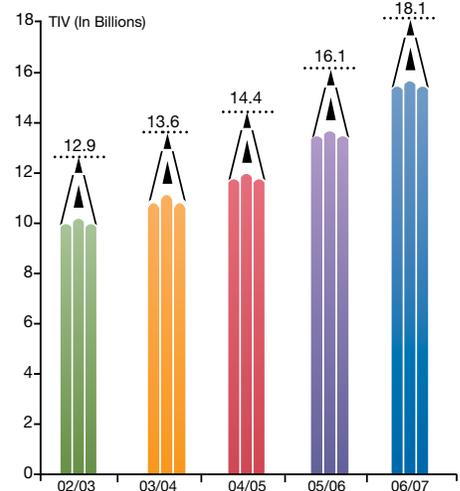
## Membership Growth

Between 2002/2003 and 2006/2007 we not only increased our Southern California membership base but also made significant membership gains in Northern and Eastern California. Our in-house staff, in conjunction with our Rent-a-Risk Managers and independent consultants, has allowed us to provide a wide variety of risk management and loss control services, in most cases, included as part of our basic premium. These services have, in turn, helped in achieving good loss ratios for our members and consequently for our JPA as a whole.



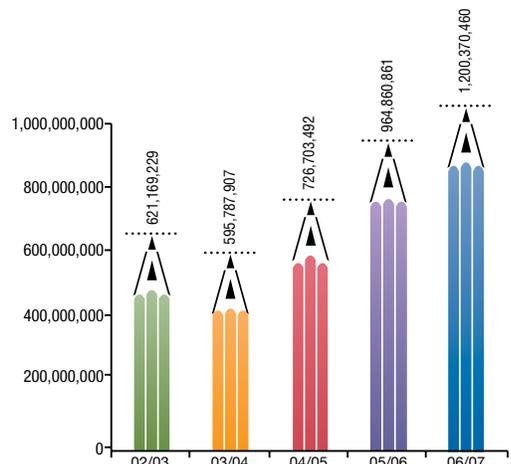
## Property Value Growth (TIV)

ASCIP's property values have increased 41% in the past five years to a total of \$18.1 billion for the 2006/07 program year. TIV growth has been commensurate with our membership growth throughout the state. The growth in TIV has provided us the means to negotiate with carriers and reinsurers from a position of strength and enables us to retain enviable reinsurance rates for the benefit of the membership.



## Workers' Compensation Payroll Growth

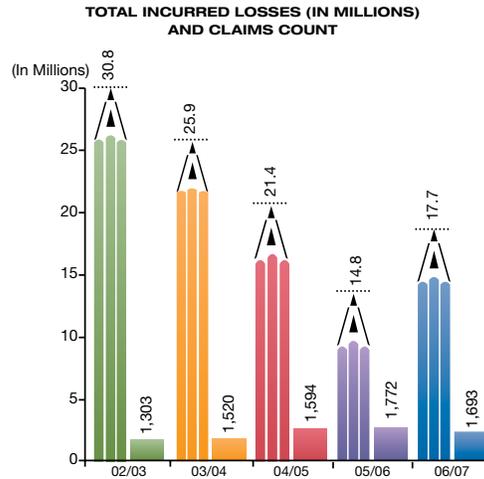
From the inception of the workers' compensation program in 1998, payroll and membership growth have more than doubled to over \$1 billion and from 13 to 34 members. The program's growth is due in part to its unique program design as well as funding options. ASCIP's Workers' Compensation program strives to offer the best customer service and aggressive claims handling to meet the needs of our members.



117 member districts participate in ASCIP's core program which is comprised of general and automobile liability, property, crime and automobile physical damage. Core program participants are eligible to participate in ASCIP's ancillary programs such as workers' compensation, health benefits, Auxiliary Support Clubs Insurance Program Boosters (ASCIP-B), Tenant User Liability Insurance Program (TULIP), Service Providers and Artisan Tradesman Activities (SPARTA), and Owner Controlled Insurance Program (OCIP).

### Incurred Losses

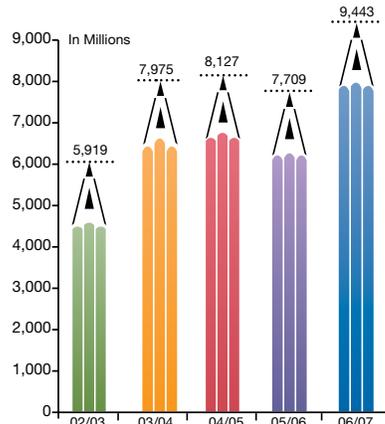
Despite ASCIP's continued measured growth (new membership and ADA) there was actually a slight decrease in new claims incurred. This is attributable to our commitment to Risk Management and Loss Control services.



### Litigation Expenses

Litigation costs rose to a new high due to the increased number of new litigated matters and actively litigating several costly employment cases as well as litigation arising from special education related risks.

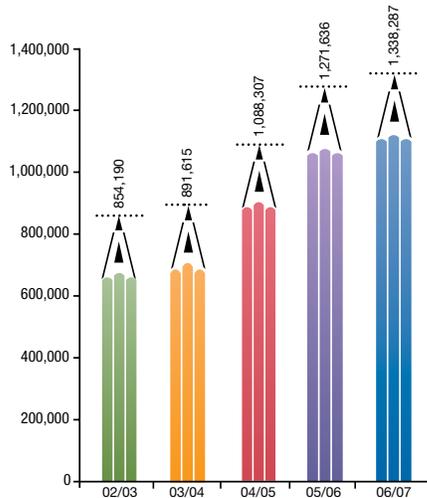
LIABILITY LITIGATION EXPENSES (IN MILLIONS)



### Claims Administration Expenses

The litigation management program continues to grow at a steady pace due to increase in district membership and corresponding increase in the complexity of new claims. We continue to handle litigation in-house at ASCIP which results in substantial savings to our members.

CLAIMS ADMINISTRATION EXPENSES



### Claims and Litigation Management Highlights

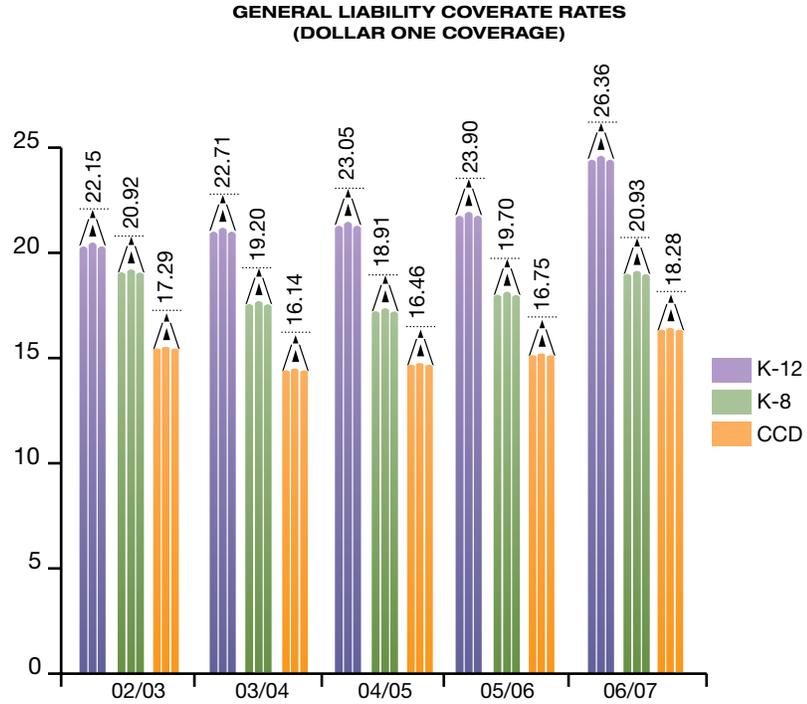
- Received 1,693 property/liability claims for damages;
- Managed 444 claims in litigation;
- Negotiated at 98 voluntary and mandatory settlement conferences;
- Tried 5 cases and received 5 defense verdicts;
- Closed 2,031 property/liability claims.



*General Liability Program Rates*  
*Auto Liability Program Rates*

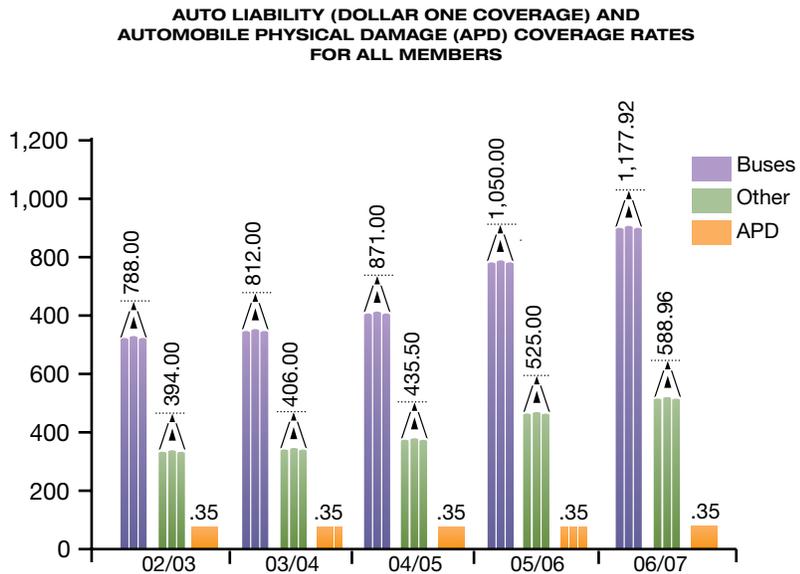
## General Liability Program Rates

Since 2002/03 general liability rates for K-12 districts have increased an average of 4% annually. For K-8 districts, the annual increase has been less than 1%. In fact, the 2006-07 rate for K-8 districts is almost equal to what they were five years ago. The CCD districts also experienced an average increase of 1% in the last five years.



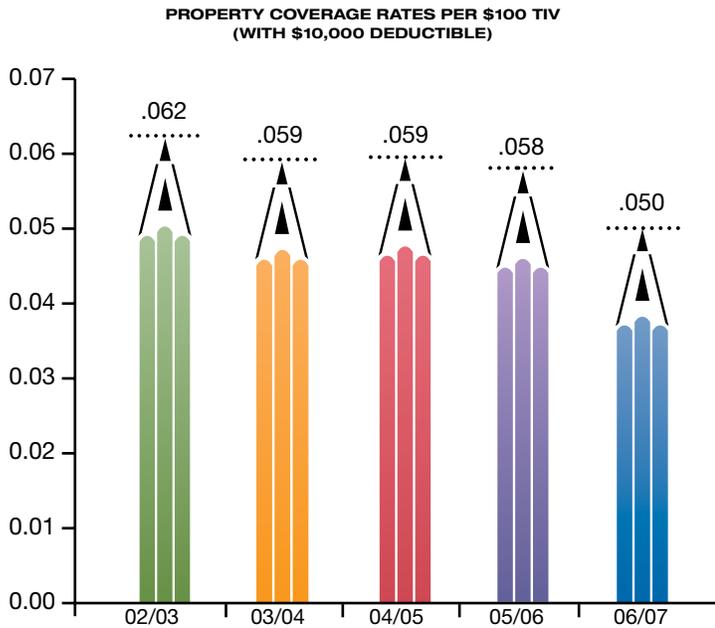
## Auto Liability Program Rates

Over the last five years, auto liability rates for buses and other vehicles (non-bus) have increased on an average of 12% per year. Auto physical damage rates have remained flat.



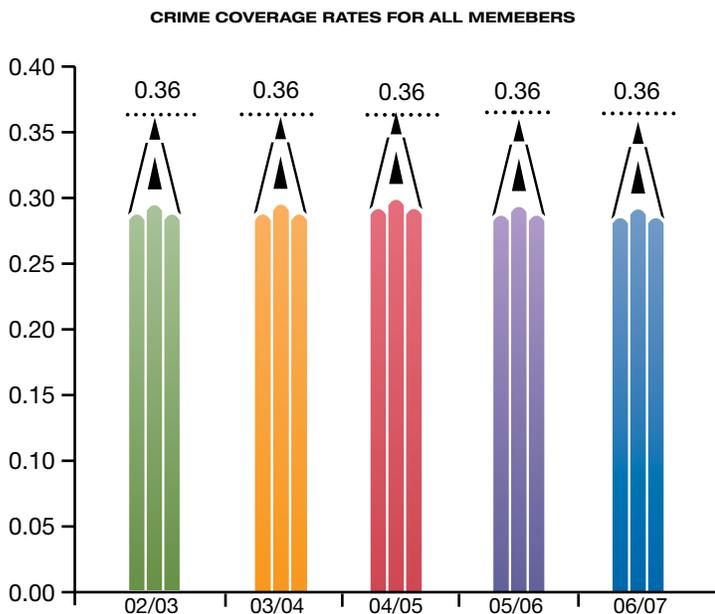
## Property Program Rates

Over the past decade, ASCIP's members have continued to experience a high degree of property rate stability along with a low property insurance premium as compared to other JPAs and commercial insurance programs nationally. While total insured values (TIV) increased from \$12.9 billion in 2002/03 to \$18.1 billion in 2006/07, on an average, our property rates have actually decreased during this same period. Our members paid a lower rate in 2006/07 (\$.050/\$100 of property value) as compared to what they paid five years ago (2002/03 rates were \$.062/\$100 of property value).



## Crime Program Rates

Crime rates have remained flat for the past five years at .36 per ADA. We have been successful in renegotiating a multi-year agreement for this coverage.



Property Program Rates  
Crime Program Rates



# Workers' Compensation Program



Having completed our fifth year in a self-funded program and our ninth year in the workers' compensation market, we continue to have a successful program. In 2006/07 we added two large school districts with payroll totaling over \$166 million to our program. We enhanced our program this year by providing our members with 5-year claim trends as well as recommendations for areas of training and safety. We continued to work closely with our members to ensure the highest quality of service and management for each member. We also continued to provide educational trainings and file review meetings as additional support to our members.

## Loss Expense

The cost of workers' compensation claims have decreased over the past years due to the 2004 legislative changes which created limitations to medical treatment. In addition, ASCIP's implementation of a Medical Provider Network (MPN) aided further reduction in the total cost of claims. Alternatively, claims frequency increased due to membership growth. Given those factors, the total incurred reserves maintained balance. Overall, the program remains stable with strong membership and fund equity.

## Workers' Compensation Claims Administration Expenses

One of the prominent features of the ASCIP Workers' Compensation Program is the dedicated claims team we offer to our members. One of the unique features of the dedicated claims team is the caseload structure. We firmly believe that by reducing caseloads we allow our claims team the time to provide additional customer service to our membership, the injured workers as well as the providers. With the addition of two large school districts to the program this past year, we added more senior level staff to our team resulting in additional claims administration expenses.

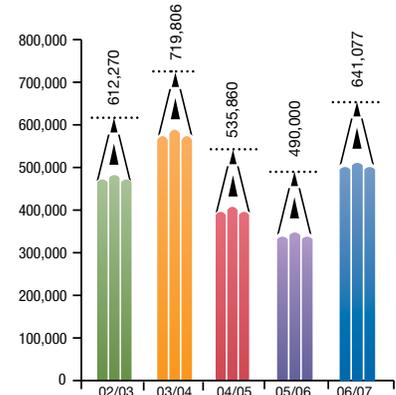
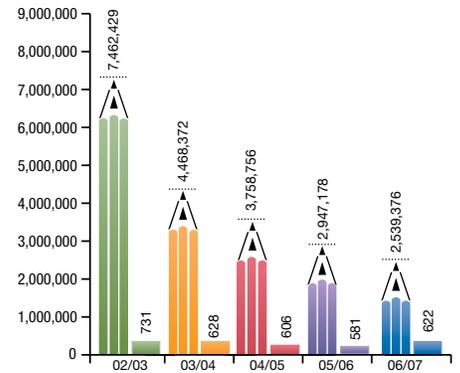
## Workers' Compensation Program Rates

ASCIP continually strives to provide the highest level of service and the best rates. With coverage provided to 34 members and over 23,000 full and part time employees, along with volunteers, our rates continue to be competitive. In the 2006/07 program year, our members received an 11% reduction in their program rates.

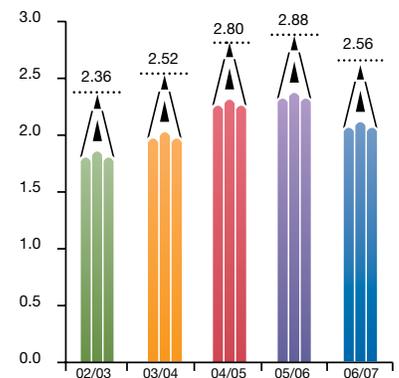
## Workers' Compensation Claims and Litigation Management Highlights

- Received 622 workers' compensation claims;
- Achieved 35 settlements via Stipulated Award or Compromise and Release;
- Participated in 9 file reviews and 23 meetings/trainings;
- Closed 364 workers' compensation claims.

**WORKERS' COMPENSATION TOTAL INCURRED LOSSES (IN MILLIONS) AND CLAIMS COUNT**



**WORKERS' COMPENSATION RATES**



## Rate Components

Three components contribute to the cost of the premiums paid by ASCIP members. Those elements are the cost of incurred losses, the cost of purchase excess insurance or reinsurance; and the cost of indirect expenses consisting of personnel expense, contract services and loss control program and services. As would be expected, incurred losses have increased over the past decade as we have doubled our responsibility for claims and litigations expenses, growing from 55 districts in 1994/95 to 154 districts in 2006/07. Expertise, particularly in the difficult and expensive area of employment claims, has served to manage the cost of our claims.

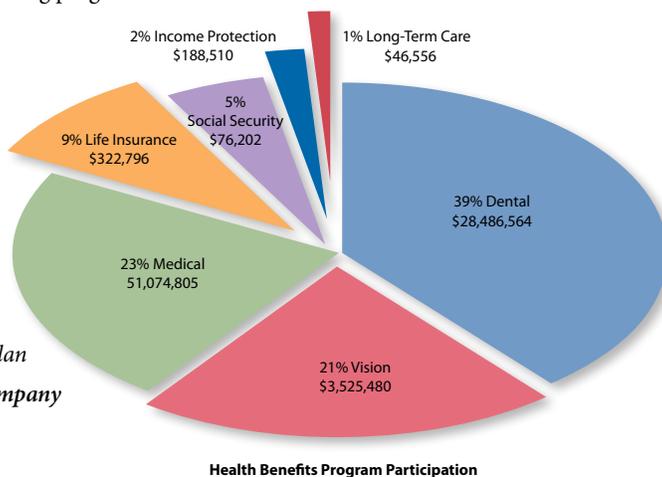
To contain costs in the second component of our rates, excess insurance and reinsurance, ASCIP continued to evaluate the advantages of risk transfer of certain layers of our risk to commercial programs. In 2006/07, we continued to risk transfer our property program by purchasing excess insurance. In our liability program, we changed our self-insured retention to \$5 million and purchased a fully reinsured liability program covering claims between \$1 million and \$5 million per occurrence after a \$3.8 million aggregate deductible has been met. In the worker's compensation program we purchase excess insurance at \$1 million retention. Fiscal year 2006/07 was the first year ASCIP offered health benefits programs to our members. As a result of adding several fully-insured health benefits plans, the excess and optional insurance programs expenses increased substantially.

## Health Benefits Program

Effective July 1, 2006, ASCIP began offering a health benefits program to its membership. In addition to medical, dental and vision benefits, ASCIP also offers several other ancillary benefits including life insurance, income protection plan, long-term care, and social security alternative plan.

ASCIP has partnered with the following program carriers:

- **Delta Dental of California**
  - PMI-Dental
  - PMI-Vision
  - PPO
- **Vision Service Plan**
- **PacifiCare**
- **Kaiser**
- **SISC**
  - Blue Cross
- **Met Life**
  - Social Security Alternative Plan
- **The Hartford Life Insurance Company**
- **UNUM**
  - Income Protection
  - Long-Term Care

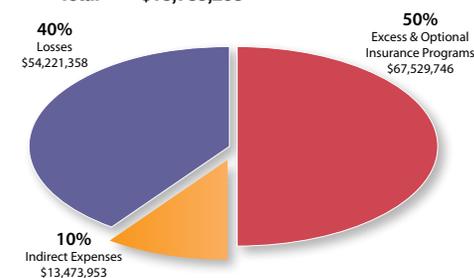


In the final component of our rates, indirect expenses such as general administration, personnel expenses, contract services and loss control, ASCIP has continued to hold costs to the 10-13% range, as compared to the average overhead for JPAs nationally, a figure exceeding 20%. All of these factors have enabled ASCIP to provide exceptional programs and services at very competitive rates.

## Rebates

ASCIP is a non-profit JPA which refunds excess premiums to its members for us in their educational programs. Since 1989, ASCIP has returned over \$18 million in property/liability premiums to its members. In 2006/07, as a result of our success in managing the workers' compensation program, our Executive Committee declared a rebate of \$1,063,771 for the first time after nine short years of existence.

	Property/Liability	Workers' Compensation
1989-2001	\$13,679,490	2006-2007 \$1,067,771
2001-2002	\$ 1,118,202	
2002-2003	\$ 1,264,409	
2003-2004	\$ 1,045,208	
2004-2005	\$ 1,060,639	
2005-2006	\$ 615,320	
<b>Total</b>	<b>\$18,783,268</b>	



Rate Components  
Health Benefits Program



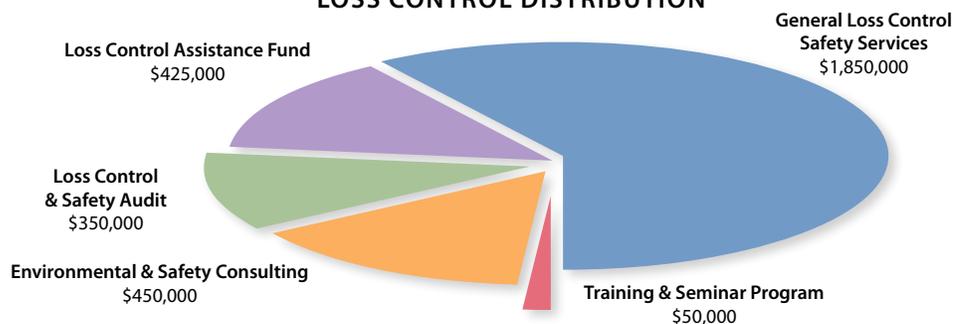


The ASCIP Executive Committee has demonstrated its commitment to being “an organization of Schools Serving Schools” by adopting a loss control budget for the 2006/2007 fiscal year in excess of \$3 million. Services provided through the loss control program are highlighted below, and such services are an integral part of the basic service package all members receive without additional charge. The core of ASCIP’s non-profit philosophy is expressed in the Executive and Loss Control Committees’ resolve to return program savings to members for the purpose of reducing risks and the practice of sound risk management principles. The ASCIP staff, augmented by a panel of carefully selected and pre-screened professional service providers, offers a full range of risk management and loss control services annually.

## Loss Control Services

- Tracked more than 600 changes in State and Federal education, safety, health, and environmental regulations;
- Provided over 2,300 telephone inquiries and consultations which immediately resolved those issues of concern or initiated further actions necessary to bring about a satisfactory resolution;
- Provided 85 hazardous waste, toxic chemical, and/or environmental consultations or service responses;
- Assisted 31 members with regulatory compliance or mandated disclosure forms, reports, documents, or interactions involving local, State or Federal regulatory agencies;
- Provided over 4,879 California and out-of-state DMV driver’s record checks for member agency employees, volunteers, and temporary drivers operating motor vehicles on member agency business;
- Worked continuously with the WeTip crime prevention organization as program sponsor to increase the number of participating ASCIP member agencies, disseminating WeTip materials to their locations, and facilitating a variety of programs to bring forth confidential information regarding crimes against ASCIP member employees and pupils; monitored over 200 crimeline tips from ASCIP members which were reported directly to the WeTip national schools anonymous hotline;
- Coordinated over 150 in-house and at-District loss control, safety, security, and environmental training opportunities presented by ASCIP staff and by selected consultants;
- Coordinated the traditional Loss Control and Safety Audit program in order to provide initial site safety inspections for all new ASCIP members and re-inspections of existing member locations on a three to four year revolving cycle;
- Coordinated timely playground safety inspections upon request through a panel of Certified Playground Safety Inspectors (CPSI) for those members lacking a certified inspector on staff;
- Provided 27 Loss Control Assistance Grants to ASCIP member agencies totaling a record amount of \$425,000.00;
- ASCIP staff members or our various consultants visited 325 Member District sites during the 06/07 coverage year to address issues of concern which have included:
  - Asbestos and/or Lead hazard intervention
  - Athletic field, gymnasium, and sports facilities safety
  - Playground safety and design issues
  - Campus security and CCTV camera system design and installation (popular)
  - Indoor air quality and mold issues (a leading concern)
  - Traffic control and associated risk factors
  - Ergonomic interventions and training
  - Regulatory compliance assistance
  - Investigation of property damage or loss event

LOSS CONTROL DISTRIBUTION\*



\*2006/2007 Loss Control Budget: \$3,125,000

## *WeTip Prevention Programs*

Since 1995, ASCIP has been a major sponsor of the non-profit WeTip crime prevention organization which provides our members with a valuable deterrent against all types of criminal activity. ASCIP members are automatically enrolled to receive WeTip services and materials and to participate in all WeTip programs without cost or obligation. Crime tips from ASCIP members represent more than 19% of all the school crime tips received nationwide by WeTip each year.

The WeTip organization operates a 24 hour-7 day a week anonymous multi-lingual crime reporting telephone hotline and internet website. Both methods of crime reporting are totally anonymous and therefore, the source of the crime tip cannot be traced. Since the contents of all crime tips are confidential, only law enforcement and a designated individual at each ASCIP member are provided with the actual anonymous crime tip information. A WeTip reward program is offered for information leading to the arrest and conviction of individuals who commit crimes which are reported to WeTip. ASCIP may fund higher award amounts should the circumstances warrant.

WeTip staff members provide on-site seminars at member locations to assist in the implementation of the various WeTip programs and services. ASCIP funds and supplies a wide variety of WeTip stock posters and materials which help address specific member-related concerns. Additionally, the innovative ASCIP-developed WeTell and DoTell child abuse and harassment programs have their own unique posters. WeTip can also create custom-designed posters that target specific acts of vandalism, arson, burglary and other crimes.

ASCIP works closely with the WeTip staff to ensure that when a member reports a crime, a WeTip response, program or solution is initiated.

## *VIPS -New Employee Training Program*

ASCIP's online training program for new employees, Very Important Points for Very Important People (VIPs), is a 20-minute interactive training module designed to provide a basic orientation to employees of educational institutions. The program

highlights seven important training areas with which all employees should be familiar before they start their job duties. These include mandatory child abuse reporting requirements, instructions for summoning emergency help and ways for employees to avoid liability-for themselves as well as for their districts. This training is provided at no cost to ASCIP members. Valuable incentives are available to those members who participate and include a free computer system or funds for training programs. In addition to the VIPs course, there are twenty three other free courses covering a wide range of topics such as Bloodborne Pathogens, Defensive Driving, Lead and Asbestos Awareness, Preventing Sexual Harassment, Preventing Workplace Violence, Utility Cart Safety and many other topics.

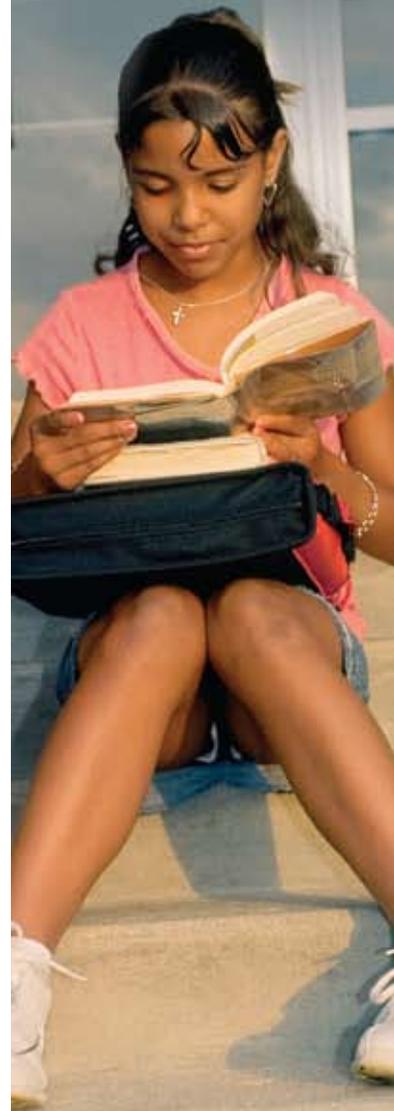
ASCIP believes that this training, particularly when provided to mid-year hires, walk-on coaches and volunteers, who might otherwise receive no formal training whatsoever, may help to prevent accidents and harmful incidents, thus alleviating suffering and saving money for use in our districts' educational programs. Such training may also mitigate liability in the event of litigation.

## *Rent-a-Risk Manager Program*

This program was designed to augment our districts' risk management resources in the many areas of concern where they could use additional support. After nine years, this award-winning program continues to be a very popular offering for our Districts. Some have contracted to have a RARM one, two or even three days a week!

ASCIP has nine risk management consultants available in Northern and Southern California. They assist in disaster preparedness training and development, Cal-OSHA compliance, safety inspections, contract review, grant writing, a wide variety of training seminars, accident investigations, and other duties specific to their assigned district's needs.

Activities and personnel are supervised and supported by ASCIP and ASCIP's professional safety consultants, Poms & Associates. The RARMs were contracted to a total of 17 Districts in 2006/07 and we anticipate that the interest will continue to grow. We look forward to increasing the number of RARMs, districts assisted and variety of services we can offer in 2007/08!



## *Owner-Controlled Construction Insurance Program (OCIP)*

Phase Three of our Owner-Controlled Insurance Program for school construction (OCIP) continues to prosper as we complete our third year of the program insured by Liberty Mutual.

Liberty Mutual was willing to reduce our rates for the third consecutive year in response to a favorable California Worker's Compensation market and an OCIP program loss ratio of only 9%. This compares to average losses of 65% of traditional contractor programs. The continued favorable California Worker's Compensation market assists in maintaining a low loss ratio as Worker's Compensation comprises about 85% of the risk exposure in our rolling wrap-up construction program.

The OCIP Program currently has approximately \$1.5 Billion in Total Active/Completed Project values and is the largest rolling scholastic OCIP in California. Our high dedicated per-project limits, \$29 Million of General Liability, and competitive premium rate provide an attractive option for school construction programs.

Our Captive Insurance Program (CIPA) continues to offer us a competitive funding mechanism for the loss fund of the OCIP program.

## *Risk Transfer and Analysis*

- Reviewed over 400 contracts to establish insurance requirements and appropriate indemnification agreements for school projects and services;
- Customized over 65 facility-use agreements, student activities forms, and field trip waivers to transfer or mitigate districts' risk;
- Generated 1,389 additional insured and loss payee endorsement forms for activities or contract requirements;
- Assisted over 70% of our members with coverage inquiries regarding new school activities and exploration of alternative risk and coverage options;
- Provided risk analysis and mitigation services through attendance of subsidiary JPA meetings and the Rent-a-Risk Manager Program.

## *Specialty Insurance Procurement*

- Processed 213 requests for the purchase of the Tenant User Liability Insurance Program (TULIP);
- Provided coverage through the ASCIP-B program for 950 booster and auxiliary clubs that support 82 member districts;
- Provided a group purchase policy to 13 members for storage tank liability coverage.;
- On behalf of the membership, researched specialty insurance markets for all perils coverage, charter school coverage, earthquake, travel and transportation coverage, student accident, aircraft, watercraft, fine arts, foundation and special use of facilities coverages;
- Continued the Service Providers and Artisan Tradesmen Activities (SPARTA) insurance program for contractors, service providers and consultants of ASCIP members;
- Renegotiated workers' compensation carrier placement and provided workers' compensation coverage to 34 districts;
- Provided the Owner-Controlled Insurance Program (OCIP) (wrap-up construction insurance) for 5 members and 10 project sites.

# 2006/2007 Program Year Highlights

## Achievements & Milestones

- Cited by trade journal Business Insurance as the fourth largest JPA in the country;
- Completed managerial oversight of the LARISA health benefits program and absorbed LARISA districts into ASCIP as a new line of coverage; hired staff to provide service to members;
- Refined existing dental and vision programs, reducing multiplicity of options, imposing underwriting, discipline and creating self-funded pools for dental and vision;
- Conducted feasibility study for launching of self-funded medical program in 2008; and began exploring strategic partnerships in the health benefits area;
- Participated on the governing boards of national and state risk management professional organizations, AGRIP and CAJPA, and presented at these forums as well as PRIMA, CASBO, ACHRO, ACCA, FCMAT, USC, PRIMA, RIMS and the National Construction Conference;
- Completed acquisition of new headquarters site and began preparation for 2008 occupancy; created Superintendent of Buildings/Technology position to support new facility and operations;
- Launched expansive state-wide training programs featuring video-conferencing centers located throughout the State in order to provide opportunities for expanded participation of our members;
- Created four new e-training programs including our new lead and asbestos training e-modules which will enable us to achieve considerable cost savings and allow member participation from their own sites; completed groundwork for launching of two new special education e-training modules in 2007/08;
- Implemented new cyber-risk audit program piloted at several of our larger districts and CCDs;
- Accumulated \$35.4 million equity in the workers' compensation program, allowing ASCIP to provide member rebates after only four years of self-funding, an achievement in stark contrast to other California programs.

## Training Highlights

- ASCIP trainers and consultants were very busy this year. ASCIP expanded of our training program into Northern California as well as utilized current technology to conduct several video conference seminars;
- Topics covered over the last year included general maintenance and operations training, bloodborne pathogens, theater arts safety, forklift safety, general safety, science safety, and sexual harassment prevention;
- Over 1,852 member district representatives attended Risk Management seminars, an increase of 56%;
- Over 4,219 member district representatives attended Safety and Environmental Compliance seminars, an increase of 5%;
- Hosted Cyberbullying training;
- Hosted School Violence threat management in a video conference;
- Conducted Arc Flash Training as well as a variety of Emergency Preparedness seminars SEMS/ICS/ NIMS IS 100 & 700 Combo Course.

2006/2007  
Program Year Highlights





# Goals and Objectives for Fiscal Year 2007/2008

## *Coverage and Service Enhancements*

- Blanket limits as respects to steam boiler explosion, mechanical breakdown and electrical injury increased from \$25,000,000 to \$75,000,000;
- Added hazardous substance removal in relation to Boiler and Machinery perils;
- Sub-limits increased from \$25,000,000 to \$50,000,000 for Builder's Risk in respect to construction, reconstruction, alteration, renovation or repair.

## *Financial Highlights*

- The addition of the health benefits program resulted in an increase in total premiums for the entire JPA from \$60 million to \$152 million;
- Authorized property/liability premium rebates of \$615,320 to member districts, resulting in premium refunds to members totaling \$18.7 million since the program's inception;
- Authorized worker's compensation premium rebates of \$1,063,771 for the first time since the inception of the program;
- Retained a total equity of \$64.8 million.

## *Goals and Objectives for Fiscal Year 2007/2008*

### *General Operations*

- Assess feasibility of additional coverages within the captive.
- Enhance multi-media communications techniques to communicate more effectively with member districts and publicize ASCIP services and accomplishments; provide enhanced internet information to members and automate delivery of forms and other risk management information to members via email.
- Analyze vendor performance in major programs and modify panel if appropriate.
- Redesign the health benefits program and lay groundwork for the implementation of a self-funded medical program.
- Transition to new headquarters.

### *Marketing*

- Evaluate options for strengthening ASCIP's marketing and bargaining position by exploring strategic alliances and joint purchase programs with other educational entities, pools, and joint power authorities; explore group purchase programs for additional coverages desired by membership.
- Showcase ASCIP innovations at several state and national forums, including CCD professional organizations.
- Expand partnerships with vendors and colleagues to market ASCIP programs.
- Administer special programs for community college districts with emphasis on exposures unique to the CCD environment.
- Create a workers' compensation marketing brochure and marketing packet highlighting program specifics.

## *Fiscal Services*

- Recruit one new staff member to support fiscal division and to ensure quality service is provided to member districts.
- Streamline billing and payment process for the benefits programs.
- Evaluate alternative database programs to enhance financial reporting and maintenance.
- Educate and assist districts' staff on reconciliation of benefits premiums.

## *Claims & Litigation Administration*

- Conduct on-site audit of each law firm on the approved panel to ensure continued quality handling and cost control.
- Maintain cost containment programs of legal and claims administration expenses despite projected increase in membership, claims volume and complexity of litigation.
- Create a workers' compensation procedure manual for all members.
- Provide an end of the year overview for all members.
- Create legal protocols for the defense attorney panel.
- Restructure claims teams for added efficiency.

## *Risk Management & Loss Control*

- Continue to seek broad-based input pertaining to loss control seminar programs to ensure responsiveness to members' needs. Expand service delivery through webcasts.
- Evaluate feasibility of incentive reward programs for participators in safety and risk management programs in property/liability and workers compensation.
- Add additional courses to ASCIP's online training catalog including special education and asbestos and lead abatement training.
- Expand site-based risk management and loss control training programs.
- Increase emphasis on security and disaster preparedness services to ASCIP members including coordinating with the Community College District Chancellor's Office to provide statewide services.
- Expand satellite risk management training programs, including enhanced community college services.
- Expand regional loss control and risk management training options.
- Expand the certificates program to a functional database program with internet capabilities; place risk management documents on-line.
- Expand the Cyber Risk service program.
- Provide additional training seminars on workers' compensation related subjects.

## *Special Programs*

- Provide increased assistance to members and associate members with construction insurance and construction risk management through management of optional group purchase owner controlled insurance (OCIP).
- Investigate transfer of cyber risk exposures insurance program limits with respect to maximum probable loss (MPL) schedules.
- Evaluate feasibility of new programs suggested by governance committees and members.
- Explore potential for additional value-added services within all lines of coverage.
- Design a self-funded medical benefits program statewide and evaluate partnership(s) for our programs.



*Goals and Objectives  
for Fiscal Year 2007/2008*

ASCIP has designed a financial accounting process in order to provide appropriate internal controls. These control mechanisms are implemented to provide reasonable assurance that assets are adequately safe-guarded from waste, fraud or inefficient use. The system generates financial records which facilitate the preparation of financial statements which conform to the dictates of generally accepted accounting principles. ASCIP is in compliance with all statutory provisions of California State Codes which regulate the financial

affairs of local government agencies; and all mandated filings, as recognized by the California Association of Joint Power Authorities (CAJPA), are filed pursuant to governing statutes.

ASCIP's independent audit report has been prepared by Vavrinek, Trine, Day & Company, and their certification letter dated November 28, 2007, along with ASCIP's general purpose final statements, are reproduced below and on following pages of this report:



Vavrinek, Trine, Day & Co., LLP  
Certified Public Accountants & Consultants

VALUE THE DIFFERENCE

## INDEPENDENT AUDITORS' REPORT

Governing Board  
Alliance of Schools for Cooperative Insurance Program (ASCIP)  
Cerritos, California

We have audited the accompanying statement of net assets of the Alliance of Schools for Cooperative Insurance Program (ASCIP) (the "Agency") as of and June 30, 2007, and the related statements of revenues, expenses, and changes in net assets, and cash flows for the year then ended. These financial statements are the responsibility of the Agency's management. Our responsibility is to express opinions on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities of the Alliance of Schools for Cooperative Insurance Program (ASCIP), as of June 30, 2007, and the respective changes in financial position and cash flows, where applicable, thereof for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated November 28, 2007, on our consideration of the Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in conjunction with this report in considering the results of our audit.

The required supplementary information, such as management's discussion and analysis on pages 4 through 18 and is not a required part of the basic financial statements, but is supplementary information required by the accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Agency's basic financial statements. The supplementary information listed in the table of contents, is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Vavrinek, Trine, Day & Co., LLP

Rancho Cucamonga, California  
November 28, 2007

8270 Aspen Street Rancho Cucamonga, CA 91730 Tel: 909.466.4410 Fax: 909.466.4431 www.vtdcpa.com

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**ALLIANCE OF SCHOOLS FOR COOPERATIVE INSURANCE PROGRAMS**

(A Joint Powers Entity)

**COMBINING STATEMENT OF NET ASSETS**

**JUNE 30, 2007**

	<b>Property/ Liability Fund</b>	<b>Workers' Compensation Fund</b>	<b>Medical Fund</b>	<b>Dental Fund</b>	<b>Vision Fund</b>	<b>Captive Insurance for Public Agencies</b>	<b>Total</b>
<b>ASSETS</b>							
Cash and cash equivalents	\$ 10,584,391	\$ 17,555,260	\$ 2,774,533	\$ 18,043,572	\$ 1,915,352	\$ 3,780,892	\$ 54,654,000
Receivables	3,658,962	2,149,365	73,262	138,065	13,685	2,840,726	8,874,065
Internal balances	3,000,000	-	-	-	-	(3,000,000)	-
Investments maturing within one year, net of restricted assets	12,144,166	6,455,209	-	-	-	-	18,599,375
Prepaid expenses and deposits	116,417	-	-	-	-	515,099	631,516
<b>Total Current Assets</b>	<b>29,503,936</b>	<b>26,159,834</b>	<b>2,847,795</b>	<b>18,181,637</b>	<b>1,929,037</b>	<b>4,136,717</b>	<b>82,758,956</b>
Investments, net of amount maturing within one year	61,026,315	33,604,386	-	-	-	-	94,630,701
Restricted assets-investments	2,193,517	-	-	-	-	-	2,193,517
Capital assets	4,165,230	-	-	-	-	-	4,165,230
Less: Accumulated depreciation	457,498	-	-	-	-	-	457,498
Net capital assets	3,707,732	-	-	-	-	-	3,707,732
<b>Total Non-Current Assets</b>	<b>66,927,564</b>	<b>33,604,386</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>100,531,950</b>
<b>Total Assets</b>	<b>96,431,500</b>	<b>59,764,220</b>	<b>2,847,795</b>	<b>18,181,637</b>	<b>1,929,037</b>	<b>4,136,717</b>	<b>183,290,906</b>
<b>LIABILITIES</b>							
Accounts payable	4,395,219	1,336,194	94,695	1,306,721	360,169	746,190	8,239,188
Advance premium deposit	-	-	303,574	37,841	7,982	-	349,397
Deferred premium income	51,101	-	-	-	-	3,044,390	3,095,491
Current portion of unpaid claims	18,300,000	4,300,000	-	3,658,420	266,612	263,000	26,788,032
Unallocated claims adjustment expenses	2,300,000	946,318	-	205,000	23,000	73,343	3,547,661
Retrospective premium payable	638,713	1,063,771	-	-	-	-	1,702,484
Funds held for Districts	-	-	-	8,381,727	809,325	-	9,191,052
Risk management deposit fund	11,828,167	2,079,789	-	-	-	-	13,907,956
SELF rate stabilization fund	238,239	-	-	-	-	-	238,239
<b>Total Current Liabilities</b>	<b>37,751,439</b>	<b>9,726,072</b>	<b>398,269</b>	<b>13,589,709</b>	<b>1,467,088</b>	<b>4,126,923</b>	<b>67,059,500</b>
Unpaid claims and claims adjustment expenses, net of current portion	35,991,950	14,626,362	-	-	-	746,839	51,365,151
<b>Total Liabilities</b>	<b>73,743,389</b>	<b>24,352,434</b>	<b>398,269</b>	<b>13,589,709</b>	<b>1,467,088</b>	<b>4,873,762</b>	<b>118,424,651</b>
<b>NET ASSETS</b>							
Net assets invested in capital assets	3,707,732	-	-	-	-	-	3,707,732
Net assets, restricted	2,193,517	-	-	-	-	-	2,193,517
Net assets (deficit), unrestricted	16,786,862	35,411,786	2,449,526	4,591,928	461,949	(737,045)	58,965,006
<b>Total Net Assets</b>	<b>\$ 22,688,111</b>	<b>\$ 35,411,786</b>	<b>\$ 2,449,526</b>	<b>\$ 4,591,928</b>	<b>\$ 461,949</b>	<b>\$ (737,045)</b>	<b>\$ 64,866,255</b>

**ALLIANCE OF SCHOOLS FOR COOPERATIVE INSURANCE PROGRAMS**

(A Joint Powers Entity)

**COMBINING STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS  
FOR THE YEAR ENDED JUNE 30, 2007**

	Property/ Liability Fund	Workers' Compensation Fund	Medical Fund	Dental Fund	Vision Fund	Captive Insurance for Public Agencies	Total
<b>REVENUES</b>							
Premium deposits from members	\$ 44,801,617	\$ 20,684,581	51,708,869	\$ 28,486,564	\$ 3,525,480	\$ -	\$ 149,207,111
OCIP program/premium	360,957	-	-	-	-	2,523,865	2,884,822
Less: Retrospective premium deposit ratings adjustment	(615,320)	(1,063,771)	-	-	-	-	(1,679,091)
	44,547,254	19,620,810	51,708,869	28,486,564	3,525,480	2,523,865	150,412,842
Other income	901,296	27,302	2,294,087	481,064	121,512	-	3,825,261
Total Operating Revenues	45,448,550	19,648,112	54,002,956	28,967,628	3,646,992	2,523,865	154,238,103
<b>EXPENSES</b>							
Claims expense, net of reimbursements of \$4,404,589 property/liability	28,933,737	1,293,653	-	21,023,386	2,575,310	395,272	54,221,358
Excess insurance premium	12,308,184	1,409,340	-	-	-	1,257,348	14,974,872
Insurance premiums	-	-	50,931,118	1,583,499	40,257	-	52,554,874
Contract services							
Claims administration	1,338,287	880,748	-	1,402,223	295,701	58,000	3,974,959
Broker's fees	230,000	85,000	-	-	-	297,673	612,673
General counsel services	137,874	-	-	-	-	9,840	147,714
Captive management	-	-	-	-	-	47,041	47,041
Rating and actuarial services	158,138	29,600	-	-	-	9,000	196,738
Accounting and audit services	51,689	-	-	-	-	21,177	72,866
Investment advisory service	135,388	-	-	-	-	-	135,388
Salaries and benefits	1,125,600	329,071	362,816	277,086	160,635	-	2,255,208
Property appraisal	328,520	-	-	-	-	-	328,520
Other contract services	234,499	35,569	5,258	67,841	8,586	32,300	384,053
Loss control and risk management	2,777,601	530,865	-	-	-	-	3,308,466
Other operating expenses	142,757	306,991	283,008	215,072	125,349	107,928	1,181,105
Interest	602,994	50,639	-	-	-	-	653,633
Depreciation	175,589	-	-	-	-	-	175,589
Total Operating Expenses	48,680,857	4,951,476	51,582,200	24,569,107	3,205,838	2,235,579	135,225,057
Operating Income (Loss)	(3,232,307)	14,696,636	2,420,756	4,398,521	441,154	288,286	19,013,046
<b>NON-OPERATING REVENUES (LOSS)</b>							
Interest and dividend income	4,660,562	2,253,811	28,770	193,407	20,795	132,484	7,289,829
Net decrease in fair value of investments	339,755	134,896	-	-	-	-	474,651
Total Non-Operating Income	5,000,317	2,388,707	28,770	193,407	20,795	132,484	7,764,480
<b>INCREASE IN NET ASSETS</b>	1,768,010	17,085,343	2,449,526	4,591,928	461,949	420,770	26,777,526
<b>NET ASSETS (DEFICIT), BEGINNING OF YEAR</b>	20,920,101	18,326,443	-	-	-	(1,157,815)	38,088,729
<b>NET ASSETS (DEFICIT), END OF YEAR</b>	\$ 22,688,111	\$ 35,411,786	\$ 2,449,526	\$ 4,591,928	\$ 461,949	\$ (737,045)	\$ 64,866,255

**ALLIANCE OF SCHOOLS FOR COOPERATIVE INSURANCE PROGRAMS**

(A Joint Powers Entity)

**COMBINING STATEMENT OF CASH FLOWS**

**JUNE 30, 2007**

	Property/ Liability Fund	Workers' Compensation Fund	Medical Fund	Dental Fund	Vision Fund	Captive Insurance for Public Agencies	Total
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>							
Cash received for premium contributions and other income	\$ 44,238,296	\$ 18,820,951	\$ 53,950,069	\$ 28,967,628	\$ 3,646,992	\$ 2,655,961	\$ 152,279,897
Cash paid for benefits, insurance and other expenses	(42,822,117)	(4,410,309)	(51,183,931)	(10,979,398)	(1,738,750)	(1,194,435)	(112,328,940)
Net Cash Provided by Operating Activities	1,416,179	14,410,642	2,766,138	17,988,230	1,908,242	1,461,526	39,950,957
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES</b>							
Acquisition of capital assets	(3,700,538)	-	-	-	-	-	(3,700,538)
Net Cash Used by Capital and related financing activities	(3,700,538)	-	-	-	-	-	(3,700,538)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>							
Investment income received	4,703,738	2,114,895	8,395	55,342	7,110	131,266	7,020,746
Purchase of investments	(87,852,015)	(42,042,601)	-	-	-	-	(129,894,616)
Proceeds from sales and maturities of investments	87,626,602	34,077,012	-	-	-	-	121,703,614
Net Cash Provided (Used ) by Investing Activities	4,478,325	(5,850,694)	8,395	55,342	7,110	131,266	(1,170,256)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>							
	2,193,966	8,559,948	2,774,533	18,043,572	1,915,352	1,592,792	35,080,163
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>							
	8,390,425	8,995,312	-	-	-	2,188,100	19,573,837
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>							
	\$ 10,584,391	\$ 17,555,260	\$ 2,774,533	\$ 18,043,572	\$ 1,915,352	\$ 3,780,892	\$ 54,654,000
<b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES</b>							
Operating income/(loss)	\$ (3,232,307)	\$ 14,696,636	\$ 2,420,756	\$ 4,398,521	\$ 441,154	\$ 288,286	\$ 19,013,046
Adjustments to reconcile operating income to net cash provided by operating activities							
Depreciation expense	175,589	-	-	-	-	-	175,589
(Increase) in accounts receivable	(1,225,032)	(827,161)	(52,887)	-	-	(1,577,382)	(3,682,462)
(Increase) Decrease in prepaids and deposits	14,778	-	-	-	-	(188,814)	(174,036)
Increase (Decrease) in accounts payable and other liabilities	(3,788,917)	1,237,700	398,269	1,344,562	368,151	1,413,273	973,038
Increase in deferred revenue	-	-	-	-	-	1,358,227	1,358,227
Increase in unpaid claims and adjustments	8,977,181	(2,776,322)	-	3,863,420	289,612	167,936	10,541,827
Increase in risk management deposit fund	474,887	2,079,789	-	-	-	-	2,554,676
Increase in funds held for districts	-	-	-	8,381,727	809,325	-	9,191,052
Net Cash Provided by Operating Activities	\$ 1,416,179	\$ 14,410,642	\$ 2,766,138	\$ 17,988,230	\$ 1,908,242	\$ 1,461,526	\$ 39,950,957
<b>NONCASH INVESTING ACTIVITIES</b>							
Net increase in fair value of investments	\$ 339,755	\$ 134,896	\$ -	\$ -	\$ -	\$ -	\$ 474,651

## Staff

Paula Chu Tanguay, Chief Executive Officer  
 Donna Abersman, Deputy Chief Executive Officer/COO  
 John R. Wieselthier, Director of Litigation & Claim Services  
 Lynn Truong, Chief Financial Officer  
 Coni Gomez, Workers' Compensation Program Manager  
 Steven Wilmes, Principal Risk Services Consultant  
 Richard Sams, Superintendent of Facilities & Technology  
 Lee Hanson, Principal Risk Services Consultant  
 Martha Espinoza, Senior Services Consultant  
 Elizabeth Garcia, Senior Benefit Services Consultant  
 Howard Leung, Accountant  
 Cheryl Jackson, Benefit Services Consultant  
 Celine Ly-Ho, Accountant  
 Grace Maresca, Risk Services Consultant  
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<b>Claims Administrators</b> .....	CorVel Corporation Southern California Risk Management Associates, Inc.
<b>Insurance Broker</b> .....	Arthur J. Gallagher & Company
<b>Actuary</b> .....	Bay Actuarial Consultants Rivelle Consulting Services
<b>Loss Control/Safety Training Consultant</b> .....	Poms and Associates
<b>Property Appraiser</b> .....	American Appraisal Associates
<b>Science Safety and Hazardous Materials Consultant</b> .....	Resource Conservation Management, Inc.
<b>Asbestos and Lead Hazard</b> .....	Environmental Assistance Group
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## K-12 & High School Districts

Alhambra USDA	Covina-Valley USD*Δ	Orange County Dept. of Education
Alpine County Office of Education	Culver City USDA	Palos Verdes Peninsula USD*+Δ
Alpine County USD	Discovery Charter Preparatory School*	Paramount USD*+Δ
Amador County Office of Education	Downey USD+	Pasadena USD+
Amador County USD	El Monte UHSD+Δ	Placentia-Yorba Linda USD
Berkeley USD	El Segundo USD*	Pomona USDA
Beverly Hills USDA	Environmental Charter High School*Δ	Redondo Beach USD*
Big Oak Flat-Groveland USD	Fullerton Joint UHSD	Riverside USD*Δ
Bonita USDA	Gateway High School*	San Antonio ROP
Brea Olinda USD	Huntington Beach UHSD+	Santa Ana USD+
Bret Harte Union High SD	Inglewood USD	Santa Monica-Malibu USDA
Calaveras County Office of Education	La Canada USDA	Sonora UHSD
Calaveras USD	Laguna Beach USD	South Pasadena USD*
Capistrano USD	La Puente Valley ROP*Δ	Southeast ROPA
Center for Advanced Research & Technology (CART)	Leadership High School*	Southern California ROC*Δ
Centinel Valley UHSD*	Long Beach USD+	Summerville UHSD
Chaffey Joint UHSD	Lynwood USDA	Tuolumne County Sup. of Schools
Charter Oak USD	Manhattan Beach USD*Δ	Tustin USD
Claremont USDA	Montebello USD+Δ	Upland USD*
Clovis USD+	Moreno Valley USD	Vallejo City USD
Colton Joint USD	Newport-Mesa USD	Walnut Valley USD
Compton USDA	Norwalk-La Mirada USD+Δ	Whittier UHSD

## Community College Districts

Glendale CCD	North Orange County CCD+	Riverside CCD
Grossmont-Cuyamaca CCD*	Peralta CCD*	Santa Barbara CCD
Los Rios CCD+	Rancho Santiago CCD*	Sierra Joint CCD*
Mt. San Antonio CCD	Rio Hondo CCD+	

## K-8 School Districts

Accelerated Charter SchoolΔ	Huntington Beach City SD	Rosemead SDA
Belleview SD	Jamestown SD	San Jacinto Valley Academy*
Chinese Camp SD	Lawndale SD*+Δ	Santa Monica Blvd. Comm. Charter*
Columbia Union SD	Leadership Public Schools*	Santiago Middle School*
Constellation Community MS	Lennox SD*+Δ	Sonora SD
Curtis Creek Elementary SD	Little Lake City SDA	Soulsbyville SD
El Monte City SD+Δ	Lowell Joint SDA	Summerville Elementary SD
Fenton Avenue Charter School*Δ	Mark Twain Union Elementary SD	Twain Harte-Long Barn Union SD
Fullerton SD	Montague Charter Academy*	Vallecito Union SD
Garfield Charter School	Mountain View SDA	Vaughn Next Century Learning Ctr.*
Garvey SDA	Newhall SD*	Watts Learning Center*
Hawthorne SD*Δ	Ocean View SD	Whittier City SDA
Hermosa Beach City SD*+Δ	Pacoima Charter School*	Wiseburn SD

## Associate Members

Anaheim UHSD+	Coachella Valley USD+	Long Beach CCDA
Antelope Valley Joint UHSDA	Compton CCDA	Los Nietos SDA
Arcadia USDA	CODESPA	Pupil Transportation CooperativeΔ
Azusa USDA	Cypress SDA	Rowland USDA
Baldwin Park USDA	Duarte USDA	San Marino USDA
Bassett USDA	East San Gabriel ROP/TCA	Santa Clarita Valley School FSAΔ
Bellflower USDA	East Whittier City SDA	Santa Monica CCDA
Burbank USDA	El Rancho USDA	South Whittier SDA
Camino Nuevo Charter AcademyΔ	Glendale USDA	Sulphur Springs Union SDA
Castaic Union SDA	Glendora USDA	Tri-Cities ROPA
Cerritos CCDA	Guidance Charter SchoolΔ	West Covina USDA
Chaffey CCD+	Las Virgenes USDA	

\* Workers' Compensation Members

+ OCIP Members

Δ Health Benefits Members





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