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ONSITE GUIDE

CAJPA 2015 Fall Conference and Training Seminar
SEPTEMBER 15 – 18, 2015
SOUTH LAKE TAHOE

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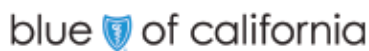
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- VISION SERVICE PLAN (VSP)

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- AMERICAN APPRAISAL, A DIVISION OF DUFF AND PHELPS
- AMERICAN FIDELITY ASSURANCE COMPANY
- AMERICAN TECHNOLOGIES
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- ARTHUR J. GALLAGHER & COMPANY
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- CBIZ VALUATION GROUP, LLC
- CHANDLER ASSET MANAGEMENT
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- CROSSMARK RISK SOLUTIONS
- CYPRESS CARE
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Pools: Driven with a Purpose

Welcome Message

CAJPA's 34th Annual Fall Conference – ***Pools: Driven with a Purpose*** – is another high performance event with over 30 sessions, three powerful keynote presentations and networking opportunities you can't find anywhere else except CAJPA. CAJPA's fall conference is so successful because it exceptionally blends familiarity with fresh. This year's sessions share innovative programs, industry trends and best practices in all of the coverages – health, workers compensation, property & liability, excess – as well as changes and discussions in the government, the Legislature and the courts.

CAJPA'S 2015 CONFERENCE WILL INCLUDE THREE ALL-STAR KEYNOTE SPEAKERS.



Opening keynote speaker **Simon T. Bailey** is a leadership imagineer and former sales director of the world-renowned Disney Institute, who doesn't take people where they want to go; but guides them to where they need to go.

He provides strategic steps to steer those wavering in their business and career engagement by inviting them to shift their focus. He doesn't just "tell" – he inspires through relevant stories, thought-provoking evidence based research: breaking through the motivational paradigm that transcends barriers. He will deliver a personal tool chest of actionable strategies to help you and your team rediscover their brilliance and refocus their unique values. Learn to confidently maneuver the business marketplace, grow personally and professionally, and take control of your future.



Thursday's luncheon attendees will hear from **Doc Hendley**, who calls himself proof that anyone, even a "tattooed keg-tapper", can cure what ails the world. He is an individual who has truly made a difference. Tens of thousands of people around the world now have clean

drinking water because an idea popped into the head of this bartender/musician. Hendley realized that using his ability to tend bar and create relationships with people, he might be able to help tackle the clean water crisis. At the bars where he worked, he started raising money to fight this water epidemic the best way he knew how, by pouring wine and playing music.

Hendley has taken personal risks to do the hard work of providing water and clean water education in far flung locations around the globe. He worked in dozens of refugee camps installing water systems for victims of Darfur's government supported genocide. Often inside the United Nations' dangerous "no-go" zones, he distributed water or chlorine tablets to people with only plastic sheeting for shelter.

Hendley was named one of the Top 10 CNN Heroes for 2009 (chosen from over 9,000 applicants by a panel of judges including Gen. Colin Powell, Whoopi Goldberg, Ted Turner and Sir Elton John).

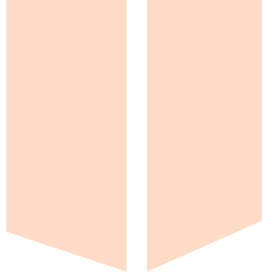
Today Hendley's Wine to Water organization aims to help the 1.1 billion people worldwide who lack access to clean water. By using wine events to raise money and awareness about the lack of clean drinking water in the developing world, Hendley has harnessed a powerful social force and multiplied the generosity of many.



At Friday's breakfast, you will have the opportunity to hear former Senate Pro Tem **Darrell Steinberg** one of the most respected political leaders in California. For over two decades, Steinberg has been involved in local and state government. He has served on the Sacramento City Council, in the California State

Assembly and as Senate Pro Tem from 2008 to 2014. Over the course of his legislative tenure, Steinberg forged difficult agreements to usher the state from a \$42 billion deficit to a surplus budget, implement groundbreaking mental healthcare legislation, strengthen the state's foster care system, improve K-12 education standards, reform the statewide ballot initiative, and make historic investments in California's water and transportation infrastructure. Steinberg currently represents the office of Greenberg Traurig and is the chair of the firm's California Government Law & Policy Practice

On behalf of the CAJPA Board of Directors and members of the Professional Development Committee, welcome to the 34th Annual CAJPA Fall Conference. Be ready to learn, get connected, be inspired and reinvigorated to serve your constituents. A special thank you to our exhibitors and sponsors who are the super chargers in CAJPA's winning conference. Be sure to visit the exhibit hall frequently and learn about our exhibitors' services and products.



A conference survey will be distributed via email after the conference. Please take a moment to complete it and share your feedback and comments so that we can continue to provide you with a winning experience.

Conference Information and Reminders

The registration envelope contains a badge, ribbons (if applicable) and drink tickets for the Tuesday night and Wednesday night receptions. No tickets are needed for the Thursday night reception.

Badges are required for admittance to all conference events. Please remember to wear your badge at all times. Spouse/guest registration includes admittance to breakfasts, luncheons and receptions only. There is a \$50 lost badge charge.

Conference events are at the Lake Tahoe Resort, Harrah's and Harvey's. Check the program carefully for the hotel and room assignments for all sessions and social functions.

CPE/CEU Credits: Tap 'n Go Towers will be located outside each session room; scan your name badge before entering your session. This will record your attendance and help you track the sessions you attended. Following completion of the conference, attendees will be sent a website link where attendance certificates can be downloaded. This link will arrive approximately two weeks after the conference. **Please be sure to keep your name badge, as you'll need your badge number to print the certificate.** You may want to keep a record of the sessions you attended to make sure all your sessions have been properly recorded. Also, scanning in helps us to track how many people attended each session. All information is confidential. CAJPA will not share attendance records or information without the prior approval of the attendee.

Exhibit Hall: Don't forget to visit our Exhibit Hall. The participation of our vendors is vital to the success of the conference. We hope you will take the time to meet with them and thank them for their support.

NEW THIS YEAR! Scavenger Hunt: Search the exhibit hall for clues to finish the puzzle!

To Participate: You will need to download the game on the mobile app. Here are the steps to download:

1. Download the Guidebook app on your phone or device.
2. Search for "CAJPA" and download.
3. Click on the QR Game icon in the menu.

Your mission: Visit each of the participating exhibitor tables to receive a word of the puzzle. The goal is to receive all of the words to form the secret phrase. Participating exhibitors will be marked with black and white racing flags. You will receive a word of the phrase at each table by scanning the QR code. Once complete, take your device with the full secret phrase to the registration desk. You will receive a raffle ticket that you can enter to win one of many great prizes! Drawing will take place during the Thursday break in the exhibit hall at 11:15 a.m. You must be present to win.

Words of Wisdom: Informal sessions led by industry leaders who will share their advice, experience and words of wisdom. Please take the time to check out these informative sessions.

Lunch on Your Own: All attendees will be on their own for lunch on Wednesday. This is an excellent opportunity to have lunch with clients, vendors, new or familiar friends.

Thursday Lunch with keynote speaker Doc Hendley, founder of Wine to Water, will take place at Harveys.

All conference events and meeting spaces are non-smoking.

For the courtesy of others, please silence your cell phones and PDA's before entering the session rooms.

Session Information: The written and verbal information presented in sessions at the CAJPA fall conference is only intended to serve this audience as a guide in the various areas to which the information is applicable. No representation is made as to the legal validity of the information or the adequacy of it in any specific situation/transaction. The information contained in these sessions and workshops should be used only after consultation with management and legal counsel of your organization.

Alcohol Service Policy: All attendees and guests are reminded that alcohol consumption can lead to intoxication and, therefore, are expected to drink in moderation at events. It is advisable to provide designated drivers or other modes of transit where available.

This conference is environmentally responsible!

In a continued effort to be environmentally conscious and "go green," there will be no handouts. All session information will be available online at www.cajpa.org as well as on the Guidebooks conference mobile app sponsored by Hanna & Brophy. You may also visit the Cyber Café which is sponsored by Scholar Associates to download handouts to your laptop or mobile device onsite at the conference or charge your cell phone or tablet.





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schedule

AT A GLANCE

Tuesday, September 15, 2015

7:30 a.m. – 3:00 p.m.

28TH ANNUAL FRANK JAMES INVITATIONAL GOLF TOURNAMENT

Lake Tahoe Golf Course

*(all proceeds will benefit the Joe Farrell Memorial scholarship)
(Check-in at 7:30 a.m.; shotgun start at 8:30 a.m.)*

2:00 p.m. – 7:00 p.m.

EXHIBITOR REGISTRATION AND BOOTH SET UP

Harrah's, 2nd Floor Conference Center

4:00 p.m. – 7:30 p.m.

REGISTRATION OPEN

Harrah's, 2nd Floor Conference Center

7:30 p.m. – 9:00 p.m.

WELCOME RECEPTION

Lake Tahoe Resort, Tallac Room and Patio

Wednesday, September 16, 2015

6:30 a.m. – 7:30 a.m.

WALK TO THE LAKE WITH JACK

7:30 a.m. – 5:00 p.m.

REGISTRATION OPEN

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 5:00 p.m.

CYBER CAFÉ OPEN

Harrah's, 2nd Floor Conference Center, Exhibit Hall

7:30 a.m. – 9:00 a.m.

THRIVE BREAKFAST IN EXHIBIT HALL

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 12:30 p.m.

EXHIBIT HALL OPEN

Harrah's 2nd Floor Conference Center



9:00 a.m. – 10:15 a.m.

WELCOME AND KEYNOTE SPEAKER SIMON T. BAILEY

Harrah's, South Shore Room, 1st floor

10:15 a.m. – 2:15 p.m.

PROFESSIONAL HEADSHOTS

Harrah's, 2nd Floor Conference Center

10:15 a.m. – 11:00 a.m.

BREAK IN EXHIBIT HALL

Harrah's, 2nd Floor Conference Center

11:00 a.m. – 12:15 p.m.

- EDUCATIONAL SESSIONS

Lake Tahoe Resort and Harrah's South Shore Room

- WORDS OF WISDOM

Lake Tahoe Resort, Flying Cloud

12:15 p.m. – 1:45 p.m.

LUNCH ON YOUR OWN

1:45 p.m. – 2:15 p.m.

DESSERT BREAK IN THE EXHIBIT HALL

Harrah's, 2nd Floor Conference Center

1:45 p.m. – 4:00 p.m.

EXHIBIT HALL OPEN

Harrah's, 2nd Floor Conference Center

2:15 p.m. – 3:30 p.m.

- EDUCATIONAL SESSIONS

Lake Tahoe Resort & Harrah's South Shore Room

- WORDS OF WISDOM

Lake Tahoe Resort, Flying Cloud

3:30 p.m. – 3:45 p.m.

SODA BREAK AND YOGA

Lake Tahoe Resort

WEDNESDAY CONTINUED

3:45 p.m. – 5:00 p.m.

- **EDUCATIONAL SESSIONS**
Lake Tahoe Resort & Harrah's, South Shore Room
- **WORDS OF WISDOM**
Lake Tahoe Resort, Flying Cloud

5:00 p.m. – 6:30 p.m.

NETWORKING RECEPTION
Harrah's, South Shore Room

8:30 p.m. – 11:00 p.m.

ENTERTAINMENT, SNACKS AND NETWORKING
Harrah's, South Shore Room

Thursday, September 17, 2015

7:30 a.m. – 12:15 p.m.

REGISTRATION OPEN
Harrah's, 2nd Floor Conference Center

7:30 a.m. – 12:15 p.m.

CYBER CAFÉ OPEN
Harrah's, 2nd Floor Conference Center, Exhibit Hall

7:30 a.m. – 9:00 a.m.

CONTINENTAL BREAKFAST IN EXHIBIT HALL
Harrah's, 2nd Floor Conference Center

8:00 a.m. – 8:30 a.m.

CAJPA GENERAL MEMBERSHIP MEETING
Emerald/Nevada, Lake Tahoe Resort

8:30 a.m. – 9:45 a.m.

EDUCATIONAL SESSIONS
Lake Tahoe Resort & Harrah's, South Shore Room

9:15 a.m. – 11:15 a.m.

WORDS OF WISDOM
Lake Tahoe Resort, Flying Cloud

9:45 a.m. – 10:00 a.m.

COFFEE BREAK
Lake Tahoe Resort

10:00 a.m. – 11:15 p.m.

EDUCATIONAL SESSIONS
Lake Tahoe Resort & Harrah's, South Shore Room

11:15 a.m. – 12:00 p.m.

SCAVENGER HUNT PRIZE DRAWINGS
Harrah's, 2nd Floor Conference Center



12:00 p.m. – 2:00 p.m.

RECOGNITION LUNCHEON
Harveys, Emerald Bay Ballroom
Keynote speaker Doc Hendley, Founder of Wine to Water

12:00 p.m. – 3:00 p.m.

EXHIBIT HALL BREAKDOWN
Harrah's, 2nd Floor Conference Center

2:15 p.m. – 3:30 p.m.

- **EDUCATIONAL SESSIONS**
Lake Tahoe Resort & Harrah's, South Shore Room
- **WORDS OF WISDOM**
Lake Tahoe Resort, Flying Cloud

3:30 p.m. – 3:45 p.m.

SODA BREAK AND YOGA
Lake Tahoe Resort, Atrium

3:45 p.m. – 5:00 p.m.

EDUCATIONAL SESSIONS
Lake Tahoe Resort & Harrah's, South Shore Room

5:00 p.m. – 6:00 p.m.

ROUTE 66 RECEPTION
Sand Harbor, Harrah's

Friday, September 18, 2015

8:00 a.m. – 10:00 a.m.

REGISTRATION OPEN
Harrah's, 2nd Floor Conference Center



8:00 a.m. – 10:00 a.m.

LEGISLATIVE UPDATE AND FULL AMERICAN BREAKFAST BUFFET
Harrah's, Sand Harbor
Keynote speaker former Senate Pro Tem Darrell Steinberg

10:00 a.m.

CONFERENCE CONCLUDES

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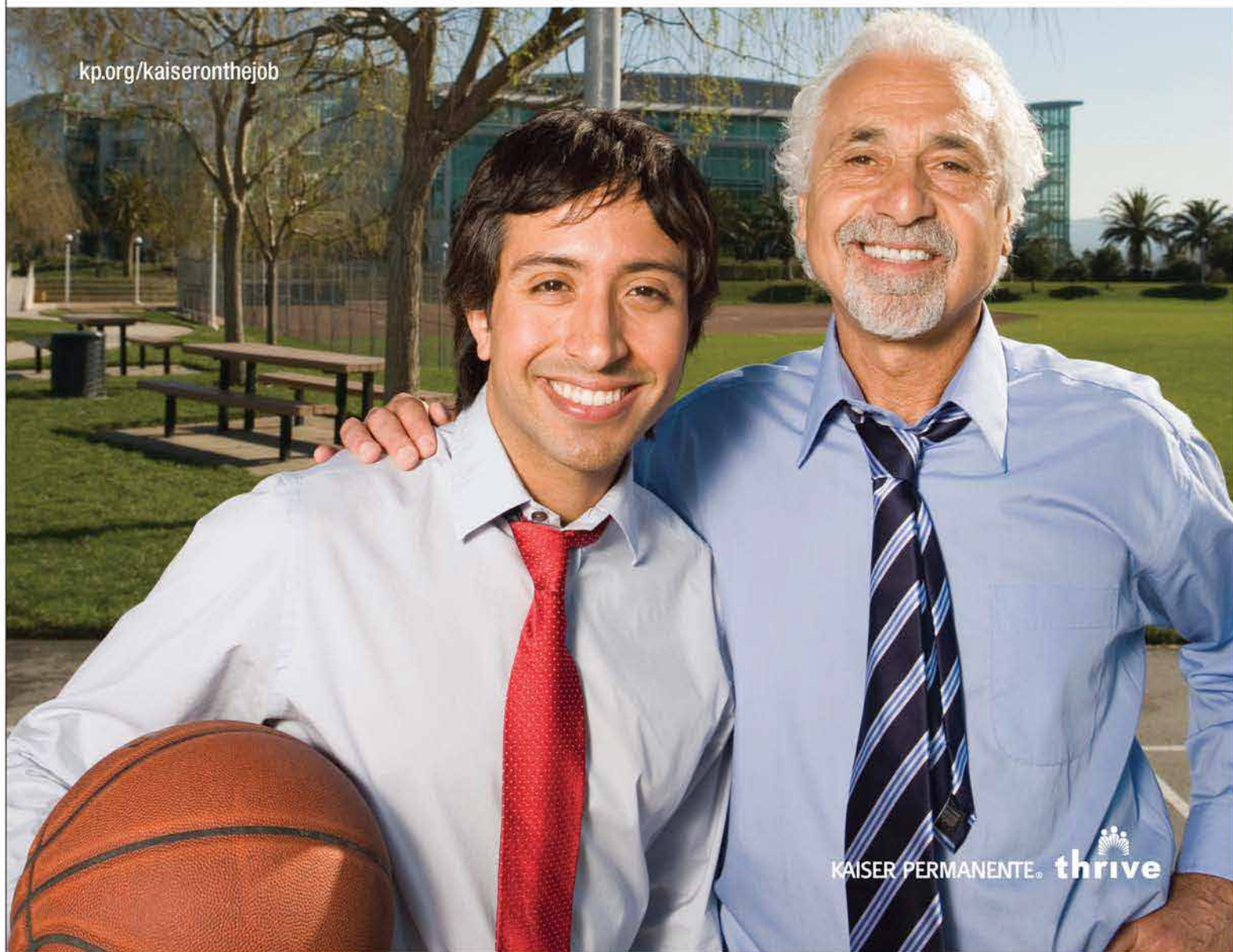
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*California Workers' Compensation Institute study, 1996 through 2005, released September 2006.

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This year, three of the major JPAs that Keenan manages, **Northern California ReLIEF (NCR)**, **Southern California ReLIEF (SCR)** and the **State Wide Association of Community Colleges**

(**SWACC**) will be celebrating their 30th anniversaries serving California public educational institutions. We congratulate the member districts and all who have served those organizations as officers and board members for this outstanding milestone!

Keenan has worked with many other public agencies to help form Joint Powers Authorities for coverage, sharing resources and group purchase for their mutual benefit. Today, we manage or consult for more than 50 JPAs throughout California. The breadth of our experience and depth of our expertise is unrivaled.

**Visit our Booth P210 at CAJPA to find out more
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A vertical photograph of an underwater scene. Sunlight rays penetrate the blue water from the top. A diver is visible in the lower left, swimming away from the viewer. Bubbles are rising from the diver.

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 - Employment practices liability consulting
 - Structured Return-to-Work Service
 - Technology based efficiency
- Actuarial & Risk Finance Services
- Claims Consulting & Audits
- Safety and Loss Control Services
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- EPL Consulting & Training
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Pools: Driven with a Purpose

start your engines

Tuesday • September 15

7:30 a.m. – 3:00 p.m.

27th Annual Frank James Invitational Golf Tournament

Lake Tahoe Golf Course

(Check-in at 7:30 a.m.; shotgun start at 8:30 a.m.)

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LAW OFFICES OF
STACEY L. TOKUNAGA

2:00 p.m. – 7:00 p.m.

Exhibitor Registration and Booth Set Up

Harrah's, 2nd Floor Conference Center

4:00 p.m. – 7:30 p.m.

Registration Open

Harrah's, 2nd Floor Conference Center

7:30 p.m. – 9:00 p.m.

Welcome Reception

Lake Tahoe Resort, Tallac Room and Patio

Come and join us on the patio to watch the sunset on beautiful Lake Tahoe, the nation's most photographed lake. It's the perfect time to greet friends, build new relationships and start the conference off right. Light hors d'oeuvres, a variety of desserts and drinks from coffee to cocktails will be served. Each attendee will receive one drink ticket in their registration envelope to be used at the reception.

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Wednesday • September 16

6:30 a.m. – 7:30 a.m.

Walk to the Lake with Jack

Jack Blyskal, CPCU, ARM,

Please meet Jack in the lobby of the Lake Tahoe Resort

7:30 a.m. – 5:00 p.m.

Registration Open

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 5:00 p.m.

Cyber Café Open

Does your phone need recharging? Didn't bring a laptop? Need to print out your boarding pass? Then stop by the Cyber Café where you will find laptops, printers and a phone charging station.

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7:30 a.m. – 12:30 p.m.

Exhibit Hall Open

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 9:00 a.m.

THRIVE Breakfast in Exhibit Hall

Harrah's, 2nd Floor Conference Center

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9:00 a.m. – 10:15 a.m.

**Opening Session with
Keynote speaker
Simon T. Bailey**

*Harrah's, South
Shore Room*

Bailey is a leadership
imagineer and former
sales director of the world-
renowned Disney Institute,
who doesn't take people
where they want to go;
but guides them to where

they need to go. He provides strategic steps to steer those
wavering in their business and career engagement by inviting
them to shift their focus. He doesn't just "tell" – he inspires
through relevant stories, thought-provoking evidence based
research: breaking through the motivational paradigm that
transcends barriers. He will deliver a personal tool chest of
actionable strategies to help you and your team rediscover
their brilliance and refocus their unique values.

SPONSORED BY:

NAVITUS HEALTH SOLUTIONS LLC



10:15 a.m. – 11:00 a.m.

Break in Exhibit Hall

Location: Harrah's, 2nd Floor Conference Center

Join us in the exhibit hall for specialty coffee.

SPONSORED BY:

CARL WARREN & COMPANY



10:15 a.m. – 2:15 p.m.

Professional Headshot Station

Location: Harrah's, 2nd Floor Conference Center

Need a professional photo for work, resume or LinkedIn?
Come over to the lounge area next to registration and have
your photo taken by a professional.

SPONSORED BY:

ANTHEM BLUE CROSS



11:00 a.m. – 11:30 a.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

CSEBA/SCSRM JPA

***Walking Your Way to Wellness: Simple Steps to
Developing a Wellness Culture***

The evolution of policy development or implementing an
effective wellness program from the ground up can be daunting.
The Affordable Care Act (ACA) promotes wellness programs
as a way to encourage healthy work environments. There are
many factors to consider, mainly how to develop a wellness
culture to engage employees participation and reap the rewards
that go along with their new healthy lifestyle. This session
will focus on a successful case-study of one public entity that
addresses how they promoted wellness by changing the culture
of the workplace. Partnered with carriers and third party
vendors, they engaged their employees through interconnected
walking challenges. Participants will leave with new strategies,
tools and ideas to promote their worksite wellness programs.
No need to reinvent the wheel, learn from the experts!

Moderator:

- HEIDI OBER, TEACHER, CUCAMONGA SCHOOL DISTRICT

Speakers:

- HOWARD BURKETT, ASSISTANT SUPERINTENDENT,
ADMINISTRATIVE SERVICES, NORTH ORANGE COUNTY ROP
- CHRISTIAN JONES, ACCOUNT MANAGER, CSEBA JPA
- DEBBIE BELTZ, HEALTH SOLUTIONS CLIENT EXECUTIVE,
HUMANA VITALITY

11:45 a.m. – 12:15 p.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

ANTHEM BLUE CROSS

***The Best Thing Since Sliced Bread? How Well We Are
prepared to Deal with the New High Cost Specialty
Drugs!***

By now you have all heard about new miracle Hepatitis C
drugs that cost in excess of \$100,000 per treatment course.
Please join us in the discussion about high cost drugs in the
pipeline and other recently approved therapies that could
shape the future of healthcare. Learn what can be done to
continue to provide access to these products while keeping
the benefit affordable.

Speakers:

- ALEX BOLORCHI, PharmD, PHARMACY DIRECTOR, ANTHEM
BLUE CROSS
- MICHAEL KAPLAN, PharmD, PHARMACY DIRECTOR, ANTHEM
BLUE CROSS

**Thank you, AIMS/AMC for
sponsoring the hotel room keys**



**Thank you, Bickmore for sponsoring
the networking reception**



**Thank you, Alliant Insurance
Services, Inc. for sponsoring the
conference tote bags**



11:00 a.m. – 12:15 p.m. - Educational Sessions

Beyond Accommodations: Managing Megatrends Impacting Injured Workers

Location: Emerald/Nevada, Lake Tahoe Resort

Aging, obesity and related co-morbid conditions are at epidemic levels in the United States and when members of these subgroups are injured, the cost to our workforce is staggering. This presentation defines each of these conditions and details their impact on the human body, and provides summation of the statistics published among various sources. This is an interactive learning presentation.

At the end of the session, the attendee should be able to:

- Understand basics of these megatrends (aging, obesity and other co-morbidities)
- Understand the basic physical and physiological changes of the human body as it ages and how this impacts the workplace
- Discuss predictors of worker outcomes and how to improve return to work results
- Participate in a dynamic solutions oriented discussion to brainstorm ideas to impact specific worker populations and industries

Speaker:

- MICHELLE DEPRES, PT, CEAS II, EXECUTIVE DIRECTOR & NATIONAL PRODUCT LEADER, ALIGN NETWORKS

Moderator:

- LYNN CAVALCANTI, SR. V.P. OPERATIONS, ACCLAMATION INSURANCE MANAGEMENT SERVICES

- **INTEREST AREAS: WORKERS' COMPENSATION, HEALTHCARE, HUMAN RESOURCES, LOSS CONTROL, GENERAL INTEREST**

A Precognitive Approach to Trial - Mock Trials, Focus Groups: Tools for Trial Preparation

Location: Blaisdel/Stanford, Lake Tahoe Resort

With all of the unknowns, going to trial can be nerve-racking. How will jurors like your witnesses and experts? Will they grasp the legal arguments for your case? This session will discuss the use of mock trials, focus groups and jury profiles to give you a peek at your case. Panelists will review the different options for having your case heard, how the mock jurors are selected and how technology can assist in the preserving the process for later review. The session will also address the economics of the various options discussed.

At the end of the session, the attendee should be able to:

- Better understand a valuable tool for litigation management
- Learn how to use this tool to understand litigation risk and the settlement value of the case
- See how mock trials can prepare the attorneys for trial and how they select a better jury

Speakers:

- CRAIG SCHWEIKHARD, CLAIMS ADMINISTRATOR, CJPRMA
- KATHERINE EBERT, ASSISTANT DIRECTOR, FOCUSED DECISIONS
- ANDREW WALKER, DIRECTOR, FOCUSED DECISIONS

Moderator:

- DAVID CLOVIS, EXECUTIVE DIRECTOR, CJPRMA

- **INTEREST AREA: PROPERTY & LIABILITY**

Emerging Loss Control and Employment Issues in a World of Medical and Recreational Marijuana

Location: Tallac, Lake Tahoe Resort

Participants in this session will learn about nationwide trends regarding legalization of medical marijuana, and the legal and practical issues surrounding the legalization of medical and recreational marijuana in Colorado; specifically how the legalization of marijuana affects workers' compensation, employer drug testing programs, hiring and firing decisions, and unemployment compensation.

At the end of the session, the attendee should be able to:

- Understand the economic and political impact of legalized marijuana
- See how the federal law regarding marijuana empowers employers to design zero-tolerance drug policies
- Know how federal law and carefully worded policy statements can justify choices not to hire and to fire employees currently using marijuana, denial of employment compensation claims, and reduction or denial of workers' compensation benefits
- Learn 10 practical tips to protect your loss control program from avoidable accidents due to usage of marijuana

Speaker:

- GREGORY B. CAIRNS, ESQ. OWNER, CAIRNS & ASSOCIATES, P.C.

Moderator:

- CAROLYN RICHARD, ARM, DIRECTOR – PUBLIC AGENCIES DIVISION, LAW OFFICES OF STACEY L. TOKUNAGA

- **INTEREST AREAS: WORKERS' COMPENSATION, HUMAN RESOURCES, LOSS CONTROL**

Communicating Underwriting to your Members: Showing Them How What They do Affects Their Rates

Location: Meteor/Mamie, Lake Tahoe Resort

Underwriting is part of the circle of cause and effect. We will discuss the foundations of underwriting and how to communicate to members the underwriting model elements and the individual member history and how they compare to the pool. Showing the history along with what the member is doing and what they are not doing can help them see the benefits of programs such as; return to work, loss control committees and active risk management.

At the end of the session, the attendee should be able to:

- Better explain underwriting to their members
- Demonstrate cause and effect
- Coach members on the benefits of the loss control programs

Speakers:

- WILLIAM M. CLAYTON, M.S., ARM-P, CSRM, DIRECTOR-LOSS CONTROL, KEENAN
- SUZANNE TROWBRIDGE, VICE PRESIDENT, PROPERTY & CASUALTY, KEENAN

Moderator:

- JAMES MARTA, CPA, ARM-P: PARTNER, JAMES MARTA & COMPANY

- **INTEREST AREAS: FINANCE, JPA BOARD, POOL MANAGER, GENERAL INTEREST, LOSS CONTROL**

Coverage Disputes: How Bad Can They Get?

Location: South Shore Room, Harrah's

Coverage disputes with members and former members often create a "lessons learned" opportunity after the dispute has been resolved. This workshop will address many of those lessons so pools can proactively address coverage issues in governing documents. JPA staff and coverage counsel will provide case studies and leave attendees with an understanding of how to prevent and deal with challenging coverage issues.

At the end of the session, the attendee should be able to:

- Prevent disputes before they arise
- Know what to look for in your governing documents
- Understand the legal framework for resolving coverage issues: the dearth of JPA-specific cases and the paradox of applying insurance law principles to JPAs
- Identify who should represent the JPA: coverage counsel vs. outside counsel
- Characterize expenses once a dispute is resolved

Speakers:

- JACK BLYSKAL, PRESIDENT, JB CONSULTING & TRAINING
- LUTHER LEWIS, ICRMA COVERAGE COUNSEL, JOHNSON SCHACHTER & LEWIS

Speaker/Moderator:

- BETH LYONS, EXECUTIVE DIRECTOR, ICRMA

- **INTEREST AREAS:** LIABILITY, POOL MANAGER, JPA BOARD, GENERAL INTEREST

1:45 p.m. – 2:15 p.m.

Dessert Break in Exhibit Hall



2:15 p.m. – 3:30 p.m.

Educational Sessions

Detect the Lies: Deceit and Fraud Detection Strategies

Location: Emerald/Nevada. Lake Tahoe Resort

The truth is everyone lies. Not all lies are harmful, but in business we know lies can be utilized to obtain unwarranted benefits. This energetic, multi-media presentation will enhance your skills at detecting deceit and is critical for employers, risk managers, human resources, TPAs / insurance professionals, executives/managers, attorneys, RTW specialists, safety professionals, occupational medical providers and anyone who relies on accurate and truthful communication to make appropriate claim decisions.

At the end of the session, the attendee should be able to:

- Improve ability to accurately identify lies and deceit with a focus on attempts to obtain unwarranted benefits
- Enhance your skills at verbal indicators for phone communication including verbal context, content, tone and reactions and visual indicators for in-person communication and depositions including physiological reactions, facial cues, emotional expressions, gestures and body language
- Identify the seven different emotions and how inappropriate signs of emotion indicate deceit
- Leverage your skills at detecting deceit to successfully stop unwarranted benefits and combat fraud

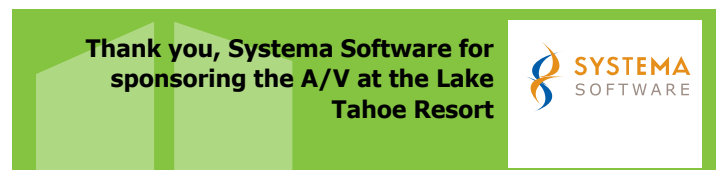
Speakers:

- TED RICHARDS, ATTORNEY AT LAW, MANAGING SHAREHOLDER, GRANCELL, STANDER, REUBENS, THOMAS AND KINSEY
- DALENE BARTHOLOMEW, CFE, CIFI, VICE PRESIDENT, PROBE INFORMATION SERVICES, INC.

Moderator:

- CAROLYN RICHARD, ARM, DIRECTOR – PUBLIC AGENCIES DIVISION, LAW OFFICES OF STACEY L. TOKUNAGA

- **INTEREST AREA:** WORKERS' COMPENSATION, HUMAN RESOURCES, LOSS CONTROL, GENERAL INTEREST



MCLE Credits: An application requesting MCLE credit for this activity is pending for approval by the State Bar of California.

CPA CE Credits are available for several sessions and noted in the program details.

WCCP Continuing Education Credits are available for several sessions and noted in the program details. Please pick up an IEA continuing education reporting form from the registration desk.

Let's Ask the Car What Happened: Reconstructing Traffic Accidents through the Use of Technology from Vehicles

Location: Blaisdel/Stanford, Lake Tahoe Resort

This session will be co-presented by a defense attorney representing public entities and an accident reconstruction expert to discuss how technology and accident reconstruction is used during litigation to prove and disprove claims, liability and allocation of fault. Using real accident examples, the session will look at how a traffic accident reconstruction expert obtains data from the car itself.

At the end of the session, the attendee should be able to:

- Gain a basic understanding of how accident reconstruction professionals obtain data from a vehicle's air bag or its "black box" during an investigation, and what information those sources yield
- Understand how the information gained from these vehicle sources may be strategically used in a lawsuit
- Understand how public entities may gain access to critical vehicle information for use in litigation

Speakers:

- CHRISTIE SWISS, ESQ., PARTNER AT COLLINS COLLINS MUIR + STEWART LLP
- MARC HAMMARSTROM, ACCIDENT RECONSTRUCTIONIST, INCIDENT FORENSICS

Moderator:

- KAREN NIXON, CPA, ARPM, ACCOUNTANT

- **INTEREST AREAS: PROPERTY & LIABILITY, LOSS CONTROL, GENERAL INTEREST**

Could My City or County be the Target of a Police Practices Lawsuit?

Location: Tallac, Lake Tahoe Resort

What are the hot button target issues that attract scrutiny by federal officials, plaintiffs' attorneys and civil rights advocacy groups? Who wants to be sued by the federal government? Does the Department of Justice (DOJ) really want to sue local government? What are the key reforms sought by DOJ? An agency that doesn't address these questions may be just one incident away from being the "next Ferguson."

At the end of the session, the attendee should be able to:

- Identify principle public safety risk targets attracting the attention of the DOJ, civil rights advocacy groups and plaintiffs' counsel
- Understand key mitigation strategies that have proven effective in recent application
- Understand potential benefits and costs involved in a body worn camera system

Speaker:

- KEN WALLENTINE, VICE PRESIDENT AND SENIOR LEGAL ADVISOR, LEXIPOL, LLC

Moderator:

- CRAIG SCHWEIKHARD, CLAIMS ADMINISTRATOR, CJPRMA

- **INTEREST AREA: LOSS CONTROL**

Wearing Your Investigators Hat: Finding the Truth without Creating Liability

Location: Meteor/Mamie, Lake Tahoe Resort

California law regulates workplace investigations in many ways. Oversight includes who is permitted to conduct investigations, what constitutes a "good faith" investigation and what steps employers must take after the conclusion of an investigation. This session will provide practical guidance on how to conduct an effective workplace investigation. Including information on legal requirements, identifying the role of the investigator, common mistakes, drafting reports and closure letters.

At the end of the session, the attendee should be able to:

- Understand the legal requirements applicable to internal investigations
- Learn practical tips to conduct effective witness interviews and draft accurate investigate reports
- Know how to prevent retaliation and future misconduct

Speaker:

- JENNIFER BROWN SHAW, ESQ., SHAW VALENZA LLP

Moderator:

- MARTIN BRADY, EXECUTIVE DIRECTOR, SIA

- **INTEREST AREA: HUMAN RESOURCES**

Risk Pool Board Game

Location: Flying Cloud, Lake Tahoe Resort

You've heard of human chess – this is your chance to play the Risk Pool Board Game! Attendees select a role and can play the game using their skills and knowledge. Thrills and chills are inevitable as participants navigate the interesting ways a risk pool board meeting can go wrong. Enjoy laughing at ridiculous situations that any one of us just might run into some day and discussing effective strategies to a successful board meeting.

At the end of the session, the attendee should be able to:

- Apply effective strategies for discussing complicated issues
- Strengthen board decision-making and decrease "groupthink"
- Recognize and avoid common mistakes using Robert's Rules of Order

Speaker:

- ANN G. MACFARLANE, PROFESSIONAL REGISTERED PARLIAMENTARIAN, JURASSIC PARLIAMENT

Moderator:

- JANET SELBY, ASSISTANT EXECUTIVE DIRECTOR, NORTH BAY SCHOOLS INSURANCE AUTHORITY

- **INTEREST AREA: JPA BOARD**

Thank you, Hanna & Brophy for sponsoring the conference mobile app and the champagne tasting table at the Route 66 Reception



3:30 p.m. – 3:45 p.m.

Soda Break and Yoga

Rejuvenate you mind and body with some light stretching and standing yoga poses in the Lake Tahoe Resort Atrium.

SPONSORED BY:
PFM ASSET MANAGEMENT



3:45 p.m.-4:15 p.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

BLUE SHIELD OF CALIFORNIA

Health Care Worthy of Friends and Family

Discover how we can focus on care for patients/members and their families regardless of their health care needs. This spans from managing chronic illness to prevention and wellness. We need to be devoted to working with our medical group partners to insure that all patients receive the best care possible regardless of their choice of physician, site or ways to access it. Our goal is to improve the patient experience as well as the quality outcomes of their care, while significantly reducing total costs. We will describe how this works and how to make it personal for all. We will also try to bust through the idea that we need new innovative approaches which will come with time, but that most importantly, patients and their family members want that human touch most of all and the caring that comes with it.

Speaker:

- DR STUART LEVINE

4:30 p.m.-5:00p.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

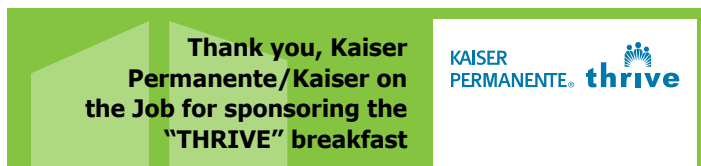
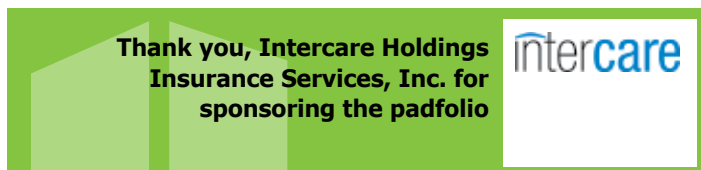
KEENAN

Look Into My Crystal Ball and See the Future of Worker's Compensation

Public agencies are confronted with an aging workforce, increasing obesity trends, pharmaceutical abuse, rising medical costs, adverse legislation and the Affordable Care Act. This session will provide insight into a *Total Worker Health* model to create a healthier workforce with increased productivity all while reducing your Worker's Compensation and healthcare costs.

Speaker:

- JOHN STEPHENS, SR. VICE PRESIDENT, KEENAN



3:45 p.m. – 5:00 p.m.

Educational Sessions

MPN's: Do They Work?

Location: Emerald/Nevada, Lake Tahoe Resort

This presentation will explore, using longitudinal data, whether MPN's are a benefit for the participant. We will utilize before and after data on the effectiveness of MPS's with time loss costs, medical costs and PPD costs as well as severity and frequency rates.

At the end of the session, the attendee should be able to:

- Assess whether a MPN is appropriate for your organization
- Measure your MPN results against the data provided
- Assess the impact of using occupational doctors on controlling claims costs

Speakers:

- JACK BLYSKAL, PRESIDENT, JB CONSULTING & TRAINING
- NORMAN PETERSON, PRESIDENT, NORMAN PETERSON & ASSOCIATES

Moderator:

- GEN HAMELIN, SENIOR WORKERS' COMPENSATION SPECIALIST, CSAC-EIA

- **INTEREST AREAS: WORKERS' COMPENSATION**

The Reptile Theory – A Perspective from Both Sides of the Bar

Location: Blaisdel/Stanford, Lake Tahoe Resort

This session will provide an overview of the "Reptile Theory" used by the plaintiffs' bar. The theory suggests you can prevail at trial by speaking to and scaring the primitive part of jurors' brains, the part of the brain they share with reptiles which is conditioned to favor safety and survival. This need to "protect" may then drive jurors in their verdicts. The session will include specific discovery and trial strategies from both sides of the courtroom.

At the end of the session, the attendee should be able to:

- Understand and recognize the use of the Reptile Theory
- Work with their defense counsels to counter the strategy
- Help negate the potential impact on a jury

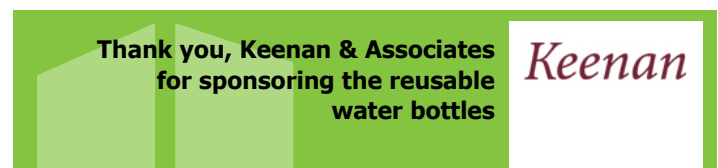
Speakers:

- EUGENE P. RAMIREZ, FOUNDING PARTNER AT MANNING & KASS, ELLROD, RAMIREZ, TRESTER LLP
- BRIAN T. DUNN, PARTNER WITH THE COCHRAN FIRM

Moderator:

- DOUG TAYLOR, SENIOR CLAIMS SPECIALIST, CSAC-EIA

- **INTEREST AREA: PROPERTY & LIABILITY**



Drone Technology, Utilization and Risks

Location: Tallac, Lake Tahoe Resort

Drones are autonomous aerial vehicles, currently in the developmental and testing phase for use in public safety, environmental scans, news, sports and disaster scenarios. The use of drones by public entities will likely and quickly, emerge in law enforcement, in surveillance, in combatting fires, and in public works activities, such as, inspecting utility lines. In this session, learn about drone utilization and implementation strategies and associated risks.

At the end of the session, the attendee should be able to:

- Understand how the FAA defines different types of drones
- Know the current status of drone regulations generated at the federal, state and local levels, including any recent FAA updates and the new insurance endorsements that are being designed by ISO
- Identify some risk areas that can be overlooked and could lead to a larger than expected claim exposure
- Recognize what questions need to be asked and answered by pools, their member towns and cities, reinsurers, insurers and other vendor partners to prepare to manage drone risks

Speaker:

- RICHARD A. SPIERS, CPCU, ARM, ARE, VICE PRESIDENT CLAIMS DEPARTMENT, GENESIS MANAGEMENT AND INSURANCE SERVICES

Moderator:

- LAM LE, FINANCIAL ANALYST, CJPIA

- INTEREST AREAS: FINANCE AND TECHNOLOGY, POOL MANAGER, GENERAL INTEREST, LOSS CONTROL, PROPERTY AND LIABILITY

Driving Down Health Care Costs with Corporate Health Centers

Location: Meteor/Mamie, Lake Tahoe Resort

Learn how on-site clinics have evolved over the years from occupational health centers into wellness centers. Hear about the advantages of on-site clinics for both employers and employees with examples of companies that are using on-site clinics successfully. Attendees will walk away with a better understanding of on-site clinics as an option for their particular employee population.

At the end of the session, the attendee should be able to:

- Understand how on-site health clinics have evolved over the years
- Know what the benefits are for both employers and employees
- See how corporations are using on-site clinics successfully

Speaker:

- DAVID ZANZE, PRESIDENT, PINNACLE CLAIMS MANAGEMENT

Moderator:

- JOHN STENERSON, DEPUTY EXECUTIVE OFFICER, SELF-INSURED SCHOOLS OF CALIFORNIA (SISC)

- INTEREST AREAS: HUMAN RESOURCES, HEALTHCARE

5:00 p.m. – 6:30 p.m.

Networking Reception

Location: Harrah's, South Shore Room

What better way to end the workday than by meeting up with friends and colleagues to discuss the news of the day at the networking reception? Enjoy light fare and interesting conversation in the comfortable South Shore Room.

Attendees will receive one drink ticket in their registration envelope to be used during the reception.

SPONSORED BY:
BICKMORE

Bickmore



**The key to
networking &
entertainment.**

8:30 p.m. – 11:00 p.m.

Entertainment & Networking

Location: Harrah's, South Shore Room

Join us for our own private party in the South Shore Room with an entertaining disc jockey and opportunities for karaoke! Are you a rock star, a shower singer or just want to listen? Either way, everyone will enjoy either singing, listening or dancing. Bring your drink ticket for two complimentary cocktails, beer, wine, or soft drink. We will also have dessert and snacks, so please come and enjoy entertainment!

SPONSORED BY:
MARKEL GLOBAL REINSURANCE



Thursday • September 17

7:30 a.m. – 5:00 p.m.

Registration Open

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 5:00 p.m.

Cyber Café Open

Harrah's, 2nd Floor Conference Center

Does your phone need recharging? Didn't bring a laptop? Need to print out your boarding pass? Then stop by the Cyber Café where you will find laptops, printers and a phone charging station.

SPONSORED BY:
SCHOLAR ASSOCIATES



7:30 a.m. – 12:15 p.m.

Exhibit Hall Open

Harrah's, 2nd Floor Conference Center

Professional Headshot Station

Need a professional photo for work, resume or LinkedIn? Come over to the lounge area next to registration and have your photo taken by a professional.

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ANTHEM BLUE CROSS



7:30 a.m. – 9:00 a.m.

Continental Breakfast in Exhibit Hall

Harrah's, 2nd Floor Conference Center

SPONSORED BY:
IRONSHORE



8:00a.m. – 8:30 a.m.

CAJPA General Membership Meeting

Emerald/Nevada, Lake Tahoe Resort

Thank you, Munich
Re for sponsoring the
conference lanyards



Thank you, Navitus Health
Solutions LLC for sponsoring the
Opening Keynote Speaker,
Simon T. Bailey



Thank you, York Risk Services
Group, Inc. for sponsoring our
Awards Luncheon Keynote
Speaker, Doc Hendley



8:30 a.m. – 9:45 a.m. - Educational Sessions

Public Safety Worker Grab Bag

Location: Emerald/Nevada, Lake Tahoe Resort

Using an interactive "grab bag" format, this session will navigate through issues concerning \$4850 salary continuation benefits, coordination with industrial disability retirement, as well as, hypothetical cases including injury presumptions. The program demonstrates the need to coordinate efforts between claims, personnel, public safety departments and retirement plans. Learn through this grab bag questions and interactive dialogue as you relax, have fun and win prizes.

At the end of the session, the attendee should be able to:

- Effectively manage duration and cost of safety worker benefits such as salary continuation, retirement and presumptive injury considerations
- Learn how to best manage the transition from salary continuation to retirement
- Effectively manage and coordinate disability retirement decisions

Speakers:

- HANK SLOWIK, PARTNER, LAUGHLIN, FALBO, LEVY & MORESI, LLP
- JAMES PETTIBONE, PARTNER, LAUGHLIN, FALBO, LEVY & MORESI, LLP

Moderator:

- JEFF RUSH, WORKERS' COMPENSATION PROGRAM MANAGER, CJPIA

- INTEREST AREAS: WORKERS' COMPENSATION, HUMAN RESOURCES

Concussions, Molestations and Shooters, Oh My! Taking a Psychological Look at How to Manage the Unimaginable

Location: Blaisdel/Stanford, Lake Tahoe Resort

What gives? You've followed the book, you've identified your risks, you've assessed them all, and bad things keep happening. This session focuses on the mental and behavioral aspects of trying to risk-manage disasters. It is specifically designed to help those who struggle with trying to manage the impossible. The goal for this session is truly personal professional development in nature, and is geared to develop the critical thinking skills of the attendees.

At the end of the session, the attendee should be able to:

- Develop the critical thinking skills required for risk managing critical scenarios
- Make the process of risk assessment much more effective and valuable
- Feel more confident about their role as a risk manager

Speakers:

- MAREESA EVANS, RISK & ENERGY MANAGEMENT COORDINATOR, BEAUMONT UNIFIED SCHOOL DISTRICT
- ERIC J. PRESTON, ARM-P, CSRM, ASSISTANT VICE PRESIDENT - LOSS CONTROL/RISK MANAGEMENT, KEENAN

Moderator:

- SUZANNE TROWBRIDGE, VICE PRESIDENT PROPERTY & CASUALTY, KEENAN

- INTEREST AREAS: LOSS CONTROL, GENERAL INTEREST

The Role of Technology for Pool Managers and Members

Location: Tallac, Lake Tahoe Resort

This session will explore the technology challenges and trends within the pooling community. What are the emerging solutions and benefits to risk pools, and what should pools be thinking about now as they evaluate potential technology solutions?

At the end of the session, the attendee should be able to:

- Identify current technology challenges within the pooling community
- Understand trends to address such challenges
- Recognize emerging technology solutions and benefits to the risk pooling community

Speakers:

- MICHAEL THEUT, POOLING PRACTICE LEADER, VENTIV TECHNOLOGY
- CRAIG BOWLUS, MANAGING DIRECTOR - RISK POOLING, AON RISK SOLUTIONS

Moderator:

- RITESH SHARMA, SUPERVISOR, JAMES MARTA & COMPANY

- **INTEREST AREAS: FINANCE & TECHNOLOGY, POOL MANAGER**

The Aftermath of GASB68

Location: Meteor/Mamie, Lake Tahoe Resort

A walk through of the processes and analysis needed to translate the information provided by CalPERS (and others) into the discussion, notes and financial statements required of us by GASB 68 with consistency and confidence.

At the end of the session, the attendee should be able to:

- Prepare the analyses and financial statements necessary to comply with GASB68 implementation
- Recognize where challenges and audit concerns exist and how to address them
- Understand how to prepare analyses and financial statements for years subsequent to the implementation of GASB68
- Better understand your pension liability

Speakers:

- JAMES MARTA, CPA, ARP-M, JAMES MARTA & COMPANY
- MATT NETHAWAY, CPA, CROWE HORWATH LLP
- KEN HEARNSBERGER, MBA, FINANCE MANAGER, NORTH BAY SCHOOLS INSURANCE AUTHORITY

Moderator:

- DIANNA SUTTON, FINANCE MANAGER, ASSOCIATION OF CALIFORNIA WATER AGENCIES JOINT POWERS AUTHORITY

- **INTEREST AREAS: FINANCE, POOL MANAGER**

From the Directors Office: Policy Making with Purpose

Location: South Shore, Harrahs

Christine Baker, Director of Industrial Relations (DIR), will provide an update on the important work being done at the DIR. This includes progress on regulations to implement SB 863 including establishment of multiple fee schedules and rules for the \$120 million Return-to-Work Supplement program; the public sector self-insured data project; current Cal OSHA initiatives; self-insured assessments; and efforts to fight costly fraud in workers' compensation.

At the end of the session, the attendee should be able to:

- Have a strong understanding of the current DIR operations and projects
- Know more about the proposed public sector self-insured database project and DIR vision
- Learn priority issues for the DIR and workers compensation

Speaker:

- CHRISTINE BAKER, DIRECTOR, DEPARTMENT OF INDUSTRIAL RELATIONS

Moderator:

- JANET SELBY, ASSISTANT EXECUTIVE DIRECTOR, NORTH BAY SCHOOLS INSURANCE AUTHORITY

- **INTEREST AREAS: LEGISLATIVE, GENERAL INTEREST, WORKERS' COMPENSATION**

9:15 a.m.-9:45a.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

NAVITUS HEALTH SOLUTIONS, LLC

The Agile-Minded Executive: Drive Better Results by Shifting How You Think

Integrating what our emotional and logical components of our brain give us allows us to be mentally nimble when we face the shifting demands, regulations and innovations of any industry's landscape. As an executive leader, how do you make the best of what is, knowing that just when you figure it out, the rules change, new competitors appear, and your staff is confused? Enter the new breed of leader: The Agile-Minded Executive. One who knows that what got you here won't necessarily get you there. What worked last year, may not be effective this year. What got the job done for a particular project may not be a useful approach for an emerging initiative. How you interact with this person or group may not fly with another. How do executives deal with ever-present change to keep their staff, teams and their own minds clear and engaged? This talk will begin to lay out a foundation for taking the trip to developing an agile-minded, positive approach to making the best of what is that will be applicable in any situation-professional or personal.

Speaker:

- KARLA ROBERTSON, PRESIDENT AND EXECUTIVE, NEUROCOACH, SHIFTING GEARS BUSINESS COACHING & CONSULTING

**Thank you, Crossmark
Risk Solutions for
sponsoring the Tap 'n
Go Towers**



continued

10:00 a.m. -10:30 a.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

BICKMORE

Taking your JPA out of Financial Cruise Control: Alternative Uses for Equity

When pools have equity, it is easy enough to just cut dividend checks, but what about all the other ways those monies could be used to benefit the membership as a whole? The sky is the limit with regard to how JPAs can use their equity, so why not get creative! Come and get inspired on how your pool might use its equity in creative and innovative ways that put your JPA's money to its best possible use.

Speakers:

- ROB KRAMER, PRESIDENT, PROGRAM ADMINISTRATION
- ADRIENNE BEATTY, MANAGER, PROGRAM ADMINISTRATION

9:45 a.m.-10:45 a.m.

Coffee Break

Lake Tahoe Resort

10:00 a.m. – 11:15 a.m. - Educational Sessions

The Past Does NOT Predict the Future Medical...But We Can

Location: Emerald/Nevada, Lake Tahoe Resort

In the last decade, public entities have been strongly encouraged to reserve workers' compensation claims to the California Office of Self-Insured Plans' standards. Some pools have experienced lower than expected loss payments for their programs in total. However, the projected life expectancy used in the reserving formula has resulted in significantly higher than expected incurred loss development. This incurred loss development has led to increased premium rates, increased claims liabilities and decreased equity. This session will present findings on a potentially more accurate Life Expectancy Reserving formula on California public entity pools, including lower outstanding liabilities, greater equity/fund balance and lower premium rate.

At the end of the session, the attendee should be able to:

- Understand the OSIP formula for Life Expectancy Reserving
- Assess how applying the current formula to actual claims and claims data (loss payments, projected life expectancy and incurred loss development) can result in increased premium rates, increased claims liabilities and decreased equity
- Understand the impact and advantages of a potentially more accurate Life Expectancy Reserving formula on California public entity pools

Speakers:

- JOHN ALLTOP, PRESIDENT, ACTUARIAL & RISK MANAGEMENT CONSULTING, BICKMORE
- JODY GRAY, PRESIDENT, YORK PUBLIC ENTITY
- GINA DEAN, CHIEF OPERATING OFFICER, CSAC EXCESS INSURANCE AUTHORITY

Moderator:

- SCOTT SCHIMKE, RISK MANAGER & EXECUTIVE DIRECTOR, GOLDEN STATE RISK MANAGEMENT AUTHORITY

- **INTEREST AREA: WORKERS' COMPENSATION**

HEADS UP! How Sexual Predators Manipulate your Organization: Preventing Abuse of Children in Your Agency

Location: Blaisdel/Stanford, Lake Tahoe Resort

This session is geared towards helping management staff and administrators to learn specific skills and strategies they can quickly implement in their organization to help prevent children from abuse, staff from false allegations and organizations from financial and legal liability. Speakers will discuss the latest trends in abuse prevention and will explain a four-step process for implementing an effective abuse prevention program.

At the end of the session, the attendee should be able to:

- Understand the latest legal and industry trends in abuse risk management
- Apply cutting-edge screening, supervision and responding techniques
- Implement a four-step process for implementing an effective abuse prevention program
- Identify the role of top leadership and the board in abuse prevention

Speakers:

- ANGELIQUE DALE, ACCOUNT MANAGER OF SCHOOLS, PRAESIDIUM INC.
- CATHY REINEKE, EXECUTIVE DIRECTOR, SAN MATEO COUNTY SCHOOLS INSURANCE GROUP

Moderator:

- DR. KARLA RAY, CSEBA/SCSRM JPA

- **INTEREST AREAS: JPA BOARD, HUMAN RESOURCES, LOSS CONTROL, PROPERTY & LIABILITY**

Pool Roundtable – Issues of Common Interest

Location: Tallac, Lake Tahoe Resort

This session is a chance to outline issues of common interest among public entity pools across North America, including areas pool executives and Boards are focused on as they engage in strategic planning conversations. What are the strengths and weaknesses pools face, and what opportunities and threats are posed by our external environment? More conversation than presentation, join this session to help identify key current issues and share experiences that will provide useful insight to all pools.

At the end of the session, attendee should be able to:

- Identify emerging, national pooling issues.
- Plan strategically for issues that might impact an individual pool's operation.
- Share insights from other pools, including how to address weaknesses or threats to the pooling industry.

Speaker/Moderator:

- ANN GERGEN, EXECUTIVE DIRECTOR, ASSOCIATION OF GOVERNMENTAL RISK POOLS

- **INTEREST AREAS: JPA BOARD**

Real Returns for Fixed Income Investors

Location: Meteor/Mamie, Lake Tahoe Resort

This session will discuss the latest federal quarterly projections with a focus on long-term inflation expectations and what the historical returns have been for short duration portfolios versus inflation by comparing portfolio styles that are commonly used. Topics such as how real returns can also tie into how more complicated investments may help protect real returns and high quality fixed income alternatives as the agency market has shrunk and global investors gravitate to the strong US currency.

At the end of the session, the attendee should be able to:

- Gain an understanding of Fed and market inflation expectations
- Learn how inflation impacts investment returns
- Learn about the relationship between inflation, actuarial discount rates, and investment returns

Speaker:

- MARTIN CASSELL, CFA, CEO, CHIEF INVESTMENT OFFICER, CHANDLER ASSET MANAGEMENT, INC.

Moderator:

- VICKI WALTER, CONTROLLER, CSAC EXCESS INSURANCE AUTHORITY

- INTEREST AREA: FINANCE

Litigation Management

Location: South Shore, Harrahs

Effective litigation management is a key factor in reducing a pool's liability costs. This session will provide a litigation road map for attorneys, HR professionals and risk managers in litigation management best practices. Topics will include: developing and utilizing litigation plans and budgets; innovations in attorney billing, such as standardized cost codes; understanding and controlling e-discovery costs; and using data and objective benchmarks to judge outcomes and compare the effectiveness and efficiency of different law firms.

At the end of the session, the attendee should be able to:

- Identify litigation management best practices
- Develop and apply litigation plans and budgets including cost control
- Use data and objective benchmarks to judge outcomes.
- Compare the effectiveness and efficiency of different law firms

Speakers:

- SUZANNE SOLOMON, PARTNER, LIEBERT CASSIDY WHITMORE
- RUTH GRAF-URASKI, LITIGATION MANAGER, LIEBERT CASSIDY WHITMORE

Moderator:

- JACQUELYN MILLER, MANAGER, WORKERS' COMPENSATION SERVICES, BICKMORE

- INTEREST AREAS: JPA BOARD, POOL MANAGER, HUMAN RESOURCES, LOS CONTROL, PROPERTY & LIABILITY, GENERAL

10:45 a.m. – 11:15 a.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

HANNA BROPHY

The Transition from Injured Worker to Employee

Quick tips on how to manage supplemental job displacement benefits, address work restrictions, and understanding how utilization review and independent medical review can affect getting your employees back to the workforce.

Speakers:

- ERICA OSTBERG, ASSOCIATE ATTORNEY, REDDING OFFICE
- ROBERTO GONZALEZ, OFFICE MANAGING ATTORNEY, SALINAS OFFICE

11:15 a.m. – 12:00 p.m.

Scavenger Hunt Prize Drawings

Harrah's, 2nd Floor Conference Center

If you played the Scavenger Hunt game, be sure to stay for the prize drawings as you must be present to win!



12:00 p.m. – 2:00 p.m.

Awards & Recognition Luncheon

Keynote Doc Hendley, Founder of Wine to Water
Harveys, Emerald Bay Ballroom

Hendley calls himself proof that anyone, even a "tattooed keg-tapper", can cure what ails the world. He is an individual who has truly made

a difference. Tens of thousands of people around the world now have clean drinking water because an idea popped into the head of this bartender/musician. Hendley realized that using his ability to tend bar and create relationships with people, he might be able to help tackle the clean water crisis. At the bars where he worked, he started raising money to fight this water epidemic the best way he knew how, by pouring wine and playing music.

Hendley has taken personal risks to do the hard work of providing water and clean water education in far flung locations around the globe. He worked in dozens of refugee camps installing water systems for victims of Darfur's government supported genocide. Often inside the United Nations' dangerous "no-go" zones, he distributed water or chlorine tablets to people with only plastic sheeting for shelter.

Today Hendley's Wine to Water organization aims to help the 1.1 billion people worldwide who lack access to clean water. By using wine events to raise money and awareness about the lack of clean drinking water in the developing world, Hendley has harnessed a powerful social force and multiplied the generosity of many.

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YORK RISK SERVICES GROUP, INC.



2:15 p.m.-2:45 p.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

INTERCARE HOLDINGS INSURANCE CARE, INC.

CMR - Collaborative Medication Review

Working Together to Identify Options Available to Manage Medication Usage.

Do you have claims with out of control medication or involve heavy drug utilization? If so, this session is for you. InterMed will help you identify claims that might benefit from a Collaborative Medication Review. This session will discuss the process of identifying claims that could benefit from this process and options to involve the prescribing physician in the development of an alternative treatment plan. We will also discuss hazards to be aware of regarding narcotics, compound medications, electrical devices, platelet rich plasma injections and functional restoration programs.

Speakers:

- GERI HART, VICE PRESIDENT MANAGED CARE, INTERMED
- THOMAS REAPER, MD.

3:00 p.m.-3:30 p.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

ANTHEM WORKERS COMPENSATION

The "Best" Doctor for Workers Compensation Networks: Definitions, Outcomes and Provider Profiling

This session will focus on some of the issues associated with workers' compensation networks, including definitions and identification methodology. This discussion will also shed light on questions commonly associated with workers' compensation networks, such as:

- Are there "best" doctors?
- Which doctors are placed in a narrow network?
- Can narrow networks change outcomes?
- How much does it cost, and what should I expect?

Speakers:

- DENNIS ROTH, DIRECTOR OF NETWORKS AND STATISTICS, ANTHEM WORKERS' COMPENSATION
- DR. LAURENCE MILLER, MEDICAL DIRECTOR, ANTHEM WORKERS' COMPENSATION

2:15 p.m. – 3:30 p.m. - **Educational Sessions**

Medical Marijuana in Workers' Compensation

Location: Emerald/Nevada, Lake Tahoe Resort

Medical marijuana has been identified as a top workers' compensation issue—and with good reason. Today, there is a great deal of debate and uncertainty around medical marijuana as a means to manage pain. More states are moving toward legalization for medical and recreational purposes. This session will discuss the conflicts that exist between state and federal laws, medical uses and efficacy and the potential effect on work performance, which could create additional risks in the workplace.

At the end of the session, the attendee should be able to:

- Obtain an overview of US adoption, detailing states where marijuana is legalized for medical and recreational use, as well as states where legislation is being considered
- Learn about the legal, clinical and financial risks and complications when using medical marijuana for pain management in workers' compensation
- Understand clinical issues regarding medical marijuana, including the various documented uses, medical efficacy and potential side effects that could affect work performance

Speaker:

- KEVIN GLENNON, RN, BSN, CDMS, CWCP, QRP, VP OF CLINICAL EDUCATION & QUALITY ASSURANCE PROGRAMS, ONE CALL CARE MANAGEMENT

Moderator:

- ANNE HERNANDEZ, MANAGING PARTNER, MULLEN & FILIPPI

• **INTEREST AREA: WORKERS' COMPENSATION**

Coming Out of the Darkness of Ferguson

Location: Blaisdel/Stanford, Lake Tahoe Resort

This session will provide an overview of the Ferguson, MO shooting and details of the immediate aftermath. The discussion will include how the Ferguson event is impacting law enforcement cases in California and nationwide. Topic will include jury perceptions of law enforcement, plaintiffs and defense strategies at trial, and strategies that law enforcement agencies can utilize to get out in front of these types of events with the public and media.

At the end of the session, the attendee should be able to:

- Recognize the impact Ferguson may have on law enforcement litigation
- Understand how media exposure of these events is shaping juror views of law enforcement
- Develop strategies to get out in front of these types of events with the media and public

Speakers:

- MICHAEL P. HEENAN, HEENAN COMMUNICATIONS
- NOAH G. BLECHMAN, PARTNER, MCNAMARA LAW FIRM
- CHIEF SCOTT R. SEAMAN, LOS GATOS/MONTE SERENO POLICE DEPARTMENT

Moderator:

- DOUG TAYLOR, SENIOR CLAIMS SPECIALIST, CSAC-EIA

• **INTEREST AREAS: PROPERTY & LIABILITY**

Thank you, Markel Global Reinsurance for sponsoring the Wednesday Late Night Event & Awards Luncheon Door Prize



Thank you, Schools Excess Liability Fund for sponsoring the Welcome Reception



Benchmarking: Keys to Identifying the Health of Your Pool

Location: Tallac, Lake Tahoe Resort

This session will discuss the type of benchmarking analysis and tools that pools may use to help determine their current financial picture beyond Income and Balance Statements. Discussion will also center on how this data can be used to identify trends and potential unhealthy financial positions that the JPA may be unaware.

At the end of the session, the attendee should be able to:

- Provide real life examples of tools and data analysis undertaken to benchmark California pools in the past 12 months
- Provide discussion and examples of specific ratios and analysis that can be used to spot trends affecting a pool
- Discuss how data from other pools may be both good and bad in comparing key operating ratios against your program and what variables to watch out for
- Discuss what is going on beyond the State of California with pooling assessment , retrospective programs

Speaker:

- MARK NESTOR, LIC, ARM, AAI, CWCP, PRESIDENT, INDEPENDENT CONSULTING & RISK MANAGEMENT SERVICES

Moderator:

- NORM LEFMANN, ASST. EXECUTIVE OFFICER, CJPIA

- **INTEREST AREAS: POOL EXECUTIVES, MANAGERS, FINANCE AND PROSPECTIVE POOL TEAM MANAGERS**

Three Aspects of Reinsurance Decision Making

Location: Meteor/Mamie, Lake Tahoe Resort

A look at how to analyze and interpret the costs and benefits of using differing excess insurance and reinsurance structures, the differences between reinsurance and excess insurance and reasons to consider diversification in a pool's counterparty risk profile.

At the end of the session, the attendee should be able to:

- Better evaluate and optimize reinsurance program
- Understand the basic similarities and differences between reinsurance and excess insurance
- Recognize the considerations surrounding counterparty diversification

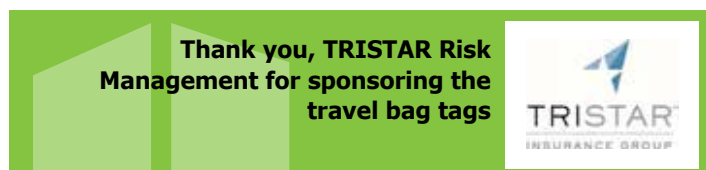
Speakers:

- GERALD T. TANELLA, CHIEF OPERATING OFFICER, SCHOLAR ASSOCIATES
- LISA G. CHANZIT, SENIOR CONSULTING ACTUARY, RISK & REGULATORY CONSULTING, LLC

Moderator:

- BRENT HOWATT, FORMER EXECUTIVE DIRECTOR, REDWOOD EMPIRE

- **INTEREST AREAS: PROPERTY & LIABILITY, FINANCE, TECHNOLOGY, POOL MANAGER**



Conquering Challenges to Pools' Communications

Location: South Shore Room, Harrah's

What is a pool? Why not buy commercial insurance? Why so much surplus? Just a few of the questions answered in this interactive session on the **PR Toolkit for Public Entity Pools** developed in cooperation with CAJPA, AGRIP and NCL-RISC. In today's fast-paced communications environment, pool governing officials and staff leaders must be prepared to "preach the value of pooling" to diverse audiences using communication channels and impactful messages.

At the end of the session, the attendee should be able to:

- Strategize with pool teammates to develop core messages specific to their JPA
- Develop communication protocols and stay composed during challenging interactions
- Understand the value of asking questions and controlling the message during an exchange
- Prepare "event specific" messaging which mirror and strengthen core messaging
- Implement techniques for more effective communications

Speakers:

- ANN GERGEN, EXECUTIVE DIRECTOR, AGRIP
- MARTIN BRADY, EXECUTIVE DIRECTOR, SCHOOLS INSURANCE AUTHORITY
- DAVID CLOVIS, EXECUTIVE DIRECTOR, CJPRMA

Moderator:

- CATHERINE SMITH, CAJPA EXECUTIVE ADMINISTRATOR

- **INTEREST AREA: GENERAL INTEREST, GOVERNANCE**

3:30 p.m. – 3:45 p.m.

Soda Break and Yoga

Rejuvenate you mind and body with some light stretching and standing yoga poses in the Lake Tahoe Resort Atrium!



Hanna & Brophy proudly presents the Guidebook Mobile Conference App!

This easy to download and easy to use Mobile App for your phone, iPad or other mobile device will provide conference information at your finger tips:

- **Schedule** – The entire conference schedule is available. Select your sessions and add them to your personalized agenda with reminders.
- **Maps** – Find maps of the hotel meeting space and exhibit hall floor plan.
- **Presenters** – Find complete lists of speakers, exhibitors and more!
- **Photos** – Take fun and creative photos throughout the conference and instantly upload them to the Mobile App to share with other attendees.

3:45 p.m. – 5:00 p.m. - **Educational Sessions**

Concussion and the Injured Worker

Location: Emerald/Nevada, Lake Tahoe Resort

This session will discuss how a multi-disciplinary approach to concussion treatment and care can return the injured worker to life and work. Each year, employees that sustain brain injuries are removed from their job and, unfortunately, fail to return as a productive, motivated worker. This session will discuss the importance of baseline assessments and testing and the role it plays in assessing the injured worker.

At the end of the session, the attendee should be able to:

- Understand how a multi-disciplinary model can help the brain injured employee return to work and save employers, municipalities and organizations money by retaining valuable employees who have experienced a concussion at the work site
- Save money on extended and inpatient care by having a Plan of Care in place prior to an injury
- Implement baseline concussion testing including pre-hire to protect both the employer and the worker

Speakers:

- KELLI MCSWAN, PH.D., CBIST, DIRECTOR, FOUNDER OF SPORTS CONCUSSION ASSOCIATES, INC. AND FOUNDING MEMBER, CONQUERING CONCUSSIONS,
- BRIAN ROBERTS M.S., ATC FOUNDING MEMBER, CONQUERING CONCUSSIONS AND COORDINATOR, CONCUSSION CLINIC, SPORTS CONCUSSION ASSOCIATES, INC. AND DIRECTOR OF SPORTS MEDICINE AND BUSINESS DEVELOPMENT, SEAL BEACH PHYSICAL THERAPY, NEWSPORT PHYSICAL THERAPY, XCELERATE PHYSICAL THERAPY CENTERS, INC.

Moderator:

- CAROLYN RICHARD, ARM, DIRECTOR – PUBLIC AGENCIES DIVISION, LAW OFFICES OF STACEY L. TOKUNAGA
- **INTEREST AREAS: LEGISLATIVE, WORKERS' COMPENSATION, HEALTHCARE, HUMAN RESOURCES, JPA BOARD**

The Implications of a California Pharmacy Formulary

Location: Blaisdel/Stanford, Lake Tahoe Resort

Pharmacy formularies, mandated for worker's compensation claims by individual jurisdictions, are gaining momentum across the country. The California Workers' Compensation Institute's October 2014 analysis found that California's \$1.014 billion in pharmaceutical payments could be reduced by changing its formulary. California is exploring a pharmacy formulary, which could be open or closed. This session will look at all current efforts to address the formulary problem.

At the end of the session, the attendee should be able to:

- Understand what a drug formulary is and how a California workers' compensation drug formulary would work
- Identify legislative and statutory steps needed to successfully implement a state drug formulary
- Be aware of the potential impact of a drug formulary on patient safety, prescribing behavior, claims cost and pharmacy cost

Speakers:

- RUPALI DAS, MD, MPH, EXECUTIVE MEDICAL DIRECTOR, DIVISION OF WORKERS' COMPENSATION, CALIFORNIA DEPARTMENT OF INDUSTRIAL RELATIONS
- MARK PEW, SENIOR VICE PRESIDENT, PRIUM

Moderator:

- MARK PEW, SENIOR VICE PRESIDENT, PRIUM

Information Assurance in the Big-Breach Era

Location: Tallac, Lake Tahoe Resort

Introducing data protection strategies, adding greater intelligence to threat detection, monitoring and response – small public entities are riding a new wave of innovation and adopting new approaches to building cyber defense frameworks. This session will discuss the latest thinking and technologies and provide tactical guidance for effectively combating the current cyber threat landscape.

At the end of the session, the attendee should be able to:

- Understand the current threat landscape and how it affects their organization
- Understand the framework of "layered security"
- Understand tactics/solutions available to provide security and risk mitigation

Speaker:

- CHRISTOPHER GEORGE, CEO/CHIEF ARCHITECT, PROTELLIGENT, INC.

Moderator:

- CARL SANDSTROM, BUSINESS PROJECTS MANAGER, CJPIA

- **INTEREST AREAS: FINANCE, TECHNOLOGY, EXECUTIVE**

Session handouts!

Session handouts and presentations provided to the CAJPA office will be posted to the CAJPA Fall Conference website.

Visit www.cajpa.org!

ACA Reporting Requirements for Large Employers

Location: Meteor/Mamie, Lake Tahoe Resort

Large employers who are subject to the Affordable Care Act's Employer Mandate will be required to file annual information returns with the IRS starting in 2016 as to each full-time employee. This presentation will provide details regarding the information that applicable large employers must report, individual statements that large employers must provide to employees, logistics and penalties for non-compliance.

At the end of the session, the attendee should be able to:

- Identify information that applicable large employers must report
- Recognize individual statements that large employers must provide to employees in connection with reporting
- Understand logistics and penalties relating to reporting and know how reporting relates to the employer mandate

Speaker:

- HEATHER DEBLANC, ASSOCIATE, LIEBERT CASSIDY WHITMORE

Moderator:

- ELLEN ALCALA, JPA BUSINESS DEVELOPMENT MANAGER, CALIFORNIA SCHOOLS EMPLOYEE BENEFITS ASSOCIATION

- **INTEREST AREAS: HEALTHCARE, HUMAN RESOURCES, GENERAL INTEREST**

Navigating Your Way through the Media Minefield

Location: South Shore Room, Harrahs

In today's instantaneous Internet environment, public agencies must often face high-profile situations that challenge reputations and put your organization in the middle of a mixed media firestorm. This session will provide tips, tactics and techniques on how best to tread the fine line between public relations and legal strategies. Winning in a court of law is one thing; winning in the court of public opinion is another.

At the end of the session, the attendee should be able to:

- Stay on point by using message discipline
- Defeat rumors, misinformation and innuendo
- Keep public uproar from upending your legal position

Speakers:

- TOM DELAPP, PRESIDENT, COMMUNICATION RESOURCES FOR SCHOOLS
- MARK DAVIS, PARTNER, DAVIS & YOUNG, APLC
- ROBIN FAWKES, PROPERTY & LIABILITY CLAIMS MANAGER, SAN MATEO COUNTY SCHOOLS INSURANCE GROUP

Moderator:

- COLLEEN ABNEY, PROPERTY/LIABILITY CLAIMS MANAGER, NORTH BAY SCHOOLS INSURANCE AUTHORITY

- **INTEREST AREAS: PROPERTY & LIABILITY, POOL MANAGER, GENERAL INTEREST**



5:00 p.m. – 6:00 p.m.

Route 66 Reception

Location: Harrah's, Sand Harbor

Get your kicks on Route 66! Remember the classic cars, the dances and music of the 50's and 60's? Join us for a journey on Route 66, with your fellow conference attendees before heading out to dinner or a night on the town. Sample wine, beer, spirits and soft drinks paired with your favorite appetizers from that era.

RECEPTION SPONSORED BY:

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- DELTA DENTAL & VISION SERVICE PLAN
- FOCUSED DECISIONS
- HANNA & BROPHY
- LAUGHLIN, FALBO, LEVY & MORESI, LLP
- MULLEN & FILIPPI, LLP
- NORMAN PETERSON & ASSOCIATES
- PFM ASSET MANAGEMENT
- SEDGWICK CLAIMS MANAGEMENT SERVICES

Friday • September 18

8:00 a.m. – 10:00 a.m.

Registration Open

Harrah's, 2nd Floor Conference Center



8:00 a.m. – 10:00 a.m.

Full American Breakfast Buffet, Legislative Update and Keynote Presentation

Location: Sand Harbor, Harrah's

At Friday's breakfast, the opening session will provide attendees up-to-date information on legislative initiatives which could impact your risk sharing pool.

CAJPA's Legislative Advocate

Juli Broyles and Legislative Committee leaders will provide insight and information on Sacramento activities.

Following the legislative report, the morning's keynote presentation will showcase one of the most respected political leaders in California former Senate Pro Tem Darrell Steinberg. For over two decades, Steinberg has been involved in local and state government. He has served on the Sacramento City Council, in the California State Assembly and served as Senate Pro Tem from 2008 to 2014. Over the course of his legislative tenure, Steinberg forged difficult agreements to usher the state from a \$42 billion deficit to a surplus budget, implement groundbreaking mental healthcare legislation, strengthen the state's foster care system, improve K-12 education standards, reform the statewide ballot initiative, and make historic investments in California's water and transportation infrastructure. Steinberg currently represents the office of Greenberg Traurig and is the chair of the firm's California Government Law & Policy Practice. Steinberg is also the Founder and Board Chair of The Steinberg Institute for Advancing Mental Health Policy.

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10:00 a.m.

Conference Concludes

CAJPA

PROFESSIONAL DEVELOPMENT COMMITTEE & CONFERENCE STAFF

2015 Professional Development Committee

- DAVID CLOVIS, CHAIR
CALIFORNIA JOINT POWERS RISK MANAGEMENT AUTHORITY (CJPRMA)
- GINA DEAN, VICE CHAIR
CSAC EXCESS INSURANCE AUTHORITY
- MICHAEL FLEMING, CSAC EXCESS INSURANCE AUTHORITY
- ROBIN JOHNSON
LAW OFFICE OF ROBIN JOHNSON
- ROB KRAMER
BICKMORE RISK SERVICES
- CAROLYN RICHARD
LAW OFFICES OF STACEY L. TOKUNAGA
- JANET SELBY
NBSIA
- DIANA SUTTON
ACWA/JPIA
- JOHN STENERSON
SELF-INSURED SCHOOLS OF CALIFORNIA
- CARL SANDSTORM
CALIFORNIA JOINT POWERS INSURANCE AUTHORITY
- SUZANNE TROWBRIDGE
KEENAN & ASSOCIATES

CAJPA Conference Staff

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- TERI ANTICEVICH, CMP
CONFERENCE COORDINATOR
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MEETINGS & MEMBERSHIP SPECIALIST
- CARMEN BERRY
MEETINGS & MEMBERSHIP SPECIALIST
- BETH RAMIREZ
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Save the date!

Join us for the 2016 Fall Conference & Training Seminar, which will be held September 13 -16, 2016.

For care, not profit.™

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- **Custom solutions**
- **Innovative cost containment**
- **Personalized service**
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blue  of california





Pools: Driven with a Purpose

Speakers



JOHN ALLTOP



WILLIAM CLAYTON



MAREESA EVANS



LUTHER LEWIS



ERIC PRESTON



CHRISTIE SWISS



CHRISTINE BAKER



ANGELIQUE DALE



ROBIN FAWKES



ANN MACFARLANE



EUGENE RAMIREZ



GERALD TANELLA



DALENE BARTHOLOMEW



DR. RUPALI DAS



CHRISTOPHER GEORGE



JAMES MARTA



CATHY REINEKE



MICHAEL THEUT



NOAH BLECHMAN



GINA DEAN



ANN GERGEN



KELLI SWAN



TED RICHARDS



SUZANNE TROWBRIDGE



JACK BLYSKAL



HEATHER DEBLANC



KEVIN GLENNON



MARK NESTOR



BRAIN ROBERTS



ANDREW WALKER



JENNIFER BROWN SHAW



TOM DELAPP



RUTH GRAF-URASKI



MATT NETHAWAY



CRAIG SCHWEIKHARD



KEN WALLENTINE



GREGORY CAIRNS



MICHELLE DEPRES



JODY GRAY



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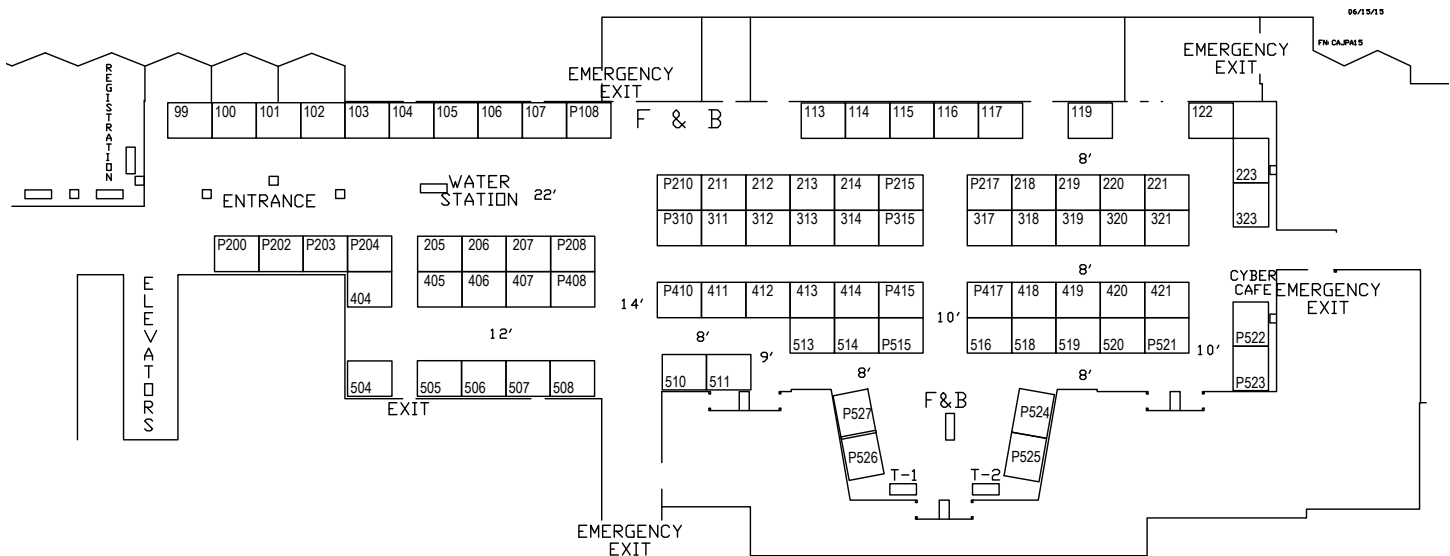
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**Acclamation Insurance Management Services (AIMS)
Booth #514**

Contact: Larry Hunt
10445 Old Placerville Road
Sacramento, CA 95827
Phone: 916-563-1900
Email: lhunt@aims4claims.com
Website: www.aims4claims.com

Headquartered in Sacramento, California, Acclamation Insurance Management Services, Inc. (AIMS), a wholly owned subsidiary of LJR Holdings, Inc. (LJRH), is a third party administrator (TPA) and the industry-leading preferred provider of *Loss Portfolio Management*® services, including claims administration (both workers' compensation and liability) and medical cost containment for public and private entities, including those that are self-insured and self-administered, and insurance companies throughout the continental United States and Hawaii.

Platinum Sponsor**Allen Glaessner Hazelwood Werth
Booth #419**

Contact: Mark Hazelwood
180 Montgomery St. Suite 1200
San Francisco, CA 94104
Phone: 415-697-3458
Email: mhazelwood@aghlaw.com
Website: www.aghlaw.com

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**Alliant Insurance Services, Inc.
Booth #P517 & 518**

Contact: Mike Simmons, Vice Chairman, Public Entities
100 Pine Street, 11th Floor
San Francisco, CA 94111
Phone: 415-403-1425
Email: msimmons@alliantinsurance.com
Website: www.alliantinsurance.com
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Booth #515**

Contact: Larry Hunt
10445 Old Placerville Road
Sacramento, CA 95827
Phone: 916-563-1900
Email: lhunt@alliedmanagedcare.com
Website: www.AlliedManagedCare.com

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Booth #508**

Contact: Juan Iverson
10100 Santa Monica Boulevard, 11th floor
Los Angeles, CA 90067
Phone: 310-598-4355
Email: jiverson@american-appraisal.com
Website: www.american-appraisal.com
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**American Fidelity Assurance Company
Booth #113**

Contact: Raelene Walker
1 Civic Center Drive, Suite 360
San Marcos, CA 92069
Phone 760- 917-1158
Email: raelene.walker@americanfidelity.com
Website: www.americanfidelity.com
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Contact: George Platt
 210 Baywood Avenue
 Orange, CA 92865
 Phone: 800-400-9353
 Email: George.platt@ATRestoration.com
 Website: www.ATRestoration.com

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Contact: Natalie Seaman
 801 South Figueroa Street, CAL 205-0001
 Los Angeles, CA 90017
 Phone: 213 553 5417
 Email: Natalie.Seaman@wellpoint.com
 Website: www.anthem.com/ca

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Contact: Brian Putman
 111171 Sun Center Drive, Suite 120
 Rancho Cordova, CA 95762
 Phone: 888-900-2739
 Email: brian@apexpi.com
 Website: www.apexpi.com

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Contact: Kathy Torres
 15901 Red Hill Ave. #201
 Tustin, CA 92780
 Phone: 714-259-1053
 Email: ktorres@arissacs.com

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Contact: Susan Blankenburg
 1225 Battery Street Suite 450
 San Francisco, CA 94111
 Phone: 415-536-8417
 Email: susan_blankenburg@ajg.com
 Website: www.ajg.com

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AssetWorks, Inc.**Booth #P415**

Contact: David Middendorf, ARM-P, ASA
 20055 SW Pacific Hwy, Ste. 107
 Sherwood, OR 97140
 Phone: 513-925-8770
 Email: david.middendorf@assetworks.com
 Website: www.assetworks.com

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Athens Administration**Booth #P205**

Contact: Kevin Cichurski, Sales Director
 Phone: 925-826-1103
 Email: kcichurski@athensadmin.com
 Website: www.athensadmin.com

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Belfor USA
Booth #406

Contact: Michelle Turner
50 Artisan Means Way
Reno, NV 89511
Phone: 949-212-2321
Email: michelle.turner@us.belfor.com
Website: www.belfor.com

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Booth #P524 & P525

Contact: Rick Brush, Director, Business Development
1750 Creekside Oaks Drive, Suite 200
Sacramento, CA 95833
Phone: 916-244-1100
Email: marketing@bickmore.net
Website: www.bickmore.net
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Contact: Monica Donoso Matallana
6300 Canoga Avenue, 9th Floor
Woodland Hills, CA 91367
Phone: 818-228-6145
Email: Monica.Donoso@blueshieldca.com
Website: www.blueshieldca.com

Blue Shield of California, an independent member of the Blue Cross Blue Shield Association, is a not-for-profit health plan with three million members. Founded in 1939 and headquartered in San Francisco, Blue Shield provides health, life, dental, vision, and Medicare insurance and health care service plans. Learn more at www.blueshieldca.com

Platinum Sponsor**California Bank & Trust**
Booth #107

Contact: Veenindra J. Singh
300 Lakeside Drive, Suite 800
Oakland, CA 94612
Phone: 510-808-3557
Email: veenindra.singh@calbt.com
Website: www.calbanktrust.com

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Carl Warren & Company
Booth #P527

Contact: Laura Chapman
770 S. Placentia Avenue
Placentia, CA 92870
Phone: 888-858-2807 ext. 104
Email: lchapman@carlwarren.com
Website: www.carlwarren.com

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Carr Alliston Medicare Compliance Group
Booth #506

Contact: Melisa Zwilling
100 Vestavia Parkway
Birmingham, AL 35216
Phone: 205-949-2949
Email: mzwilling@carrallison.com
Website: www.carrallisonmsa.com

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Booth #418

Contact: Sam Bragg
2550 Warren Drive
Rocklin, CA 95667
Phone: 800-794-3006
Email: sbragg@castlecopy.com
Website: www.castlecopy.com

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Castlight Health
Booth #421

Contact: Craig Klemp
Two Rincon Center
121 Spear Street, Suite 300
San Francisco, CA 94105
Phone: 571-344-2859
Email: cklemp@castlighthealth.com
Website: www.castlighthealth.com

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CBIZ Valuation Group, LLC
Booth #218

Contact: Tim Kolgen
10616 Scripps Summit Ct, Suite #100
San Diego, CA 92131
Phone: 858-795-2259
Email: tkolgen@cbiz.com
Website: www.cbizvaluation.com

CBIZ Valuation Group is one of the nation's largest full-service valuation firms providing property insurance appraisals, underwriting data aggregation, supportable replacement costs, business interruption valuations, loss control inspections and capital asset inventory services to all public sector entities, Risk Pools, JPA's and insurers. Our business is to make your business easier.

Chandler Asset Management
Booth #318

Contact: Mia Corral
6225 Lusk Blvd.
San Diego, CA 92121
Phone: 858-546-3737
Email: mia.corral@chandlerasset.com
Website: www.chandlerasset.com

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Contact: Lee Mashore
2250 Corporate Circle, Suite 350
Henderson, NV 89074
Phone: 702-947-7493 x 1115
Email: lmashore@chsitech.com
Website: www.chsitech.com

The CHSI Connections® Management System is an innovative software solution designed to automate labor intensive processes, streamline access to claims, and deliver real-time information through web-based technology designed specifically for the JPA market. It's industry leading technology that's surprisingly affordable.

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Booth #520

Contact: Charlie Green
1180 Iron Point Road, Suite 300
Folsom, CA 95630
Phone: 916-605-3803
Email: Charlie_Green@corvel.com
Website: www.CorVel.com

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CrossMark Risk Solutions**Booth # P526**

Contact: Dave Glende
 8634 March Creek Court
 Roseville, CA 95747
 Phone: 916- 837-7380
 Email: dave@crossmarkrisk.com
 Website: www.crossmarkrisk.com

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Cypress Care**Booth #507**

Contact: Keri Robinson
 2736 Meadow Church Road Suite 300
 Duluth, GA 30097
 Phone: 916-704-2027
 Email: keri.robinson@cypresscare.com
 Website: www.cypresscare.com

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Delta Dental of California**Booth #214**

Contact: Mike Thelen
 100 First Street
 San Francisco, CA 94105
 Phone: 415-972-8457
 Email: mthelen@delta.org
 Website: www.delta.org

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Focused Decisions**Booth #220**

Contact: Andrew Walker
 3200 Fifth Avenue
 Sacramento, CA 95817
 Phone: 916-739-7293
 Email: awalker@pacific.edu
 Website: www.pacific.edu

Focused Decisions is the University of the Pacific, McGeorge School of Law's full service litigation strategy, mock trial, jury research, and trial preparation firm. We have offices in Sacramento, Stockton and San Francisco

Genesis Management & Insurance Services, Corp**Booth #106**

Contact: Carl Oswald
 350 California St. Suite 2100, San Francisco, CA 94104
 Phone: 203-328-6114
 Email: carl.oswald@gumc.com
 Website: www.genesisinsurance.com

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George Hills Company, Inc.**Booth #116**

Contact: John Chaquica
 3043 Gold Canal Drive
 Rancho Cordova, CA 95670
 Phone: 916-859-4824
 Email: john.chaquica@georgehills.com
 Website: www.georgehills.com

For more than half a century, George Hills Company, Inc. (GHC) has continued to provide California's public sector and private insurance carriers best practice claims administration (liability and property) and litigation management services. Today, we are focused on providing turnkey management services to California JPAs too. We have offices throughout California. Our corporate headquarters is located in Rancho Cordova, California. For more information on GHC go to www.georgehills.com.

Go2Medical Management Services, Inc.
Booth #115

Contact: Iliana Garcia
2003 El Camino Real, Suite 204
Oceanside, CA 92054
Phone: 760-231-5254
Email: lgarcia@go2medical.com

Go2Medical Management Services, Inc. is a leader in the Home Health industry primarily providing solutions for Workers Compensation claims, General Liability, Automotive Liability, and Employer Services. We provide services to the injured worker. We are hired by insurance providers. It's our goal to see every injured worker receive the care and treatment that best serves their need to recuperate and get back into the workforce. We achieve this goal by working directly with our providers to lower costs and provide a better service, faster. If you are a provider of services in home health ranging from DME to Language Services or Transportation, please contact us today and apply to work with our growing team.

Hanna & Brophy
Booth #P200

Contact: Meding Malone
555 12th Street, #1450
Oakland, CA 94607
Phone: 510-446-2119
Email: mmalone@hannabrophy.com
Website: www.hannabrophy.com
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Intercare Holdings Insurance Services, Inc.
Booth #P204

Contact: Gabriella Hubbard
6020 West Oaks Blvd #100
Rocklin, CA 95765
Phone: 714-480-4425
Email: ghubbard@intercareins.com
Website: www.intercareins.com
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Booth #513

Contact: Mark Rangel
2789 Wrights Road
Suite 1033
Oviedo, FL 32765
Phone: (800) 785 8634 ext. 417
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Contact: John Casas
519 17th Street, 3rd Floor
Oakland, CA 94612
Phone: 925-452-1300
Email: sales@jt2.com
Website: www.jt2.com
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Booth #P410

Contact: Kate Kessler
8889 Rio San Diego Ste. 200
San Diego, CA 92108
Phone: 760-505-0015
Email: kate.e.kessler@kp.org
Website: thrive.kp.org
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Contact: Suzanne Trowbridge
2355 Crenshaw Blvd., Suite 200
Torrance, CA 90501
Phone: 310-212-3344
Email: strowbridge@keenand.com
Website: www.keenan.com

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Platinum Sponsor*Keenan***Laughlin, Falbo, Levy & Moresi, LLP****Booth #P215**

Contact: John Geyer
555 12th Street, Suite 1900
Oakland, CA 94607
Phone: 510- 628-0496
Email: JGeyer@lflm.com
Website: www.lflm.com

A leading California workers' compensation defense firm since 1985, Laughlin, Falbo, Levy & Moresi has 11 offices throughout California and over 140 attorneys. Compatible and complimentary practice areas include workers' compensation defense, workers' compensation subrogation, public agency defense, disability retirement/CERL, and insurance, coverage, opinions & litigation.

Learning Services**Booth #504**

Contact: Kerri Kuska
10855 DeBruin Way
Gilroy, CA 95020
Phone: 408-706-4685
Email: kkuska@learningservices.com
Website: www.learningservices.com

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Lenahan, Lee, Slater & Pearse, LLP**Booth #104**

Contact: Stephanie Merri
1030 15th Street, Suite 300
Sacramento, CA 95814
Phone: 916-443-1030
Email: smerri@lenahanlaw.net
Website: www.lenahanlaw.net

Established in 1952, Lenahan, Lee, Slater & Pearse, LLP is a law firm providing workers' compensation defense, employment defense, subrogation, defense of serious and willful and LC Section 132a claims to employers, insurance carriers and TPAs throughout California.

Lexipol, LLC**Booth #314**

Contact: Sharilyn Cromer
6B Liberty
Aliso Viejo, CA 92656
Phone: 949-272-5825
Email: scromer@lexipol.com
Website: www.lexipol.com

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Contact: Cynthia Weldon
6033 West Century Blvd., Suite 500
Los Angeles, CA 90045
Phone: 310-981-2055
Email: cweldon@lcwlegal.com
Website: www.lcwlegal.com

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Lounsbery Law**Booth #P522**

Contact: Tate Lounsbery
270 E. Douglas Avenue
El Cajon, CA 92020
Phone: 619-792-1451
Email: tate@lounsberylaw.com
Website: www.lounsberylaw.com

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LWP Claims Solutions, Inc.**Booth #P417**

Contact: Judy Adlam
35 Miller Avenue #214
Mill Valley, 94941
Phone: 415-384-0370
Email: J_Adlam@lwpclaims.com
Website: www.lwpclaims.com

LWP Claims Solutions is a Workers' Compensation TPA with offices in Sacramento, Glendale and Walnut Creek. Known for unique programs that deliver outstanding results, LWP closes claims considerably faster than industry averages and at rates that are more than 50% below industry paid.

ManageWare**Booth #219**

Contact: Arnold Silvestri
PO Box 2651
Elk Grove, CA 95759
Phone: 925-788-5478
Email: arnold@2cs4u.com
Website: www.2cs4u.com

ManageWare, LLC has released its new fully integrated claim system, called ClaimWare. ClaimWare is the only system available that has been built with a full suite of medical management components at its core. If you believe that managing medical costs is the key to successful claims outcomes, then ClaimWare is for you.

Marquee Managed Care Solutions**Booth #404**

Contact: Jeffrey Dalessandro
PO Box 85251, San Diego, CA 92186
Phone: 619-744-5011
Email: Jdalessandro@MarqueeMCS.com |
Website: www.MarqueeMCS.com

Marquee Managed Care Solutions, a managed care company, provides a holistic, integrated approach to solving the intricate managed care needs in the California workers' compensation market. Our service solutions are customizable as well as results-driven in order to achieve optimal cost saving outcomes.

MEDATA, Inc.**Booth #102**

Contact: David Neubert
Address: 2741 Walnut Avenue, 2nd Floor
Tustin, CA 92780
Phone: (949) 929-3299
Email: dneubert@medata.com
Website: www.medata.com

Medata's approach to bill review is ensuring you never pay a penny more than is your responsibility. Since 1975, Medata's mission is "preserving the quality of care delivered to patients by assuring medical service providers are paid a reasonable amount for services that are medically necessary."

MESVision**Booth #321**

Contact: Karen Carnakis
345 Baker Street
Costa Mesa, CA 92626
Phone: 909-948-6861
Email: Kcarnakis@mesvision.com
Website: www.mesvision.com

MESVision can offer you a variety of comprehensive vision plan options with great savings to your district. Having the largest most comprehensive provider network in California with a huge National Network, MES has everything that you could possibly want! The MESVision network consists of numerous MDs and ODs, as well as many independent, wholesale and retail optical locations including LensCrafters, Wal-Mart, Sears, Target, Sam's Club and COSTCO (just to name a few)! All for in-network benefits with MESVision! Please stop by and see us to learn more today!

Mullen & Filippi, LLP**Booth #315**

Contact: Carol Powell
555 12th Street, Suite 2050
Oakland, CA 94607
Phone: 510-444-1532
Email: clientrelations@mulfil.com
Website: www.mulfil.com

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Munich Re**Booth #P203**

Contact: Dave Eiser
One Front Street, 29th Floor
San Francisco, CA 94111
Phone: 415-834-3730
Email: deiser@munichreamerica.com
Website: www.munichreamerica.com

Munich Reinsurance America, Inc. Specialty Markets Division provides multi-line coverage solutions to be delivered through a single point of contact for public entities. Through meaningful partnerships and consultative services, we develop customized risk transfer, risk sharing and risk management solutions with a full range of property and casualty insurance and reinsurance capabilities.

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Contact: Douglas Alliston
8801 Folsom Blvd., Suite 230
Sacramento, CA 95826
Phone: 916-400-2300
Email: dalliston@murphycampbell.com
Website: www.murphycampbell.com

From its offices in Sacramento and Irvine, Murphy, Campbell, Alliston & Quinn provides advice and representation regarding insurance and JPA coverage, defends public entities and utilities, represents clients on appeal, and provides counsel to JPA and self-insured group boards throughout California.

**myMatrixx
Booth #100**

Contact: Christian Rincon
5706 Benjamin Center Drive Suite 103
Tampa, FL 33634
Phone: 813-321-1530 ext 131
Email: ChristianRincon@mymatrixx.com
Website: www.mymatrixx.com

myMatrixx is a full-service pharmacy and ancillary medical benefit management company focused on the workers' compensation market. By combining advanced technology, clinical expertise and comprehensive reporting, myMatrixx simplifies the management of claims. Our results driven solutions deliver reduced costs for our clients and improve outcomes for their injured workers. For more information, visit www.mymatrix.com.

**Navitus Health Solutions LLC
Booth #103**

Contact: Gary Hattendorf
5350 E. High Street, Suite 200
Phoenix, AZ 85054
Phone: 608-729-1619
Email: gary.hattendorf@navitus.com
Website: www.navitus.com

Navitus Health Solutions is a full service, URAC-accredited pharmacy benefit management company. As a zero-spread, full pass-through pharmacy benefit manager (PBM), Navitus aligns performance with plan sponsors' benefit goals to deliver comprehensive clinical programs and cost-saving strategies that lower drug trend and promote good member health.

Platinum Sponsor**NextImage Medical, Inc.
Booth #P521**

Contact: Eric Rycus
3390 Carmel Mountain Road, Suite 150
San Diego, CA 92121
Phone: 805-551-6078
Email: eric@nextimagemedical.com
Website: www.NextImageMedical.com

NextImage Medical, Inc. offers the next generation of radiology services management. Leveraging our cutting edge technology, we offer high-quality, low-cost health care diagnostic solutions for workers' compensation insurance, group health insurance, self-insured employers, third party administrators, and direct-to-consumers.

**Norman Peterson & Associates
Booth #320**

Contact: Sarah Morris-Peterson
526 Washington Street, Suite 1
Ashland, OR 97520
Phone: 1-800-497-1368
Email: smorris@returntowork.com
Website: www.returntowork.com

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**NuQuest Bridge Pointe
Booth #511**

Contact: Daniel Tiscareno
280 Wekiva Springs, Suite 3050
Longwood, FL
Phone: 866-858-7161 ext. 4886
Email: dtiscareno@nqbp.com
Website: www.nqbp.com

NuQuest/Bridge Pointe is a national provider of Medicare Set-Aside Allocation (MSA), Medical Cost Projection and Professional Administration services. We set the industry standard for Outstanding Customer Service, Quality and Technology and take pride in being a trusted advisor to each one of our customers, consistently meeting their needs and exceeding their expectations.

O'Connor*Telezinski**Booth #412**

Contact: Carrie O'Connor
3600 Lime Street, Suite 522
Riverside, CA 92501
Phone: 951-222-2034
Email: carrie@ot-attorneys.com
Website: www.OT-ATTYS.com.

O'Connor*Telezinski was founded in December of 2005 with the goal of providing high-quality legal representation to public and private employers in workers' compensation, employment law, and business litigation matters. We offer personalized, accessible service to meet the technical needs of our clients. We are also committed to providing exceptional value to our clients by addressing each matter in an efficient and pragmatic manner, with due consideration to our client's objectives.

One Call Care Management**Booth #510**

Contact: Beth DeNardo
2 Executive Circle, Suite 260
Irvine, CA 92614
Phone: 973-394-8418
Email: Beth_Denardo@onecallcm.com
Website: www.onecallcm.com

One Call Medical is a premier provider of quality diagnostic services designed to expedite the process of returning injured workers back to their respective occupation. For over 17 years, OCM has developed and implemented an unmatched quality process to manage the lifecycle of a referral. OCM's subsidiaries are STOPS and Express Dental Services.

Origami Risk**Booth #101**

Contact: Christopher Bennett
444 N. Orleans
Chicago, IL 60654
Phone: 847-786-2061
Email: cbennett@origamirisk.com
Website: www.origamirisk.com

Origami Risk has rapidly established itself as the leading RMIS for government agencies of all sizes. With dozens of local and government risk pool clients, Origami is bringing new ideas and advanced features to the RMIS market and is designed with the latest technology and a focus on performance and ease-of-use. Our RMIS features powerful workflow, advanced reporting and analysis tools, and intuitive features to improve productivity and better manage Total Cost of Risk – saving our clients time and money and enabling them to be more successful.

Peregrin Medical Review**Booth #223**

Contact: Mike Maners
3021 Citrus Circle, Ste. 270
Walnut Creek, CA 94598
Phone: 925-938-3030
Email: mmaners@peregrinmedicalreview.com
Website: www.peregrinmedicalreview.com

Peregrin Medical Review is a privately held cost-containment company located in California that has been in business for over 20 years. We have been providing a variety of cost-containment solutions to insurance companies, TPA's, and self-insured since 1989, including medical bill review, software development of cost-containment systems, and UR integration.

PFM Asset Management, LLC**Booth #313**

Contact: Carlos Oblites
50 California Street, Suite 2300
San Francisco, CA 94111
Phone: 415-982-5544
Email: oblitesc@pfm.com
Website: www.pfm.com

PFM Asset Management LLC (PFMAM) is an SEC Investment Advisor registered under the Investment Advisors Act of 1940. PFMAM serves as the investment advisor and administrator for the California Asset Management Trust Cash Reserve Portfolio ("the Fund"). Shares of the Fund are distributed exclusively by PFMAM's wholly-owned subsidiary, PFM Fund Distributors, Inc.

Pinnacle Claims Management, Inc.**Booth #122**

Contact: Dan Baker
17620 Fitch Street
Irvine Ca 92614
Phone: 949 - 344-5957
Email: dbaker@pinnacletpa.com

Pinnacle Claims Management Inc. is an all-inclusive third party administrator (TPA) and Pinnacle Rx Solutions is a pharmacy benefits manager (PBM). They offer competitive, cost efficient benefits administration and claims processing in tandem with the latest technology in the self-funded and employee benefits marketplace. Pinnacle also provides administrative support for Covered California's Small Business Health Options Program (SHOP).

**Porter Scott
Booth #519**

Contact: Anna Quinlan
350 University Ave., Suite 200
Sacramento, CA 95825
Phone: 916-929-1481
Email: aquinlan@porterscott.com
Website: www.porterscott.com

Porter Scott attorneys provide legal counsel to public agencies including counties, cities, joint power agencies, special districts, school districts and county offices of education. Porter Scott's focus is on representing public entities in litigation. Our practice also incorporates many other aspects of public entity law. Additionally, Porter Scott's attorneys are regularly retained to assist in pre-litigation investigation.

**R.V. Nuccio & Associates Insurance Brokers, Inc.
Booth #323**

Contact: Christina Carver
10148 Riverside Drive, 2nd Floor
Toluka Lake, CA 91602
Phone: 800-364-2433 ext.210
Email: carverc@rvnuccio.com
Website: www.rvnuccio.com

R.V. Nuccio & Associates Insurance Brokers, Inc. operates nationwide, providing the best and broadest PTA, PTO and Booster Club specific insurance coverage available. School Groups have the ability to Quote, Pay and Print, as well as manage their policy online 24/7. Coverage starts at \$50/year.

**RateFast
Booth #99**

Contact: Chris Hall
2360 Mendocino Avenue, Suite A2-325
Santa Rosa, CA 95403
Phone: 707-321-4842
Email: c.hall@rate-fast.com
Website: www.rate-fast.com

RateFast is a patent pending, Web-based, enterprise software suite that allows Primary Treating Physicians, QME's, AME's, IME's, Attorneys and Adjusters to completely control the reporting process. RateFast gives doctors the tools they need to quickly and accurately write California DFR's, PR-2's, PR-4's, Work Limitations and Restrictions, Apportionment, and correct whole person impairment ratings the first time injured workers are evaluated. Data is entered, the report is published, the WPI calculated, and the billing calculated in the few minutes spent with the patient. Additionally, Attorneys and Adjusters can check ratings with RateFast. Accurate reports and WPI in a matter of minutes, not hours! RateFast.

**Regional Liability Excess Fund (ReLiEF)
Booth #P317**

Contact: Leslie Delozier
2235 Crenshaw Blvd., Suite 200
Torrance, CA 90501
Phone: 310-212-0363 ext. 2602
Email: ldelozier@keenana.com
Website: www.reliefjpa.org

ReLiEF (SCR & NCR) is the largest property and liability JPA for California public schools, serving over 465 member agencies, representing in excess of 2 million ADA and \$54 billion in TIV. They entered their 29th year of operations providing broad coverage and specialized loss control services to California public educational agencies since 1986.

**Restoration Management Company
Booth #211**

Contact: Lisa Roben
4142 Point Eden Way
Hayward, CA 94545
Phone: 510-710-0955
Email: lroben@rmc.com
Website: www.rmc.com

Restoration Management Company, serving California since 1985, is the solution in emergency mitigation services whether a singular loss, a regional disaster or a large scale catastrophe. We deliver 24/7 year-round emergency service offering quick response in water and smoke damage restoration, construction services, sewage, mold and trauma scene remediation and asbestos/lead abatement.

**Safety Center
T-2**

Contact: Brandon Leyva
3909 Bradshaw Road
Sacramento, CA 95827
Phone: 800-825-7262
Email: workplacesafety@safetycenter.com
Website: www.safetycenter.org

Safety Center helps organizations large and small create a culture of awareness and responsibility for safety in the workplace. Our Workplace Safety & Health Department offers a variety of courses and curriculum to provide training programs using interactive hands-on training techniques – CHANGING BEHAVIORS and preventing workplace injuries, saving lives and helping you meet Federal and Cal/OSHA requirements.

**Schools Excess Liability Fund (SELF)
Booth #207**

Contact: Eric Lucas
1531 I Street, Suite 300
Sacramento, CA 95814
Phone: 916-469-3211
Email: eric@selfjpa.org
Website: www.selfjpa.org

Schools Excess Liability Fund is a not-for-profit JPA formed by California schools during the insurance crisis of the 1980s. Now celebrating our 30th anniversary, SELF is dedicated to serving the excess liability needs of California's public schools and colleges. We offer multiple attachment points and limits up to \$55 million (inclusive of members' SIRs).

**ServiceMaster Restoration Services
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Contact: Nikki Herrera
2121 Diamond Blvd.
Concord, CA 94520
Phone: 800-480-8439
Email: nherrera@srmcat.com
Website: www.svmcleaning-restoration.com
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**Shoes for Crews, LLC
Booth #407**

Contact: Scott Townsend
250 S Australian Ave.
West Palm Beach, FL 33401
Phone: 561-242-5953
Email: scottt@shoesforcrews.com
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**SouthTech Systems
Booth #505**

Contact: Grant Gyulnazaryan
4181 Flat Rock Drive, Suite 300
Riverside, CA 92505
Phone: 951-354-6104
Email: Grant.Gyulnazaryan@southtechsystems.com
Website: www.southtechsystems.com
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**Special Markets Insurance Consultants
Booth #405**

Contact: Nate Walker
10 South LaSalle, Suite 2000
Chicago, IL 60603
Phone: 312-601-9273
Email: nate@specialmarkets.com
Website: www.specialmarkets.com

Special Markets Insurance Consultants (SMIC) is a National Managing General Underwriter whose focus is on insurance programs for Students, Athletics, Volunteers and Events. SMIC's programs help JPAs by preventing student, athletic & volunteer injuries from developing into contentious liability claims.

**Systema Software
Booth #P206**

Contact: Brian Mack
900 Larkspur Landing Circle Suite 201
Larkspur, CA 94939
Phone: 800-272-9102 ext. 710
Email: brian.mack@systemasoft.com
Website: www.systemasoft.com
Systema Software is focused on delivering the best claims solution. SIMS Claims™ is the next generation in claims software: fast, flexible, and functional. SIMS manages multiple lines of insurance with seamless integration, business intelligence, mobile, and cloud capabilities. SIMS boosts examiner productivity and efficiency.

**SyTech Solutions, Inc.
Booth #117**

Contact: Casey Morris
9362 Studio Court
Elk Grove, CA 94587
Phone: 916-381-3010 ext. 224
Email: cmorris@sytechsolutions.com
Website: www.sytechsolutions.com
SyTech Solutions, Inc. is a leading document management company. Our services include document imaging, data capture, document management systems, and online hosting services. We provide award-winning technology solutions that minimize up-front cost and maximize value. SyTech is CMAS certified.

**The Simon Companies
Booth #P408**

Contact: Lanae Rutherford
P.O. Box 5038
Modesto, CA 95352
Phone: 209-574-2935
Email: lrutherford@simon-companies.com
Website: www.simon-companies.com
The Simon Companies represent the pinnacle in administration and cost-containment strategies for workers' compensation and general liability claims. Each facet of The Simon Companies blends cutting-edge technology with traditional business values ensuring that whether you use our combined services or just those that fill your organization's particular need, we'll put our knowledge and experience to work for you.

**TRISTAR Risk Management
Booth #105**

Contact: Jennifer Harpenau
203 North Golden Circle Drive, Suite 200
Santa Ana, CA 92705
Phone: 714-543-0700 ext. 1218 or 714-420-3588
Email: jennifer.harpenau@TRISTARgroup.net
Website: www.TRISTARgroup.net
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**US Specialty Underwriters
Booth #312**

Contact: Stuart Presson
1826 Mariposa Drive
Petaluma, CA 94954
Phone: 415-690-3643
Email: spresson@meadowbrook.com
Website: www.usspecialtyuw.com
US Specialty Underwriters is a provider of excess workers' compensation coverage to self-insured employers and groups nationwide. USSU has over 30 years of experience providing quality coverage at competitive rates and terms.

**Ventiv Technology
Booth # 108**

Contact: Michael Theut
227 W. Monroe, Suite 650
Chicago, IL 60606
Phone: +1.313-228-4510
Email: michael.theut@ventivtech.com
Website: www.ventivtech.com
Ventiv Technology is a leading provider of claims administration, risk and safety management business solutions to joint powers authorities, risk pools and public entities. Ventiv's software empowers pools and their members to replace manual processes with automated workflows; consolidate redundant systems into a single solution; and provide complete, high-quality data to brokers, actuaries and underwriters for improved coverage and pricing.

**Vision Service Plan (VSP)
Booth #213**

Contact: Theresa Callanan
3333 Quality Drive
Rancho Cordova, CA 95670
Phone: 916-858-5636
Email: theresa.callanan@vsp.com
Website: www.vsp.com
VSP Vision Care helps you avoid rising health care costs with affordable vision plans that your employees will love. VSP doctors can detect signs of costly, chronic conditions through the eyes – before symptoms emerge.

**Wells Fargo Insurance Services USA, Inc.
Booth #411**

Contact: Gergana Kmetova
1039-A North McDowell Blvd.
Petaluma, CA 94954
Phone: 707-773-1813
Email: gergana.n.kmetova@wellsfargo.com
Website: wfs.wellsfargo.com
Wells Fargo Insurance Services provides risk management insurance brokering specializing in property and casualty, workers' compensation and employee benefits for public entities and program management services including contract review, claims consulting, auditing, RFP coordination and assistance with third party administrator searches, data management and more.

**Work Comp Resolutions, Inc.
Booth #119**

Contact: Kris Bowen
P.O. Box 27340
Anaheim Hills, CA 92809
Phone: 714- 408-4429
Email: kbowen@wcrinc.net
Website: www.workcompresolutions.com
WCR provides aggressive defense lien negotiation including fee schedule expert and fast settlement walk through services which allow our clients to save costs and close claims faster. We work with our business partners to help mitigate costs and reduce litigation expense by using only Hearing Representatives.

**York Risk Services Group, Inc.
Booth #P310 & 311**

Contact: Jon Lord
750 The City Drive, Suite 350
Orange, CA 92868
Phone: 714-620-1375
Email: jon.lord@yorkrsg.com
Website: www.yorkrsg.com
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Wednesday, Sept. 16, 1:45pm—5:00pm

Hanna Brophy Booth, Exhibitor's Hall—Harrah's

Thursday, Sept. 17, 7:30am—2:15pm

Hanna Brophy Booth, Exhibitor's Hall—Harrah's

Thursday, Sept. 17, 10:00am—11:15am

Words of Wisdom on the Transition from Injured Worker to Employee

Quick Tips On: Supplemental Job Displacement Benefits

Work Restrictions • Effect of Utilization Review

Independent Medical Review on your Return to Work Program

Erica Ostberg, Associate Attorney, Redding Office

Roberto Gonzalez, Office Managing Attorney, Salinas Office

Thursday, Sept. 17, 5:00pm—6:00pm

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Sarah Meacham
Director
213.489.4075
meachams@pfm.com

Lesley Murphy
Senior Managing Consultant
415.982.5544
murphy@pfm.com

* PFM Asset Management LLC is registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940 and had \$100.8 billion in total assets, including \$59.2 billion in discretionary assets under management and \$41.6 billion in non-discretionary assets under advisement as of June 30, 2015. A copy of our Form ADV, Parts 2A & B is available upon request.



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