



ONSITE GUIDE

**CAJPA 2016 FALL CONFERENCE & TRAINING SEMINAR
SEPTEMBER 13 - 16, 2016
SOUTH LAKE TAHOE**



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★ EXHIBITORS ★

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Alliant looks forward to continuing as a supporter of the California Association of Joint Powers Authorities and its Membership for many years to come.

Daniel Howell
Managing Director
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Mary Wells
Senior Vice President
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★ WELCOME MESSAGE ★

CAJPA's 35th Annual Fall Conference – Igniting the CAJPA Spirit: Doing Great Things – is an “American Icon” themed event with over 30 sessions, three powerful keynote speakers and abundant networking opportunities. CAJPA's fall conference is amazing because it superbly blends familiarity with freshness. 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.

The conference will be kicked off with our opening keynote speaker **Salvatore Guinta**. “Sal” Guinta was awarded the Medal of Honor in 2010 by President Barack Obama for his heroic efforts, extraordinary gallantry, unrivalled courage and selfless leadership in action in both Iraq and Afghanistan. Guinta is the first living recipient of the Medal of Honor for service in Iraq or Afghanistan and the first living service member to be awarded the Medal of Honor since the Vietnam War. He will share, inspire and encourage attendees to ignite the CAJPA Spirit and do great things!

Thursday's luncheon speaker is an “I can't believe it” type of surprise speaker who hails from the Nation's Capital.

Friday's closing speaker, **Mike Madrid**, will provide attendees a look at California's political polls and explain what they mean to us. Madrid has developed new data and analytic approaches to political modeling which allows him to share insights, identify trends, make predictions and explain voter behavior. Madrid's straight forward and entertaining style will keep attendees in their seats right up to the close of the conference.

On behalf of the CAJPA Board of Directors and members of the Professional Development Committee, welcome to the 35th Annual CAJPA Fall Conference. Be ready to learn, get ignited and be reinvigorated.

None of this would be possible without the generous support of CAJPA's exhibitors and sponsors who are the cornerstone of this event. Be sure to visit the exhibit hall frequently and hear firsthand about the services and products essential to risk sharing pool operations.

Lastly, at the close of the conference, a survey will be distributed via email asking for your feedback. Please take a moment to complete it and share your comments so that we can continue to provide you with a successful experience.

We encourage you to take advantage of all the CAJPA conference has to offer. Thank you for spending these days with CAJPA and we salute your commitment to public service and serving your constituents.

David Clovis
President

Karla Rhay, PhD
Vice President &
Professional Development
Committee Chair



Conference Information and Reminders

The registration envelope contains a badge, ribbons (if applicable), and drink tickets for each of the Tuesday night, Wednesday night and Thursday night receptions.

Badges are required for admittance to all conference events. Attendees must wear a 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 educational 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 attendance and help track the sessions 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 the name badge, as it has the badge number needed to print the certificate.** It is recommended attendees also keep a record of the sessions attended to make sure all sessions have been properly recorded. Also, scanning in helps track how many people attend each session. All information is confidential. CAJPA will not share attendance records or information without the prior approval of the attendee.

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.

Exhibit Hall: Don't forget to visit the Exhibit Hall. The participation of our exhibitors and sponsors are vital to the success of the conference. Be sure to take the time to meet with them and thank them for their continued support.

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, all held in the Flying Cloud meeting room at the Lake Tahoe Resort.

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 old friends.

Non-Smoking: All conference events and meeting spaces are non-smoking.

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

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 Guidebook conference mobile app sponsored by **Keenan & Associates**.

Keenan
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★ SCHEDULE AT A GLANCE ★

Tuesday, September 13, 2016

8:30 a.m. – 2:00 p.m.

28th Annual Frank James Invitational Golf Tournament

Lake Tahoe Golf Course

(All proceeds will benefit the Joseph Farrell Memorial Scholarship)

(Check-in at 8:30 a.m.; shotgun start at 9:30 a.m.)

1:00 p.m. – 5:00 p.m.

Exhibitor Registration and Booth Set Up

Harrah's, 2nd Floor Conference Center

3:00 p.m. – 6:00 p.m.

Registration Open

Harrah's, 2nd Floor Conference Center

5:00 p.m. – 6:30 p.m.

Welcome Reception and Golf Awards

*New Location

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

Wednesday, September 14, 2016

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. – 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, Salvator "Sal"

Guinta

Harrah's, South Shore Room

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. – 1:30 p.m.

Lunch on Your Own

1:30 p.m. – 2:15 p.m.

Dessert Break in the Exhibit Hall

Harrah's, 2nd Floor Conference Center

2:00 p.m.

Prize Drawing, Trip for Two to Philadelphia

CAJPA Town Square, Exhibit Hall, 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. – 4:00 p.m.

Smoothie and Yoga Break

Lake Tahoe Resort, Atrium



4:00 p.m. – 5:15 p.m.

- Educational Sessions, Lake Tahoe Resort & Harrah's, South Shore Room

5:15 p.m. – 6:30 p.m.

Networking Reception

Harrah's, South Shore Room

8:30 p.m. – 12:00 Midnight

Late Night Party

Snacks and Networking

Harrah's, South Shore Room

11:00 p.m.

Prize Drawing

Trip for Two to Boston

Harrah's, South Shore Room

Thursday, September 15, 2016

6:30 a.m. – 7:30 a.m.

Walk to the Lake with Jack

7:30 a.m. – 12:15 p.m.

Registration Open

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 9:00 a.m.

Continental Breakfast in Exhibit Hall

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 11:30 a.m.

Professional Headshots

Harrah's, 2nd Floor Conference Center

8:00 a.m. – 8:30 a.m.

CAJPA General Membership Meeting

Lake Tahoe Resort

8:30 a.m. – 9:45 a.m.

Educational Sessions

Lake Tahoe Resort & Harrah's, South Shore Room

8:30 a.m. – 9:35 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 a.m.

- Educational Sessions, Lake Tahoe Resort & Harrah's, South Shore Room
- Words of Wisdom, Lake Tahoe Resort, Flying Cloud

11:45 a.m. – 12:00 p.m.

Grand Prize Drawing, CAJPA Town Square

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



12:15 p.m. – 1:45 p.m.

Recognition Luncheon

Harveys, Emerald Bay Ballroom

Keynote speaker: Special Guest from our Nation's Capital

1:30 p.m. – 1:45 p.m.

Prize Drawing

Trip for Two to Washington D.C.

Harveys, Emerald Bay Ballroom

12:15 p.m. – 3:00 p.m.

Exhibit Hall Breakdown

Harrah's, 2nd Floor Conference Center

2:00 p.m. – 3:15 p.m.

- Educational Sessions, Lake Tahoe Resort & Harrah's, South Shore Room
- Words of Wisdom, Lake Tahoe Resort, Flying Cloud

3:15 p.m. – 3:45 p.m.

Smoothie and Yoga Break

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. – 6:30 p.m.

County Fair Reception

Sand Harbor, Harrah's

Friday, September 16, 2016



7:30 a.m. – 10:00 a.m.

Legislative Update and Full American Breakfast Buffet

Lake Tahoe Resort, Ballroom

Keynote speaker Mike Madrid, Principal, GrassRootsLab

10:00 a.m. Conference Concludes





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★ DECLARATION OF EVENTS ★

Tuesday, September 13, 2016

8:30 a.m. – 2:00 p.m.

28th Annual Frank James Invitational Golf Tournament

Lake Tahoe Golf Course

(Check-in at 8:30 a.m.: Shotgun start at 9:30 a.m.)

Title Sponsor: Ringler & Associates Office of Noah S.A. Schwartz



1:00 p.m. – 5:00 p.m.

Exhibitor Registration and Booth Set Up

Harrah's, 2nd Floor Conference Center

3:00 p.m. – 6:00 p.m.

Registration Open

5:00 p.m. – 6:30 p.m.

Welcome Reception & Golf Awards

Harrah's Exhibit Hall

2nd Floor Conference Center

Sponsored by: Schools Excess Liability Fund (SELF)



Wednesday, September 14, 2016

6:30 a.m. – 7:30 a.m.

Walk to the Lake with Jack

Please meet Jack Blyskal in the lobby of the Lake Tahoe Resort.

7:30 a.m. – 5:00 p.m.

Registration Open

7:30 a.m. – 9:00 a.m.

THRIVE Breakfast in Exhibit Hall

Harrah's, 2nd Floor Conference Center

Sponsored by: Kaiser Permanente/Kaiser on the Job



9:00 am – 10:15 am

Opening Session with Keynote Salvatore "Sal" Guinta, From Fast Food Server to American Hero

Salvatore "Sal" Guinta has a remarkable story to tell. While working at a sandwich shop at 17, he made a decision that would change his life. Guinta enlisted in the U.S. Army. When he retired in 2011, Guinta had completed two combat tours to Afghanistan totaling 27 months of deployment and was the recipient of

nation's highest military honor, the Medal of Honor.

On October 25, 2007, while conducting a patrol as team leader, Guinta and his team were navigating through the treacherous terrain of Afghanistan's Korengal Valley when they were ambushed. What he did next would earn him America's highest military award – the Medal of Honor. His story of bravery, selflessness and going beyond the call of duty is extraordinary and inspiring. Without hesitation, Guinta engaged the enemy and aided his wounded team members including rescuing an American injured soldier being carried away by two insurgents.



Thank you, AIMS/AMC for sponsoring the Hotel Room Keys



Thank you, Anthem Blue Cross for sponsoring the Professional Headshot Station



For his extraordinary gallantry, unrivalled courage and selfless leadership in action on October 25, 2007, Sal Giunta was awarded the Medal of Honor by President Barack Obama. Staff Sgt. Giunta was the first living recipient of the Medal of Honor for service in Iraq or Afghanistan, the first living service member to be awarded the Medal of Honor since the Vietnam War and the eighth service member to receive the nation's highest military decoration for valor in Iraq and Afghanistan. He is the author of *Living with Honor*.

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
Specialty coffees will be served in the Exhibit Hall

Sponsored by: Carl Warren & Company



CARL WARREN & COMPANY

10:15 a.m. – 2:15 p.m.

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. No appointment necessary, based on first come, first served.

Sponsored by: Anthem Blue Cross



11:00 a.m. – 11:30 a.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort
Navitus Health Solutions LLC

How to Turn Words Into Action In Two Minutes or Less

Presented by Teri Goudie, Founder, Goudie Media Services

Learn a stronger way to speak, write and lead in what many call a Twitter world from one of the world's top communication strategists and former ABC News journalist, Teri Goudie. This proprietary method developed by Goudie can turn words into action, in two minutes or less. You can easily apply this method in presentations, media interviews, customer calls, meetings and email. Some of the world's top CEOs, doctors, lawyers, athletes, scientists and technologists, as well as such clients as GE, Abbott, Google, United Airlines, Invitae and Navitus Health Solutions, use this approach. Goudie places a strong emphasis on the art of storytelling, the use of verbal pictures and how to change questions as a way to spur partnership and growth.

11:45 a.m. – 12:15 p.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort
Alliant Insurance Services Inc.

The Small Details of Managing a JPA

Presented by Lilian Vanvliet, Senior Vice President California Government Code Section 6500 established California Joint Powers Authorities (JPAs) for the purpose of jointly agreeing to perform a specific service for each of its member agencies. Discussions will examine what JPAs should know surrounding the areas of general management, fiscal solvency, program viability, board relations and claim's management while remaining centered on member needs and program transparency in an environment where public entities are being scrutinized regardless of their location or size.

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

Starting at the Finish Line: Applying an Outcomes-Based Approach to Workers' Compensation

Location: Emerald/Nevada Room, Lake Tahoe Resort

As an industry, workers' compensation understands that it needs to focus on outcomes to improve every step in the claims management process. Getting to that finish line, however, is a little trickier. The industry is slowly moving away from a transaction-based model of care towards a healthcare delivery system that maximizes access to services, reduces the cost of care, complications and time away from work. Presenters will share insights into selecting the right data to measure as well as the top questions to ask when taking such an outcomes-driven approach with claims, in order to ensure the best possible results. The session will walk participants through the claim process but with a twist – instead of starting at the beginning it will start at the end of the claims journey and point out key considerations that must

continues on next page

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**Thank you, Bickmore for sponsoring
the Networking
Reception**



**Thank you, Hanna Brophy for sponsoring
the Travel Bag Tag, Luncheon Centerpieces
and a carnival Game at
the County Fair Event.**



be taken into account in order keep claims on track to get the desired outcomes.

At the completion of this session, attendees will be able to:

- Differentiate which questions to ask when taking an outcomes-driven approach with claims
- Identify key considerations that must be taken into account in order to keep claims on track
- Select top-performing doctors so that injured workers receive the best quality care

Speakers:

- Kent Spafford, Senior Advisor, Board of Directors, One Call Care Management
- Alex Swedlow, President, California Workers' Compensation Institute

Moderator: Janet Selby, Executive Director, North Bay Schools Insurance Authority

Interest areas: Workers' Compensation, Healthcare

Thank you, Intercare Holdings Insurance Services, Inc. for sponsoring the Spiral Bound Notebook



Thank you, Kaiser Permanente/Kaiser on the Job for sponsoring the "THRIVE" breakfast



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.

IEA Continuing Education Credits are available for several sessions and noted in the program details.

After Ferguson: Police Use of Deadly Force, an Uncertain Future

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

This session will cover the legal evolution of police uses of force; changes in police training on deadly force; police handling of mentally ill and a duty to accommodate; new liability for police command staff and supervisors. Speakers will discuss a way forward in the face of increased public scrutiny and changing case law, go over what judges and juries think and how do they decide cases.

At the completion of this session, attendees will be able to:

- Evaluate the risk and liability from police use of deadly force;
- Work with your police agency on training and policies for police use of force; and
- Devise a successful strategy for defending a federal civil right action.

Speakers:

- Gregory M. Fox, Partner, Bertrand, Fox, Elliot, Osman & Wenzel
- Richard W. Osman, Partner, Bertrand, Fox, Elliot, Osman & Wenzel

Moderator: Steven Schwarz, Risk Manager, City of Fremont

Interest areas: JPA Board, Pool Manager, General Interest, Property & Liability

Grasp Your Actuarial Report in 15 minutes!

Location: Tallac Room, Lake Tahoe Resort

This session will allow board members and staff to gain understanding and extract critical conclusions from the actuarial report in 15 minutes. The actuarial report is intimidating and laden with numbers. However most users only see it for a few minutes once a year and have to make critical financing decisions and due diligence in satisfying their fiduciary responsibility without fully understanding. This session will address what is important and how to ask intelligent questions without sweating through the report! This interactive session will facilitate participants to address questions they were otherwise hesitant to ask in board meetings.

At the completion of this session, attendees will be able to:

- Understand how the actuarial valuation is done and what is important for your needs
- Learn to quickly extract and understand key conclusions that meet your needs
- Learn how to leverage the report for your risk management use, like trends of large claims and frequency of claims

Speaker:

- Mujtaba Dattoo, ACAS, MAAA, FCA, Actuarial Practice Leader, Aon Risk Solutions

Moderator: Roger Carroll, CPA, ARM-P, CPFIM, CFO, Town of Loomis

Interest areas: Finance, Workers' Compensation, JPA Board, Pool Manager, Property & Liability



Top Five Things Every Board Member Needs to Know

Location: Meteor/Mamie, Lake Tahoe Resort

This session will discuss the core vision and attitudes pool board members should develop and how this becomes the foundation of success of the pool, including member and board member roles in achieving the pools overall goals.

At the completion of this session, attendees will be able to:

- Better understand the big picture of what we are doing in pooling
- What it takes for the pool to be successful
- What are the member and board member roles in achieving the pool goals

Speaker:

- James Marta, CPA, CGMA, ARPM, Managing Partner, James Marta & Company LLP

Moderator: Suzanne Trowbridge, Vice President Property & Casualty, Keenan

Interest areas: JPA Board, Pool Manager, General Interest

What Will the Election Mean for the Future of Health Care and the ACA?

Location: South Shore Room, Harrah's

Rates are increasing more than expected in health care exchanges. Prescription drug expenses are out of control. The Cadillac Tax has been postponed to 2020. The biggest health plans and hospital systems are getting bigger and bigger. Medicare is expected to exhaust its reserves in just 12 years. There is a feeling that Congress is barely able to function. Learn how the economy, marketplace trends, technology and the Affordable Care Act (ACA) influence the cost and availability of health coverage and what tactics public employers are considering and implementing to mitigate the skyrocketing cost of health benefits.

At the completion of this session, attendees will be able to:

- Understand how marketplace trends, technology and the ACA influence the cost of health care coverage
- Apply the lessons learned by public employers who have already introduced lower cost and lower benefit health plans
- Visualize how changing health plan options can occur

Speaker:

- Tom Sher, Senior Vice President, Alliant Insurance Services

Moderator: John Stenerson, Deputy Executive Officer, Self-Insured Schools of California (SISC)

Interest areas: Healthcare, Pool Manager, JPA Board, General Interest

12:15 p.m. - 1:30 p.m.

Lunch on Own

1:30 p.m. - 2:15 p.m.

Dessert Break in Exhibit Hall

Sponsored by: Scholar & Associates



Scholar Associates

A Scholar Reinsurance client service provider

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

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

Hanna Brophy

Leading Through Change

Presented by Leslie Tuxhorn, Hanna Brophy Firm Managing Partner

Organizations of all sizes will experience change somewhere down the line and it's up to its leader to create an atmosphere of effective adaptation. The best organizations have managers that know how to lead through change better than anyone else, as well as bring out the best in their people. Leslie Tuxhorn will discuss important strategies to lead through change, highlighting how leadership and management are two different but complimentary skill sets that all companies need.

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

Flood, Mold and Sick Employees! Oh No! Anatomy of an IAQ Nightmare and How to Solve It

Location: Emerald/Nevada Room, Lake Tahoe Resort

Schools and public entities have been inundated with mold, mildew and water at their facilities during the past two winters. Heavy rains and deluges have found buildings vulnerabilities. Employees have not been trained in what to do after a location is flooded. This session will cover two such incidents, one in a school, and one in a public hospital. This presentation will cover what you need to know if you have a space that has been flooded. Presenters will go over the protocols a public entity must follow, concerns from the occupants of the buildings (employees, patients, students, parent volunteers) and how to address them, and the type of air and surface testing that would be recommended. The session will include what type of insurance policies may be in play, what deductibles may apply, and how to get everyone to play nicely in the sandbox during a claim.

At the completion of this session, attendees will be able to:

- Know what steps to take when you have water inundation and mold in a building
- Understanding the anatomy of a mold incident and the sequencing of events in solving the issue
- If you carry mold insurance, understanding how these policies work and the issues you will face in getting them to pay the claims

Speakers:

- Cathy Reineke, Executive Director, San Mateo County Schools Insurance Group
- Robert Frey, Senior Vice President, Regional Claims Director, Alliant Insurance Services
- Chip Prokop, IAQ Expert, Air & Water Sciences, Inc.
- Don Moser, President, All County Environmental & Restoration Inc.

Moderator: C. Paul Frydendal, CPA, COO, Special District Risk Management Authority

Interest areas: Workers' Compensation, Healthcare



Using Structures to Evaluate, Value, Negotiate and Settle Liability Claims

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

This session will discuss the ways in which to use a consultant and a structured settlement annuity to help the entity thru the life of the litigation process. From the beginning to the end, the structured settlement concept and “team” approach can be used as tools for evaluating, valuing, negotiating and settling liability cases. This session will include a quick review of the basics in structured settlements to serve as a foundation for advanced topics and discussions, how to use structures to evaluate the present value and a base for negotiations and more.

At the completion of this session, attendees will be able to:

- Thoroughly understand the basic components of a structure
- Be comfortable with the advanced application during the litigation process
- Understand how to use the structured settlement consultant and the “team approach” as a valuable tool to a satisfactory resolution

Speakers:

- Noah S. A. Schwartz, CSSC, Settlement Consultant and President, Ringler & Associates Office of Noah S.A. Schwartz
- Carl Fessenden, Attorney, Porter Scott
- Heather Fregeau, Liability Claims Manager, CSAC Excess Insurance Authority

Moderator: Randy Lingenfelter, Senior Liability Claims Specialist, CSAC Excess Insurance Authority

Interest areas: [Property & Liability](#), [Pool Manager](#), [General Interest](#)

Investment Compliance and Updates

Location: Tallac Room, Lake Tahoe Resort

Money market fund reform and Basel banking regulations are changing the options public agencies have employed for managing liquidity and short-term investments. This session will provide details on how money market funds are changing and the guidance GASB 79 has provided to local government investment pools allowing them to maintain their stable NAV reporting. The session will also discuss how Basel III regulations are causing banks to change their approach to providing deposit services to public agencies.

At the completion of this session, attendees will be able to:

- Understand the evolving regulatory and market changes impacting the fixed-income markets
- Identify the risks and opportunities involved with this changing investment environment
- Understand strategies for optimizing the management of your agency's portfolio in the current environment

Speakers:

- Sarah Meacham, Director, PFM Asset Management, LLC
- Martin Cassell, President, Chandler Assets

Moderator: Dianna Sutton, Finance Manager, ACWA JPIA

Interest areas: [Pool Manager](#), [JPA Board](#), [Finance](#), [General Interest](#)

JPA's--Beyond Risk Management

Location: Meteor/Mamie Room, Lake Tahoe Resort

Since the beginning of self-insurance JPA's in the 1970's, their focus has been to provide group self-funding, joint purchase of commercial insurance, and risk management services to their members. Some CAJPA members have expanded into new areas of services to their members. These areas will be discussed, as well as other opportunities for expanding the relevancy of JPA's in the future.

At the completion of this session, attendees will be able to:

- Understand the historical role of self-insurance JPA's in California
- Learn what JPA's are doing to further support their members' objectives
- Start thinking about ways that their own JPA might explore to improve their value

Speakers:

- Gregory L. Trout, Managing Director, Bickmore
- Martin Brady, Executive Director, Schools Insurance Authority

Moderator: Rick Brush, Chief Member Services Officer, CSAC Excess Insurance Authority

Interest areas: [General Interest](#), [JPA Board](#), [Pool Manager](#)

Wellness as Union Business – Building Union Champions to Promote Wellness in Public Agencies

Location: South Shore Room, Harrah's

Labor unions play a unique role in promoting health and wellness for their members. Engaging unions as leaders and champions can support successful design and implementation of wellness policies and increased employee participation in programs. In this session we will discuss steps for productive wellness conversations with unions that build sustainable partnership for your employee wellness program. This session will also discuss how to identify key partners and resources for success, as well as opportunities for engaging union champions.

At the completion of this session, attendees will be able to:

- Identify how unions can support sustainable wellness initiatives
- Utilize critical talking points for discussing wellness with unions
- Take next steps to develop a wellness partnership with their employee unions

Speaker:

- Tamar Schnepf, Union Engagement Leader, Kaiser Permanente

Moderator: Norm Lefmann, Assistant Executive Officer, California Joint Powers Insurance Authority

Interest areas: [Healthcare](#), [Human Resources](#), [Pool Manager](#), [JPA Board](#)



3:30 p.m. – 4:00 p.m.

Smoothie and Yoga Break at the Lake Tahoe Resort Atrium

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

Sponsored by: George Hills Company, Inc.



4:00 p.m. – 5:15 p.m. - **Educational Sessions**

Injured Workers are People, Too

Location: Emerald/Nevada Room, Lake Tahoe Resort

Unfortunately, in workers' compensation, an adversarial relationship can often develop between an employer (and its support team) and the employee (and his/her representation). Being an empathetic patient advocate, making the hard (not easy) choices, focusing on evidence based medicine, and using supportive communication techniques can produce better outcomes. Treating an injured worker as just a number or claimant can create obstacles to return to function and return to work. Working as a team instead of as enemies is imperative. "Injured Workers are People Too" will define what is at stake, provide a glimpse into the impact a workplace injury has on an employee, and offer tangible methods to create a collaborative environment, all in a highly conversational method to spark dialogue in the room and back at the office.

At the completion of this session, attendees will be able to:

- Understand the injured worker's point of view and the impact a workplace injury has on a person's life
- Learn compassionate communications techniques
- Learn how to change processes and communication styles to humanize the process and improve patient outcomes

Speaker:

- Mark Pew, Senior Vice President, PRIUM

Moderator: Jeff Rush, Workers' Compensation Program Manager, California Joint Powers Insurance Authority

Interest areas: Workers' Compensation, Healthcare, Human Resources

Active Shooter Awareness

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

An active shooter is an individual actively engaged in attacking with the intent to inflict damage and injury, through the use of deadly force, whether it be through the use of firearm(s), edged weapons, improvised explosive devices, a vehicle, or even a blunt instrument that can inflict significant injury. Statistically speaking citizens will likely be the true first responders to an active shooter event. Law enforcement, fire and EMS will serve as secondary responders. This course provides attendees with an introduction to the concepts that

will enable them to be more aware of their surroundings, understand how to be better prepared, recognize reaction options when faced with a critical situation, and understand what to expect from a law enforcement response.

At the completion of this session, attendees will be able to:

- Understand Situational Awareness, Survival Mindset, and Preparation
- Become Knowledgeable in Event Response (Run-Hide-Fight)
- Understand Expected Public Safety Actions

Speaker:

- Special Agent Glenn Norling, Federal Bureau of Investigation

Moderator: Janet Selby, Executive Director, North Bay Schools Insurance Authority

The Advantages and Risks of Social Networks: A Look into the Future

Location: Tallac Room, Lake Tahoe Resort

What must employers and employees know in 2016 about proper and improper use of social media in the workplace? Using practical examples of daily challenges, the program will provide clear guidance on when social media can be used to hire, counsel and fire employees; address privacy and "free speech" rights; and develop safe policies and procedures for using social media safely to promote public agencies' programs.

At the completion of this session, attendees will be able to:

- Have a springboard to assess their organizations social media policies.
- Understand the costs and risks of not having or enforcing a social media policy.
- Have an understanding of how social media is used in other areas of concern such as the workers' compensation arena.

Speakers:

- Robert A. Cutbirth, Partner, Tucker Ellis LLP
- Marc Leibowitz, Partner, Laughlin, Falbo, Levy & Moresi, LLP

Moderator: Colleen Abney, Property/Liability Claims Manager, North Bay Schools Insurance Authority

Interest areas: Human Resources, Loss Control, Technology, Workers' Compensation, Pool Manager, JPA Board



Controlling the Pain of E-Discovery- How Advanced Preparation and Effective Management Strategies can Reduce Costs, Stress on Staff Resources and Avoid Court Sanctions in Dealing with E-Discovery Requests

Location: Meteor/Mamie Room, Lake Tahoe Resort

A public agency must respond to a massive E-discovery request in 30 days. This will require the agency to search its entire IT system for every electronic document such as e-mails, voice mails, text message, calendars and other files relevant to a laundry list of issues and people relevant to the litigation or face possible court sanctions. Responding to the ESI request will take a ton of money and staff time – where to begin? In federal court the issue of E-discovery is even more burdensome due to the requisite rules and guidelines issued by the court. The goal of this presentation is to help public officials not be caught flat footed when responding to time sensitive and burdensome requests for Electronically Stored Information (“ESI”). The presentation will provide the nuts and bolts of the best practices public agencies should implement before and after ESI requests are received. Attendees will understand how advanced preparation and effective management strategies will lessen the costs and burden on staff resources caused by ESI requests.

At the completion of this session, attendees will be able to:

- Learn what is ESI for legal purposes and why does it matter for litigation discovery demands and Public Records Act requests
- Learn what steps should be taken before a request is received to lessen the burden on staff time and costs
- Learn how to develop and manage “best practices” in ESI so to lessen the burdens of ESI discovery requests and to effectively respond to the requests

Speakers:

- Katherine Albert, Shareholder, Leone & Alberts
- Rebecca Moon, Senior Assistant City Attorney, City of Sunnyvale
- Don Vilfer, Director of Digital Forensics and E-Discovery, Calforensics

Moderator: Louis Leone, Share Holder, Leone & Alberts

Interest areas: Property & Liability, Finance, Technology, Human Resources

Thank you, Keenan & Associates for sponsoring the Conference Mobile App



Thank you, Munich Re for sponsoring the Conference Lanyards



5:15 p.m. – 6:30 p.m.

Networking Reception

Location: Harrah's, South Shore Room

End the day by meeting up with friends and colleagues to discuss the news of the day at the networking reception. Enjoy some good old hometown USA foods and interesting conversation in the comfortable South Shore room. Each attendee will receive one drink ticket to be used during the reception.

Sponsored by: Bickmore

Bickmore

8:30 p.m. – 12:00 Midnight.

Late Night Party

Location: Harrah's, South Shore Room

Join CAJPA for a private party in the South Shore Room! The night's event will have music, dancing, and karaoke (back this year by popular demand!). There will be dessert, late night snacks, specialty cocktails and a green screen photo booth. Each attendee will receive two drink tickets to be used during the late night party. Come dance and sing the night away showing your CAJPA spirit!

Sponsored by: Markel Global Reinsurance



Thank you Navitus Health Solutions LLC for sponsoring the Opening Keynote Speaker, Salvador "Sal" Guinta



Thank you, York Risk Services Group, Inc. for sponsoring the Stain Removal Stick and the Grand Prize Drawing located in the conference tote bag



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



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JOIN US FOR THE FOLLOWING PRESENTATIONS

WEDNESDAY, SEPTEMBER 14TH

Hanna Brophy's Firm Managing Partner, Leslie Tuxhorn,
"Leading through Change", **2:15 PM** in the **Flying Could Room**

THURSDAY, SEPTEMBER 15TH

Hanna Brophy Partners, Pat McAleer and Kevin Roberts along with a panel
of special guests discuss "The State of the State", **2:00 PM** in the **Emerald Room**

• **Workers' Compensation Defense**

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- Labor Code § 132a Defense
- Serious & Willful Misconduct
- Cal/OSHA Defense

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Thursday, September 15, 2016

6:30 a.m. – 7:30 a.m.

Walk to the Lake with Jack

Please meet Jack Blyskal 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. – 12:15 p.m.

Exhibit Hall Open

Harrah's, 2nd Floor Conference Center

7:30 a.m. – 11:30 a.m.

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.

Sponsored by: 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 (use appropriate logo)

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

WC Fraud Solutions from Lead Prosecutor & SIU

Location: Emerald/Nevada Room, Lake Tahoe Resort

Separate the "urban legends" from the facts regarding prosecuting workers' compensation fraud. This dynamic and interactive session will provide an inside look at workers' compensation fraud by a lead prosecutor with the Insurance Fraud Division and an SIU expert. Identify the latest fraud schemes and trends in the workers' compensation arena and what to expect in the future. Gain an understanding of what is needed by the prosecutor to convict for fraud and avoid the pitfalls of cases that fall apart. This insightful presentation provides employers, risk managers, defense attorneys and claim teams with tools they can utilize immediately to successfully combat abuse and prosecute fraud.

At the completion of this session, attendees will be able to:

- Identify the latest fraud trends and what to expect in the future
- Build a strong case and avoid the pitfalls of cases that fall apart
- Understand how teamwork is essential to successfully combatting fraud; the roles of each team member are defined including claim professional, employer, medical provider, defense attorney, SIU and prosecuting attorney

Speakers:

- Janelle Crandell, Deputy District Attorney, Amador County District Attorney's Office
- Dalene Bartholomew, CFE, CIFI, Vice President, Probe Information Services, Inc.

Moderator: Tani Bragg, VP Public Entity Account Manager, York Risk Services Group

Creating a School District-Wide, Action-Based Child Abuse Prevention Plan (Part 1)

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

Claims of child abuse and molestation seem to be everywhere. The headlines are filled with reports of multi-million dollar settlements and verdicts. It is changing how the insurance markets look at schools and how risk-sharing pools manage member contributions. This session will introduce specific steps to create an environment where child molesters' access and behaviors are restricted through clearly defined boundaries that, when followed, will significantly reduce the risk of a child being sexually abused. Specifically, we will discuss child protection focused applicant screening processes and boundary policies.

At the completion of this session, attendees will be able to:

- Create a screening process that minimizes unknowingly hiring a child molester
- Deter child molesters from wanting to work for you and identify potential child molesters already working for you
- Establish boundaries that intercede with child molesters' risky behaviors

Speaker:

- Diane Cranley, Founder & President, Talk About Abuse to Liberate Kids, Inc. (TAALK)

Moderator: Douglas Ross, Schools Association for Excess Risk (SAFER)

Interest areas: Risk Managers, Human Resources, Pool Managers, JPA Board, General Interest

Vendors Authorized or Be Penalized: Top 10 Tips for Public Agencies

Location: Tallac Room, Lake Tahoe Resort

Prevailing wage requirements are always changing. SB 854 imposed additional obligations on agencies and contractor from registering every project with the DIR (PWC-100 forms), to new requirements for "registered contractors" and more. Come learn the top 10 tips to make sure your public works projects meet prevailing wage requirements. Since the recent trailer bill, many of our members are unaware of the hidden costs they may be penalized. This is a session on how to be in compliance without incurring fees.

At the completion of this session, attendees will be able to:

- Understand SB 854 obligations for public agencies
- Identify projects with special prevailing wage requirements
- Apply best practices for managing prevailing wage projects

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Speaker:

- Deborah Wilder, President, Contractor Compliance and Monitoring Inc.

Moderator: C. Paul Frydendal, CPA, COO, Special District Risk Management Authority

Interest areas: General Interest, Finance

“Igniting” Your Pool’s Funding Policy

Location: Meteor/Mamie Room, Lake Tahoe Resort

A sound funding policy is the framework for success in making financial decisions for a pool, including how annual premiums are determined, how much is “enough” when establishing reserves, and when to pay dividends or levy assessments. This session will explore how to establish or review a policy by identifying and agreeing on a pool’s objectives, the key benchmarks to use in evaluating financial health, and how to tell if a pool is “Doing Great Things” or needs a boost of “CAJPA Spirit”.

At the completion of this session, attendees will be able to:

- Identify their pool’s funding philosophy and objectives
- Develop and/or evaluate their pool’s funding policy
- Measure success and react to obstacles in achieving funding objectives

Speaker:

- Marcus Beverly, CPCU, AIC, ARM-P, First Vice President, Alliant Insurance Services

Moderator: Melaina Frances, Regional Risk Manager, California Joint Powers Insurance Authority

Interest areas: JPA Board, Finance, Pool Manager

Handling Religious Issues in the Public Workplace: More Important Now than Ever

Location: South Shore Room, Harrah’s

Given the current political climate, public employers face difficult challenges in the workplace to ensure that employee rights regarding expression of their religion are preserved. Employers’ failure to adhere to federal and state anti-discrimination and harassment laws may lead to costly litigation. This seminar will explore various topics concerning religion in the public workplace, including anti-discrimination and harassment employment laws with respect to religion, the rights of employees to practice or express their religious views, combating workplace harassment on the basis of religion, observance of religious rituals and holidays and more.

At the completion of this session, attendees will be able to:

- Identify key issues facing employers with respect to religion in the workplace
- Understand the current state of the law with respect to religious rights and anti-discrimination
- Gain insight into how to resolve religious employment issues in the workplace

Speakers:

- Paul V. Carelli IV, Partner, Stutz, Artiano, Shinoff & Holtz
- Daniel R. Shinoff, Partner, Stutz, Artiano, Shinoff & Holtz

Moderator: Maria Galvan, Regional Risk Manager, California Joint Powers Insurance Authority

Interest areas: Human Resources, General Interest, Pool Manager, JPA Board

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

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

Blue Shield of California

Presented by Bill Panek, M.D.,

Markets Medical Director, Blue Shield of California

This Words of Wisdom session will take a look at current healthcare initiatives and how aligning healthcare entities towards the same goals benefits member populations.

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

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

Anthem Blue Cross

Anthem Blue Cross Training Specialist Alvina

Anderson will lead a session on Body Language!

Did you know?

- You have about 1/10 of a second make a good first impression on a stranger.
- Your bellybutton may be the window to your mind.
- Power posing helps reset your brain.
- Do you want to learn more about this? (YES!)
- Please join us to learn more about how to build better rapport through body language.

This training is designed to empower attendees to deliver the best first impression and maintain the most authentic rapport by using and interpreting body language correctly. This is significant because body language can make up to 50 percent or more of your communication.

10:45 a.m. – 11:15 a.m.

Words of Wisdom

Flying Cloud, Lake Tahoe Resort

Bickmore

Achieving Safety Nirvana

Presented by Jeff Johnston, CSP, ARM, ALCM,

Bickmore Risk Control Director and Enriqueta Castro, CSP, Bickmore Risk Control Manager

Is it possible to make safety fun and simple? This session is all about bringing ideas to the table to break the safety geek stereotype. Learn about the cultural momentum that can be achieved by providing short modular training resources that are both entertaining and informative. From developing your own quick videos that address specific exposures to creating targeted materials that are appealing and timely, you will learn how this approach helps breakdown employee resistance to fully committing and participating in your agency’s safety programs.



9:45 a.m.-10:00 a.m.

Specialty Coffee Break

Lake Tahoe Resort

Sponsored by: PFM Asset Management



PFM Asset Management LLC

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

CA Drug Formulary Update

Location: Emerald/Nevada Room, Lake Tahoe Resort

The opioid epidemic and rising pharmaceutical costs has California workers' compensation system stakeholders evaluating solutions to improve quality of care, utilization and cost controls. Governor Brown recently signed AB 1124 into law which calls for the creation and implementation of a workers' compensation drug formulary. Speakers will present new data on pharmacy utilization and cost, opioid usage patterns and the potential role of a formulary to improve quality of care and reduce cost. An update on the status of AB 1124's details and implementation schedule.

At the completion of this session, attendees will be able to:

- Cite recent trends on changes in pharmaceutical (and opioid) utilization and cost
- Understand the rationale and potential value of a formulary on quality of care and cost
- Plan for the pending implementation of the state formulary

Speakers:

- Alex Swedlow, President. California Workers' Compensation Institute
- Christine Baker, Executive Director, Department of Industrial Relations

Moderator: Martin Brady, Executive Director, Schools Insurance Authority

Interest areas: Workers' Compensation, Healthcare, General Interest

Creating a School District-Wide, Action-Based Child Abuse Prevention Plan (Part 2)

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

A detailed plan for a school district to verify whether a current online child abuse reporting training program is fulfilling its objective will be discussed. What steps can be taken to "fill in the gaps." Specific tools will be addressed that can be used to implement staff evaluations and program & policy audits.

At the completion of this session, attendees will be able to:

- Develop policies and programs that facilitate reporting and minimize risk of abuse.
- Evaluate the effectiveness of your current child abuse reporting training
- Implement the use of new tools to replace or supplement your child abuse reporting and recognition training programs

Speakers:

- Diane Cranley, Founder & President, Talk About Abuse to Liberate Kids, Inc. (TAALK)
- Tate Lounsbery, Attorney, Lounsbery Law

Moderator: Douglas Ross, Schools Association for Excess Risk (SAFER)

Interest areas: Risk Managers, Human Resources, Pool Managers, JPA Board, General Interest

Send in the Marines! Federal Oversight and the Alphabet Soup of Cybersecurity

Location: Tallac Room, Lake Tahoe Resort

For years cybersecurity was considered a highly specialized segment of the much larger tech industry, but times have changed. The explosion of options for accessing, processing and storing valuable data has created a playground for hackers with alarming results – making cyber risk management a crucial concern discussed in boardrooms across the country. Leadership at both the state and Federal level has responded to the problem by proposing and implementing a host of new regulations aimed at improving cyber security practices. Frameworks like NIST's Improving Critical Infrastructure Cybersecurity and the CISA Act of 2015 are valuable tools and can be used to implement meaningful protection at an organization.

At the completion of this session, attendees will be able to:

- Understand cyber risk management frameworks and how to get the most benefit from of them
- How new initiatives like NIST's Improving Critical Infrastructure Cybersecurity apply to the pooling community and local governments
- Draw practical guidance from these frameworks for improving security without breaking the budget

Speaker:

- Inga Goddijn, EVP and Managing Director of Insurance Services, Risk Based Security, Inc.

Moderator: Carl Sandstrom, Business Projects Manager, California Joint Powers Insurance Authority

Interest areas: Technology, General Interest, Pool Manager, JPA Board

New Paths in Litigation Management: Leveraging Data to Improve Outcomes and Cost

Location: Meteor/Mamie Room, Lake Tahoe Resort

With rising workers' compensation costs, organizations are under increasing pressure to manage loss and expenses. Now Allocated Loss Adjustment Expenses (ALAE) are the fastest growing component of the average workers' compensation claim, medical inflation largely flattening in 2015. But what factors really drive litigation costs and what can we do about them? The session will help an organization improve insight into what drives costs and ultimately lower your organizations' claim outcomes.

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At the completion of this session, attendees will be able to:

- Gain a high level understanding of litigation cost-drivers and trends
- Understand new analytic model that reveal litigation performance
- Practical steps to improve workers' compensation costs

Speakers:

- Kevin Combes, Managing Consultant, Aon Risk Solutions, Risk Control, Claims & Engineering
- Pradnya Nimkar, ACAS, MAAA, Consultant & Actuary, Aon Risk Solutions, Actuarial & Analytics

Moderator: Craig Bowlus, ARM, Managing Director, Aon Risk Solution

Interest areas: Workers Compensation, Pool Manager, General Interest, JPA Board

On-site Clinics for Public Employers...Becoming the New Norm?

Location: South Shore Rooms, Harrah's

Public employers are struggling to maintain the benefits that differentiate us from the private sector. Some California public entities have taken the concept of using the on-site clinics to add value for employees from theory to reality. In the session, representative from these public entities will review the issues, challenges and successes associated to opening and maintaining an on-site clinic.

At the completion of this session, attendees will be able to:

- Know the circumstances that lead a public entity to establish an on-site clinic
- Understand the difficulties that may be encountered along the way
- Learn of different paths that have been taken in making them successful

Speakers:

- Andreas Pyper, Assistant Director: Human Resources, County of Santa Barbara
- Christy Patterson, Executive Director, Butte Schools JPA

Moderator: John Stenerson, Deputy Executive Officer, SISC

Interest areas: Healthcare, Workers' Compensation, Human Resources, Pool Manager, JPA Board

11:45 a.m. - 12:00 noon

Grand Prize Drawing! \$2000

CAJPA Town Square, Exhibit Hall, Harrah's, 2nd Floor Conference Center

Prize Drawing sponsored by: York Risk Services Group, Inc.



12:15 p.m. – 1:45 p.m.

Awards & Recognition Luncheon

Keynote Speaker: Special Guest from Our Nation's Capital
Harveys, Emerald Bay Ballroom
CAJPA's Thursday luncheon will be

extraordinary with recognition awards to key volunteers and a special invited guest who will offer a unique macro perspective on today's current events. CAJPA will announce the 2016 Volunteer of the Year and share association highlights from the last year. Attendees at the luncheon will be eligible for the trip to Washington DC and other raffle prizes. Guaranteed all attendees will leave with memories of a special event.

Luncheon Centerpieces sponsored by: Hanna Brophy



Prize Drawing Trip to Washington D.C. sponsored by: Markel Global Reinsurance



2:00 p.m. – 3:15 p.m. - Educational Sessions

State of the State: What California Employers Need to Know About the Latest Developments in Workers' Compensation

Location: Emerald/Nevada Rom, Lake Tahoe Resort

California employers need to stay current concerning the areas in which they have the greatest exposure for workers' compensation. This dynamic panel will cover the "Top 5" hot button areas in 2016 and beyond. A discussion of creative ways to mitigate damages, address industrial disability retirement claims, and close cases will provide attendees with key takeaways to help them better manage the risk in their workers' compensation program.

At the completion of this session, attendees will be able to:

- Identify "Top 5" hot button areas in 2016 and beyond
- Establish a strategic framework for addressing these issues in their organization.
- Understand the resources available to them for further study of these trending concerns.

Speakers:

- Pat McAleer, Attorney, Hanna Brophy
- Jen Hamelin, Workers' Compensation Claims Manager, CSAC Excess Insurance Authority
- Cindy Martin, Workers Compensation Administrator, Placer County

Moderator: Kevin Roberts, Managing Partner of Redding office, Hanna Brophy LLP

Interest areas: Workers' Compensation, Human Resources, Pool Manager, JPA Board



It's a Bird, It's a Plane, It's a Drone: Evaluating the Emerging Risk of Drones

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

During the 2015 holiday season, the Federal Aviation Administration estimated that around one million drones would be given as gifts. This seminar will explore the ever-changing state of the law in regards to drone usage. It will also address the emerging risks that public entities face, not only as they explore the usage of drones, but also as they encounter a public increasingly interested in operating drones in their own neighborhoods and communities. Finally, this seminar will provide risk management advice and tips for addressing drone usage by public entities and individuals.

At the completion of this session, attendees will be able to:

- Provide information regarding the current state of the law in regards to drone usage
- Identify potential claims that can arise with the use of drones
- Provide risk management advice to public entities regarding the use of drones by public entities or the public

Speakers:

- Mark Hazelwood, Partner, Allen Glaessner Hazelwood & Werth LLP
- Kimberly Chin, Attorney, Allen Glaessner Hazelwood & Werth LLP

Moderator: Kimberly Chin, Attorney, Allen Glaessner Hazelwood & Werth LLP

Interest areas: General Interest; Property & Liability, Pool Manager, JPA Board

An Ounce of Prevention: Using FLSA and PERS Audits to Minimize Agency Liability

Location: Tallac Room, Lake Tahoe Resort

Public agencies, including joint powers authorities, continue to face challenging economic conditions. Agencies confronted with pressures to reduce costs have asked what more can they do to minimize liabilities and save money. In this session, attendees will learn how conducting an audit of your FLSA and PERS policies and practices could save your agency thousands of dollars. An audit identifies areas that are not in compliance with the law, which allows the agency to fix these problems proactively through revisions to MOUs, payroll changes and policy modifications to avoid costly litigation. The speaker will focus on the importance of these audits and how attendees can go about reviewing their policies and procedures.

At the completion of this session, attendees will be able to:

- Learn about how conducting an audit of your FLSA and PERS policies and practices could save your agency thousands of dollars
- Effectively review their policies and procedures.
- Walk away with useful handouts with information

Speaker:

- Rick Bolanos, Managing Partner, Liebert Cassidy Whitmore

Moderator: Dianna Sutton, Finance Manager, ACWA JPIA

Interest areas: Finance, JPA Board, Human Resources, Pool Managers

Pool Roundtable – Issues of Common Interest

Location: Meteor/Mamie Room, 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? With 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 will 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/Moderators:

- Martin Brady, Executive Director, Schools Insurance Authority
- Michelle Carter, Member Services Manager, Association of Governmental Risk Pools

Interest Area: JPA Board, Pool Manager, General Interest

How to Conduct an Effective Employee Benefits Marketing Project

Location: South Shore Room, Harrah's

Attendees will learn how to create an effective benefits marketing project to both pools or direct to carriers. They will also discover how to partner with insurance committees to ascertain support and transparency. Attendees will be provided a current overview of competitive medical markets, carriers and pools. Most importantly, attendees will be given insight to possible issues/landmines when moving medical benefits.

At the completion of this session, attendees will be able to:

- Understand the competitive Health benefits marketplace
- Learn the process and timeline to conduct an effective benefits marketing
- Effectively use the evaluation process to conclude final benefit decisions

Speakers:

- Dan Exceen, Public Sector Practice Lead, Burnham Benefits
- Tina Koenig, Vice President, Burnham Benefits

Moderator: John Stenerson, Deputy Executive Officer, Self-Insured Schools of California (SISC)

Interest areas: Healthcare, Pool Manager, General Interest



3:15 p.m. – 3:45 p.m.

Smoothie and Yoga Break at the Lake Tahoe Resort Atrium

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

Sponsored by: Marquee Managed Care



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

Diabetes: Avoiding & Managing Its Adverse Impact on Claimant Recovery

Location: Emerald/Nevada Room, Lake Tahoe Resort

Today, 36.1 million Americans have diabetes. Speaker Eric Patten is one of them. He's had diabetes for over 36 years and is dependent on an insulin prescription to regulate his blood sugar levels. From his personal experience with diabetes and more than 12 years of experience as a catastrophic nurse case manager, he will explain the condition and how it can adversely affect the injured worker's recovery process. Poorly controlled diabetes can result in complications, which can drive claims costs and disability duration. However, the condition can be properly managed to ensure optimal results. A case study will be used to illustrate the adverse effects, as well as proactive steps that can be taken to avoid a worst-case scenario.

At the completion of this session, attendees will be able to:

- Define the condition of diabetes and how it can impact the healing and recovery process
- Learn about potential complications that can occur, if the condition is not properly managed, and how to avoid these situations
- Find out why proper diet is a critical factor for diabetic injured workers

Speaker:

Eric Patten, RN, BSN, Regional Clinical Director, One Call Care Management

Moderator: Suzanne Trowbridge, VP Property & Casualty, Keenan

Interest areas: [Workers' Compensation](#), [Healthcare](#)

Tools for Ethically Correcting and Preventing Boundary Violations

Location: Blaisdel/Stanford Room, Lake Tahoe Resort

This session will discuss how policy arising from proper risk management and legal consultation, coupled with the application of prevention strategies, and the promulgation of professional ethics, decreases the risks posed to children and adolescents and organizations from various forms of boundary violations and other improper actions.

At the completion of this session, attendees will be able to:

- Be aware of tools and procedures to assist in risk and threat mitigation strategies including applications of the Model Code of Educator Ethics and other resources
- Accomplish effective risk management through multi-level implementation strategies
- Develop policies that clarify boundaries

Speakers:

- Eric J. Lucas, JD, CPCU, ARM, Chief Executive Officer, SELF
- Daniel R. Shinoff, J.D. School House Lawyer (Partner: Stutz, Artiano, Shinoff and Holtz)
- Glenn S. Lipson, Ph.D., A.B.P.P., Clinical and Forensic Psychologist, Program Director and Professor, Alliant International University, School of Forensic Studies

Moderator: Eric J. Lucas, JD, CPCU, ARM, Chief Executive Officer, SELF

Interest areas: [JPA Board](#), [Pool Manager](#), [General Interest](#), [Human Resources](#)

Clouds in the Forecast: Factors to Consider for In-House vs. Cloud-Based Systems and Services

Location: Tallac Room, Lake Tahoe Resort

This session will cover the benefits & risks of both models, examples of successes and failures, modern "as-a-service" cloud options (Software, Storage, Infrastructure, etc.) and factors to consider when choosing between one or the other, or a hybrid model. This session acts as a primer on cloud computing including industry trends as well as benefits of both in-house and cloud based solutions and services.

At the completion of this session, attendees will be able to:

- Identify benefits and risks of both cloud and in-house hosting models
- Cite examples of successes and failures
- Understand modern "as-a service" cloud options including software, storage and infrastructure

Speaker:

- Sam Gabal, Sales Executive, Origami Risk

Moderator: Bill Scribner, Director of Information Technology, ALPHA Fund

Interest areas: [Technology](#), [Finance](#), [General Interest](#)

Thank you, Markel Global Reinsurance for sponsoring the Wednesday Late Night Event & Thursday Trip to Washington D.C. Door Prize



Prescription Cascades: Aging Workforce is a Prescription for Disaster

Location: Meteor/Mamie Room, Lake Tahoe Resort

A prescription cascade occurs when the side effects of one medication are treated by an additional medication. Since all medications cause side effects, this common approach leads to overutilization of prescription drugs. The two most common categories of patients to experience this phenomenon are aging patients and injured workers. Therefore, as more and more seniors remain in the workforce, the risk of prescription cascades increases at an exponential rate. This cascade may continue as more and more drugs are added to the regimen in an attempt to treat the patient's complaints which are primarily caused by their drug therapy. When this approach is combined with the drugs that a typical senior may be taking – such as diabetes and cardiac medications – it quickly becomes clear that the primary cause of the patient's complaints are the drugs they are taking. In order to alleviate these complaints, a comprehensive drug regimen review may be necessary. This session outlines steps to identify at risk patients and how to effectively decrease both their symptoms and the number of drugs they need.

At the completion of this session, attendees will be able to:

- Define a prescription cascade, its causes and recognize the risk factors that predispose a patient to this phenomenon
- View prescription cascades as a primary cost driver for pharmacy expense in a claim
- Develop a strategy to decrease the incidence in those at risk populations.

Speaker:

- Phil Walls, RPh, Chief Clinical Office, myMatrixx.

Moderator: Dianna Sutton, Finance Manager, ACWA JPIA

Interest areas: Workers' Compensation; Healthcare, Pool Manager, General Interest

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

.....

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Session Handouts

Session handouts and presentations provided to the CAJPA office will be posted to the CAJPA Fall Conference website. Visit www.cajpa.org and available on the Conference Mobile app!

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

SELF

Thank you, Systema Software for sponsoring the A/V at the Lake Tahoe Resort

SYSTEMA SOFTWARE



5:00 p.m. – 6:00 p.m.

CAJPA County Fair Reception

Location: Harrah's, Sand Harbor

Join us for an evening at the fair! Play carnival games for the chance to win prizes and enjoy entertainment while indulging in fair food favorites! Attendees will be given two drink tickets.

Join colleagues on the midway!

Carnival Games Sponsored by:

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**Friday, September 16,
2016**

7:30 a.m. – 10:00 a.m.

**Full American Breakfast Buffet,
Legislative Update and Keynote
Presentation**

Location: Lake Tahoe Resort, Ballroom

**Please Note This Is A New Location*

Friday's session will provide attendees up-to-date information on legislative

initiatives which could impact California's risk sharing pools.

CAJPA's Legislative Advocate Juli Broyles and Legislative Committee leaders will provide insight and information on Sacramento activities. Closing keynote speaker, Mike Madrid, will share his expertise, insights, analysis and "gut instinct" on the upcoming state and national elections. A graduate of Georgetown University, Madrid is a nationally recognized expert on Latino voting trends. Madrid's insider scoop and engaging style will keep attendees in their seats until the final minutes and having them look back in the weeks ahead and think "I heard it first at the CAJPA conference."

10:00 a.m. - **Conference Concludes**



Keenan & Associates proudly presents the Guidebook Mobile Conference App!

Guidebook's easy to download and easy to use mobile app for your phone, tablet or other mobile device will provide attendees conference information at their fingertips:

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Save the date!

Join us for the 2017 Fall Conference & Training Seminar, which will be held September 12 -15, 2017.

Conference Speakers

Katherine Albert, Shareholder, Leone & Alberts
Christine Baker, Executive Director, Department of Industrial Relations
Dalene Bartholomew, Vice President, Probe Information Services, Inc.
Marcus Beverly, First Vice President, Alliant Insurance Services
Rick Bolanos, Managing Partner, Liebert Cassidy Whitmore
Martin Brady, Executive Director, Schools Insurance Authority
Paul Carelli, Partner, Stutz, Artiano, Shinoff & Holtz
Martin Cassell, President, Chandler Assets
Kimberly Chin, Attorney, Allen Glaessner Hazelwood & Werth, LLP
Kevin Combes, Managing Consultant, Aon Risk Solutions
Janelle Crandell, Deputy District Attorney, Amador District Attorney Office
Diane Cranley, Founder & President, Talk About Abuse to Liberate Kids
Robert Cutbirth, Partner, Tucker Ellis
Mujtaba Datoo, Actuarial Practice Leader, Aon Risk Solutions

Dan Exceen, Public Sector Practice Lead, Burnham Benefits
Carl Fessenden, Attorney, Porter Scott
Greg Fox, Attorney, Bertrand, Fox, Elliot, Osman & Wenzel
Heather Fregeau, Liability Claims Manager, CSAC Excess Insurance Authority
Robert Frey, Senior Vice President, Alliant Insurance Services
Sam Gabal, Sales Executive, Origami Risk
Inga Goddijn, EVP and Managing Director of Insurance Services, Risk Based Security, Inc.
Jen Hamelin, Workers' Compensation Claims Manager, CSAC Excess Insurance Authority
Mark Hazelwood, Partner, Allen Glaessner Hazelwood & Werth, LLP
Tina Koenig, Vice President, Burnham Benefits
Marcus Leibowitz, Partner, Laughlin, Falbo, Levy & Moresi, LLP
Glenn Lipson, Professor and Program Director, Alliant International University, School of Forensic Studies
Tate Lounsbury, Attorney, Lounsbury Law
Eric Lucas, Chief Executive Officer, Schools Excess Liability Fund
Jim Marta, Managing Partner, James Marta & Company, LLP
Pat McAleer, Attorney, Hanna Brophy
Sarah Meacham, Director, PFM Asset Management, LLC
Don Moser, President, All County Environmental & Restoration Inc.
Pradnya Nimkar, Consultant and Actuary, Aon Risk Solutions
Rebecca Moon, Senior Assistant City Attorney, City of Sunnyvale
Glenn Norling, Special Agent, Federal Bureau of Investigations
Richard Osman, Partner, Bertrand, Fox, Elliot, Osman & Wenzel
Eric Patten, Director of Clinical Management, One Call Care Management
Christy Patterson, Executive Director, Butte Schools Joint Powers Authority
Mark Pew, Senior Vice President, Prium
Chip Prokop, IAQ Expert, Air & Water Sciences, Inc.
Andreas Pyper, Benefits Manager, Santa Barbara County
Cathy Reineke, Executive Director, San Mateo County Schools Insurance Group
Tamar Schnepp, Union Engagement Leader, Kaiser Permanente
Noah S. A. Schwartz, Ringler & Associates Office of Noah S. A. Schwartz
Tom Sher, Senior Vice President, Alliant Insurance Services
Daniel Shinoff, Partner, Stutz, Artiano, Shinoff & Holtz
Kent Spafford, Chief Executive Officer/Chief Financial Officer, One Call Care Management
Alex Swedlow, President, California Workers' Compensation Institute
Gregory Trout, Managing Director, Bickmore
Don Vilfer, Founder and Director of Digital Forensics, Califorensics
Phil Walls, Chief Financial Officer, myMatrixx
Deborah Wilder, President, Contractor Compliance and Monitoring Inc.



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* Lew McCreary, "Kaiser Permanente's Innovation on the Front Lines," *Harvard Business Review*, September 2010.

† "Another American Way," *The Economist*, May 1, 2010.



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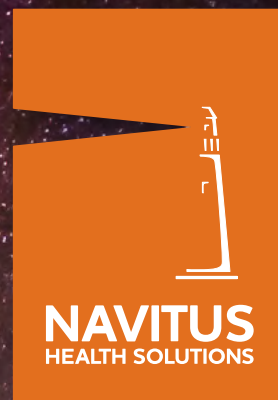
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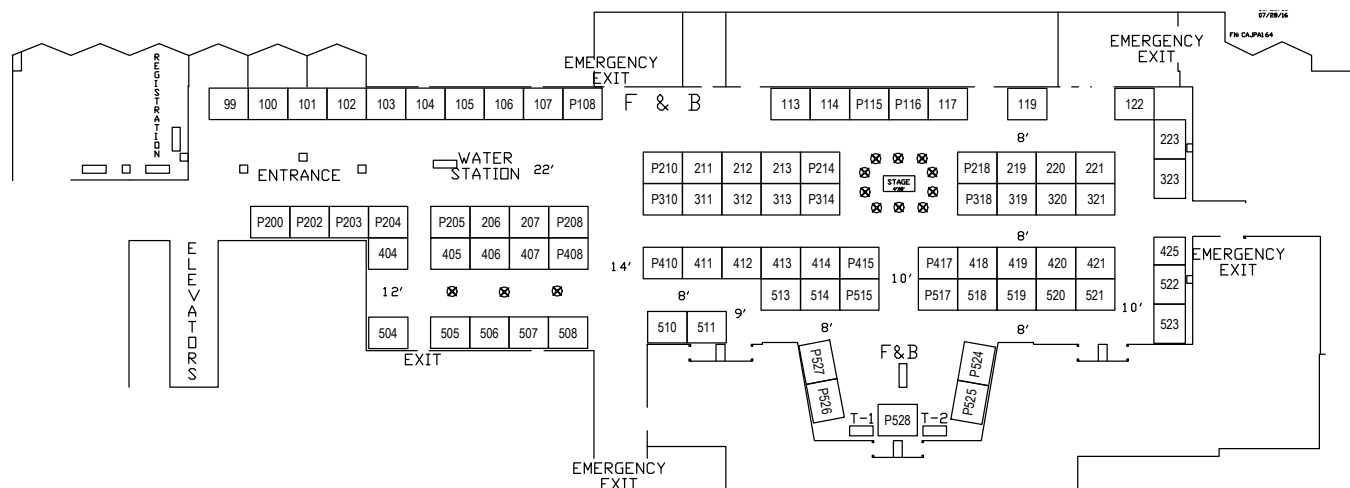
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34
CAJPA 2016 FALL CONFERENCE





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Acclamation Insurance Management Services (AIMS)

Booth #P515

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Sacramento, CA 95827

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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.

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Allen Glaessner Hazelwood Werth, LLP

Booth #418

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AGHW's public entity team represents cities, counties and special districts throughout Northern and Central California. AGHW specializes in representing public entities in civil rights suits against police departments and their officers; catastrophic injury & wrongful death claims, and claims involving dangerous condition; Americans with Disabilities Act (ADA); inverse condemnation; and public transit agency issues. AGHW has extensive experience in resolving cases through early intervention, but also prides itself on prevailing on cases through summary judgment or trial. The public entity team also assists its' clients avoid litigation through education, providing in-house client seminars and risk-management programs.

Alliant Insurance Services, Inc.

Booth #517 & 518

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Booth #514

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Headquartered in Sacramento, California, Allied Managed Care (AMC), a wholly owned subsidiary of LJR Holdings, Inc. (LJRH), specializes in providing innovative, comprehensive medical and disability cost containment solutions for the workers' compensation industry. AMC was established in 1995 with one central goal – to provide professional medical cost containment that result in lower program costs. The AMC team is supported throughout the continental United States and Hawaii by an extensive management, technical, and support staff.

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Website: www.assetworks.com

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Athens Administration

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Website: www.athensadmin.com

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Booth #522

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Booth #P524 & P525

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Blue Shield of California

Booth #P202

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California Bank & Trust

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Carl Warren & Company

Booth #P527

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Website: www.carlwarren.com

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Castle Copy Service, Inc.

Booth #513

Contact: Sam Bragg

PO Box 790

Roseville, CA 95661

Phone: 800-794-3006

Email: sbragg@castlecopy.com

Website: www.castlecopy.com

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Castlight Health

Booth #504

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Two Rincon Center

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Website: www.castlighthealth.com

Castlight Health's mission is to empower people to make the best choices for their health and to help companies make the most of their health benefits. Castlight Health offers a health benefits platform that engages employees to make better healthcare decisions and can guide them to the right program, care, and provider. The platform also enables benefit leaders to communicate and measure their programs while driving employee engagement with targeted, relevant communications. Castlight has partnered with enterprise customers, spanning millions of lives, to improve healthcare outcomes, lower costs, and increase benefits satisfaction.

CBIZ Valuation Group, LLC

Booth #519

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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, JPAs and insurers. CBIZ's business is to make your business easier.

Chandler Asset Management

Booth #P408

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Since 1988, public entities have trusted Chandler Asset Management to manage their fixed income portfolios. Chandler Asset Management believes that a risk-controlled approach results in portfolios that protect principal and enhance income. Chandler Asset Management's mission is to add value and manage risk – every day, for every client.

CHSI Technology

Booth #414

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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.

CorVel Corporation

Booth #102

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CorVel offers a unique approach to claims administration and cost containment. This innovative, integrated service model controls claims by advocating medical management at the onset of the injury to decrease administrative costs and to shorten the length of the disability. CorVel Corporation's solutions offer a personalized treatment program that uses precise treatment protocols – advocating timely, quality care for injured workers.

CD Photocopy Service, Inc.

Booth #419

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CD Photocopy is a defense-only photocopy company that prides itself on excellence in customer care. CD Photocopy staff are dedicated to providing the highest quality of service, always keeping clients informed while procuring records as quickly as possible. CD Photocopy Services boutique-style of service provides each client with unwavering attention.



CVC Legal Solutions

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CrossMark Risk Solutions

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CrossMark provides comprehensive software solutions and services specifically designed and tailored to meet the unique needs of Public Entity Risk Pools. CrossMark solutions enable risk pool executives to leverage existing and future technology to decrease cost of coverage through proactive risk management while improving member service and operational efficiency. CrossMark RMIS, earning Management, Member Management, and Portal are available across the spectrum of today's devices including desktop, mobile and tablet, and seamlessly integrate with Microsoft SharePoint, Exchange, Outlook, and the standard Microsoft Office Suite.

Delta Dental of California

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Since 1955, Delta Dental, a nonprofit dental service corporation, has led the industry in offering innovative programs designed to control costs and ensure quality care. Delta Dental Premier and PPO, our managed fee-for-service plans, and DeltaCare USA, our HMO plan covers more than one in three Californians.

Duff and Phelps

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Duff & Phelps is the premier global valuation and corporate finance advisor with expertise in complex valuation, dispute and legal management consulting, M&A, restructuring, and compliance and regulatory consulting. The firm's more than 2,000 employees serve a diverse range of clients from offices around the world.

Express Scripts

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Focused Decisions

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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. Offices are located in Sacramento, Stockton and San Francisco

Genesis Management & Insurance Services, Corp

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Genesis is a premier alternative risk provider, offering innovative solutions to meet the unique needs of government entities, educational institutions and public sector risks. As a wholly owned subsidiary of General Reinsurance Corp., its products serve individual entities, as well as public sector pools, groups, associations and trusts.

George Hills Company, Inc.

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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, GHC is focused on providing turnkey management services to California JPAs too. Headquartered in Rancho Cordova, California, GHC has offices located throughout the state.



Hanna Brophy

Booth #P200

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Established in 1943, Hanna Brophy devotes its practice to the defense of California employers, handling workers' compensation defense and employment related litigation. With 14 offices throughout California, experienced attorneys provide superior representation. The firm's practice areas include workers' compensation defense, subrogation, Cal OSHA, Cal PERS retirement, serious & willful misconduct, and Labor Code 132a.

Platinum Sponsor

**Intercare Holdings Insurance Services, Inc.**

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PARTNERSHIP – TRANSPARENCY - RESULTS – CUSTOMER SERVICE! Since 1994, Intercare has provided Workers' Compensation and Liability claims administration as well as Managed Care services that are tailored specifically to its clients' programs. Intercare works collaboratively with its clients to implement the right solutions that reduce clients' overall loss costs.

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In 1970 Interpreters Unlimited was established with the mission to deliver superior interpretation and translation services nationwide. After 45 years in business, IU has fulfilled this mission with over 9,000 interpreters. Our expansive network of experts and accurate, on-time service have propelled IU to the forefront of a growing industry.

JT2 Integrated Resources

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JT2 helps public and private employers throughout California achieve measurable cost savings through customized workers' compensation and liability claims management solutions. For over 20 years our highly experienced and responsive customer-focused team has been utilizing industry best practices and new technologies to provide high-value, high-quality results in a proven, cost effective manner.

Kaiser Permanente/Kaiser on the Job

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Kaiser Permanente provides an integrated solution to manage the total health costs and health-related productivity of your employees at home and at work. Our focus on total health and productivity includes primary care, health education, disease management and worksite wellness, including workplace injuries and wellness services.

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**Keenan & Associates**

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Keenan & Associates provides innovative employee benefit, property & liability, workers' compensation and financial services solutions to cities, counties and other public employers through unique, proprietary programs. Founded in 1972, Keenan is globally ranked as the 18th largest insurance brokerage firm. For more information, call 1-800-645-8102, or visit www.keenan.com.

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Laughlin, Falbo, Levy & Moresi, LLP

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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.

Lenahan, Lee, Slater & Pearse, LLP

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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

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Lexipol is a company founded on the premise that risk management is fundamental to public safety. As a leader in the industry, Lexipol helps law enforcement, custody and fire services address their operational concerns through comprehensive policies with an integrated training component. Lexipol works with thousands of agencies across America to bring its extensive risk management knowledge and expertise to the forefront of public service.

Liebert Cassidy Whitmore

Booth #122

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With offices in Los Angeles, San Francisco, Fresno and San Diego, Liebert Cassidy Whitmore is a full service employment and labor relations law firm providing expert consultation, representation, litigation, negotiation, and investigation services to public employers since 1980. Additionally, LCW offers expert management training on employment and labor relations issues.

LWP Claims Solutions, Inc.

Booth #P115

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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 percent below industry paid.

ManageWare, LLC

Booth #223

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ManageWare, LLC is a premier workers' compensation technology development company catering specifically to the JPA marketplace. The firm's core focus is providing Bill Review, Utilization Review, and a claims management system in a single unified platform. ManageWare contains the following capabilities: ReviewWare (Full Bill review Software), CareWare (Full Utilization Review Software), CareLink (Linking of Bill Review and Utilization Review Information), ClaimWare (Full Service Claims Management System) and ProviderLink (Provider Portal Enabling Treatment Requests/Payment Status/EOR Management)

Marquee Managed Care Solutions

Booth #404

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Marquee Managed Care Solutions (Marquee MCS) provides full service managed care solutions to the insurance industry. Technology-focused, Marquee MCS offers management of medical provider networks, bill review, utilization review, oversight of a lien resolution unit and various other medical cost containment programs.



MEDATA, Inc.

Booth #105

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Medata is the originator of medical bill review software solutions in the workers' compensation, auto liability, and general health community. In 1975, Medata was founded with a vision to ensure providers receive accurate payment and patients receive appropriate care. In its founding, Medata, Inc. has processed over 500 million bills.

MESVision

Booth #323

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Mullen & Filippi, LLP

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Mullen & Filippi is proud of the legal services it provides to public and private employers, insurance carriers, and third party administrators in a variety of practice areas, including workers' compensation, employment law, subrogation, third-party liability defense claims and the coordination of multi-forum litigation.

Munich Re

Booth #P203

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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.

Platinum Sponsor**Murphy, Campbell, Alliston & Quinn**

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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

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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. myMatrixx results driven solutions deliver reduced costs for clients and improved outcomes for injured workers.



Navitus Health Solutions LLC

Booth #103

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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.

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Norman Peterson & Associates

Booth #320

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NPA specializes in Early-Return-to-Work, with 30+ years in the industry and over 1000 customers who have experienced a significant savings in their workers' compensation costs utilizing the OUR System®. With budget shortfalls and diminishing staffing levels, NPA's programs can provide 20 – 30 percent savings to your organization.

O'Connor*Telezinski

Booth #412

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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. The firm offers personalized, accessible service to meet the technical needs of clients. O'Connor*Telezinski is committed to providing exceptional value to clients by addressing each matter in an efficient and pragmatic manner, with due consideration to the client's objectives.

One Call Care Management

Booth #511

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One Call is the nation's leading provider of specialized solutions to the workers' compensation industry. One Call's solutions enable faster, more efficient and more cost-effective claims resolution with a focus on injured workers' needs across the continuum of care. One Call provides reliable, consistent connections to care with expertise in high end diagnostics, physical therapy and transportation services, post-discharge home care and durable medical equipment, dental and doctor specialty services, complex care management, and the language services required for today's multicultural workforce.

Optum

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Healthcare Solutions, Helios and their subsidiaries, as Optum companies, collaborate with our clients to deliver value beyond transactional savings while helping ensure injured workers receive safe and effective clinical care. Our innovative and comprehensive medical cost management programs include pharmacy benefit management, ancillary benefit management, managed care services, and settlement solutions.

Origami Risk

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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. Origami Risk RMIS features powerful workflow, advanced reporting and analysis tools, and intuitive features to improve productivity and better manage Total Cost of Risk – saving clients time and money and enabling them to be more successful.



Peregrin Medical Review

Booth #99

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Peregrin Medical Review is a privately held cost-containment company located in California that has been in business for over 20 years. The firm has 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 #411

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PFM Asset Management LLC (PFMAM) is an investment advisor registered with the SEC under the Investment Advisors Act of 1940. PFMAM works in a fiduciary capacity, providing investment management and advice to local governments, including joint powers insurance authorities, cities, counties, and special districts. PFMAM specializes in managing operating funds, insurance funds, bond proceeds, pension funds, and OPEB trusts. The firm also serves as the investment advisor and administrator for the California Asset Management Program, a joint powers authority established to provide California public agencies with professional investment services.

Porter Scott

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Porter Scott specializes in defending and protecting the legal rights of public agencies including counties, cities, joint power agencies, special districts, school districts, county offices of education and law enforcement. With 40 years of trial and litigation experience, Porter Scott has guided public agencies through almost every type of legal action. Porter Scott handles everything from pre-litigation investigation, to trial and through appeal.

R.V. Nuccio & Associates Insurance Brokers, Inc.

Booth #1043

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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.

Regional Liability Excess Fund (ReLiEF)

Booth #P314

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ReLiEF (SCR & NCR) is the largest property and liability JPA for California public educational agencies, serving over 445 member agencies, representing in excess of 2 million ADA and \$57 billion in TIV. ReLiEF is a nonprofit member operated risk sharing cooperative providing broad coverage and specialized loss control services to California public educational agencies since 1986.

Restoration Management Company

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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. The company delivers 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.

Schlossberg & Umholtz

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The Law Offices of Schlossberg & Umholtz is a prominent California firm specializing in all aspects of workers' compensation defense throughout the state. The firm's attorneys emphasize a comprehensive and innovative, client based approach to litigation to help minimize workers' compensation costs.



Schools Excess Liability Fund (SELF)

Booth #P207

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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. SELF offers multiple attachment points and limits up to \$55 million (inclusive of members' SIRs).

Secure Transportation

Booth #413

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Secure Transportation partners with public agencies to provide safe and on-time Transportation Services. All vehicles are tracked via GPS and all drivers are uniformed, CPR/First Aid trained and FBI background checked. Receive all the benefits of operating your own transportation system while simultaneously eliminating a JPAs logistical headache and insurance risk.

ServiceMaster Restoration Services

Booth #119

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Twenty-four (24) hour emergency services from fire and water to mold remediation and trauma cleanup. ServiceMaster Restoration Services is the expert in commercial and residential property restoration.

Shoes For Crews

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Shoes For Crews has been the trusted leader in safety footwear to foodservice, hospitality, healthcare, and industrial employees for over 30 years. Shoes For Crews' mission is to help protect against slip and fall accidents by providing the most comfortable slip-resistant footwear available anywhere. Shoes For Crews research, design, engineer and manufacture every shoe sold to provide customers with the best in comfort, style, durability and slip-resistance.

SouthTech Systems

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SouthTech Systems is a local, Riverside, CA company that has created a one of a kind product that has changed the way California is handling the Form 700. SouthTech Systems was first to automate the management of these forms as well as created a way for filers to file and submit the forms electronically. SouthTech Systems' software has not only increased productivity by automating manual processes, but has dramatically improved on-time filing ratios for our customers. SouthTech Systems prides itself in working with customers to develop software to meet growing business needs.

Systema Software

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SyTech Solutions, Inc.

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SyTech Solutions, Inc. is a leading document management company. SyTech Solutions services include document imaging, data capture, document management systems, and online hosting services. SyTech provides award-winning technology solutions that minimize up-front cost and maximize value and is CMAS certified.



TRISTAR Risk Management

Booth #P417

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Since 1987, TRISTAR, the largest privately-held TPA in the P&C industry, provides claims administration, risk control, managed care and benefit administration services for a variety of self-insured corporations and public entities. TRISTAR's comprehensive approach is designed to support its client's long term success. TRISTAR – transforming risk into opportunity.

US Specialty Underwriters

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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

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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)

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Email: gergana.n.kmetova@wellsfargo.com

Website: www.wellsfargo.com

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York Risk Services Group, Inc.

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Email: jon.lord@yorkrsg.com

Website: www.yorkrsg.com

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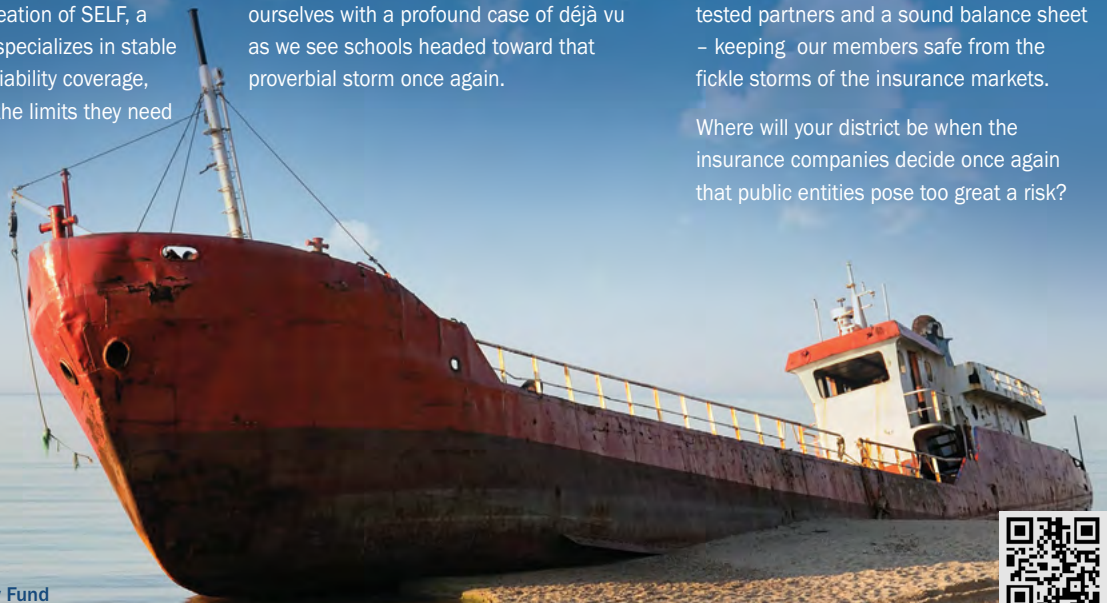
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