

Alliance of Schools
for Cooperative
Insurance Programs




ASCIP



ANNUAL REPORT 2012-2013



WH



We at ASCIP are pleased to present the 2012-2013 Annual Report to our members, their employees and the educational community. This report showcases some of our recent accomplishments and provides a glimpse of how we serve our members.

ASCIP partners with members to enhance their success, by helping them provide safer environments for students and staff, and developing innovative insurance, risk management and injury prevention programs to protect school communities and assets. Member organizations can be confident that our Executive Committee, leadership and staff share the same vision – an unmatched dedication to member service, a deep commitment to operational excellence, and an enduring promise of integrity.

The pages that follow highlight several key examples of how that vision has made a very real difference to our members. We invite you to review this report and see, when it comes to insurance programs for California schools and community colleges, “Why ASCIP?”



Fritz J. Heirich
ASCIP Chief Executive Officer

ASCIP



PREPARED

Preparing Members for Hostile School Scenarios

— How ASCIP Enhanced Security for Lawndale Elementary School District

School districts today are faced with many new challenges beyond providing excellent educational programs. The shooting spree at Sandy Hook Elementary School in Connecticut in 2012 is a prime example of concerns facing ASCIP members. John Vinke, Deputy Superintendent, Business Services for Lawndale Elementary School District, turned to his ASCIP partner, Chuck Clemente, and the exclusive ASCIP Rent-A-Risk-Manager (RARM) program to get assistance with this safety issue while saving school funds. Clemente developed customized training for Lawndale through a district-specific program. “ASCIP helped our district prepare for a critical shooter-on-campus situation by providing awareness and hostile incident preparation training for every employee, including teachers, food service and maintenance workers, and district office staff,” says Vinke.

The increased use and misuse of social media presents school districts with another safety concern. The California School Boards Association (CSBA) provides general social media use guidelines, but these did not address many issues raised by Lawndale’s Educational Services such as sponsoring a Twitter Account, allowing teachers to communicate with students via Facebook, or providing district-wide e-mail accounts to staff and students. So when district staff asked to utilize social media for both instruction and other purposes (marketing, community outreach, etc.), Vinke again turned to ASCIP’s RARM, Clemente, for help. The district needed to know its liability for providing tools that were later used inappropriately.

“We received terrific assistance from ASCIP in developing sample guidelines and best practices for social media use, especially from a curricular perspective,” recalls Vinke. “We were again given good reason to value our partnership with ASCIP and its excellent programs.”

As the project progressed, Reshan Cooray, ASCIP’s Director of Risk Services, became aware that neighboring districts and the Los Angeles County Office of Education (LACOE), which all use social media, were



Reshan Cooray
*ASCIP Director
of Risk Services*

Chuck Clemente
*ASCIP
Rent-A-Risk-Manager*

John Vinke
*Deputy Superintendent,
Business Services for
Lawndale Elementary
School District*

asking the same questions and would benefit from ASCIP’s guidance in developing appropriate policies. ASCIP, Lawndale and LACOE all provided input on the new guidelines. In addition, ASCIP and LACOE presented a social media usage and liability workshop. Participating South Bay Area schools shared their perspectives on using social media in the educational setting and the best ways to implement new policies.



“ASCIP helped our district prepare for a critical shooter-on-campus situation by providing awareness and hostile incident preparation training for every employee, including teachers, food service and maintenance workers, and district office staff.”

“ASCIP has gone above and beyond our expectations, and we cannot say enough about the customer service and menu of services that ASCIP provides its members.”



Ed Eng
VIP President

Coni Hernandez
ASCIP Director
of Workers'
Compensation

Teresa Scott
former VIP President

RESOURCEFUL

Providing Customer Service and Claim Cost Reduction

— How ASCIP Increased the Bottom Line for Valley Insurance Programs JPA

Valley Insurance Programs (VIP) JPA's former President, Teresa Scott, has long admired ASCIP, and she was extremely pleased when the opportunity arose for the VIP pool to join ASCIP's Workers' Compensation Program on October 1, 2010. Within a short period of time, VIP's losses from workers' compensation claims began to decrease. "I was even more delighted when our program began to reap the benefits of being an ASCIP member!" says Scott. "Our members were also impressed with the smooth transition facilitated by ASCIP staff for the JPA's workers' compensation program and the many other services provided by ASCIP's."

Current VIP President Ed Eng is quite happy about the decision to switch to ASCIP, especially since VIP's claims frequency and claims costs have been reduced by 30 percent — a significant number. "Working with ASCIP makes my job as president much easier," says Eng. "ASCIP has gone above and beyond our expectations, and we cannot say enough about the customer service and menu of services that ASCIP provides its members," says Scott. Indeed, all VIP members agree that joining ASCIP was the right choice, and they look forward to a long term relationship and to taking advantage of ASCIP's many services for members.

For example, after reviewing VIP's loss trends, ASCIP Director of Workers' Compensation, Coni Hernandez, identified and made recommendations for improvements for VIP members, including implementation of first aid programs and safety training for student workers to help reduce the high claim volume of this unique group of employees. ASCIP also provided guidance on how to effectively use the Company Nurse Triage Program to achieve enhanced results.

RESPONSIVE

Designing Solutions that Make a Difference

— How ASCIP Improved the Health Benefits Program at La Canada Unified School District

The ASCIP benefits team meets regularly with the La Canada USD Employee Health Benefits Committee to ensure smooth, effective program operation. When committee members voiced concern about transition of care and coverage issues that arise when employers change medical carriers, ASCIP Senior Director of Health Benefits, Dan Sanger, responded with an innovative claims concierge program at no additional cost to the district. The program provides additional resources to PPO participants trying to resolve billing errors, find a doctor, compare providers to save money, and determine how their share of treatment costs have been calculated. Seeing that the program could serve as an effective extension of their Health Benefits staff without adding to their work load, the La Canada committee members encouraged employees to give it a try.

Program benefits emerged quickly, and within a few months, La Canada PPO participants were sharing stories about the time and money the ASCIP claims concierge program had saved them.

“I used the program to find a quality pediatrician for my newborn, and I was very pleased with the quality of the local physician who was recommended to me,” says Danielle Chandler, a school nurse at La Canada USD. “ASCIP even assisted me with resolving claims problems I encountered after the birth of my baby.” In another case, an employee avoided being overcharged by more than \$1,000 simply by contacting her claims concierge representative, who discovered that the provider had used an incorrect billing code.

“The ASCIP Claims Concierge Program has been a tremendous additional resource to the La Canada USD health benefits program,” says Patricia Hager, La Canada’s Assistant Superintendent, Human Resources, “and the employees’ satisfaction with their medical coverage has increased.” The successful results at La Canada have prompted other member school districts in the ASCIP pool to implement the program. ASCIP will continue to introduce innovative programs like this that will help reduce future PPO cost trends and save members time and money.



Dan Sanger
ASCIP Director
of Health Benefits

Danielle Chandler
La Canada School Nurse

Patricia Hager
La Canada Assistant
Superintendent,
Human Resources

“The ASCIP Claims Concierge Program has been a tremendous additional resource to the La Canada Unified School District health benefits program, and the employees’ satisfaction with their medical coverage has increased.”



FINANCIALLY STRONG

ASCIP has designed a financial accounting process in order to provide appropriate internal controls. These control mechanisms are implemented to provide reasonable assurance that assets are adequately safe-guarded from waste, fraud or inefficient use. The system generates financial records that facilitate the preparation of financial statements which conform to the dictates of generally accepted accounting principles. ASCIP is in compliance with all statutory provisions of California State Codes that regulate the financial affairs of local government agencies. All mandated filings, as recognized by the California Association of Joint Power Authorities (CAJPA), are filed pursuant to governing statutes.

ASCIP's independent audit report has been prepared by Vavrinek, Trine, Day & Company, and ASCIP's general purpose final statements are reproduced on the following pages of this report.



ASCIP ACCOMPLISHMENTS

Financial Highlights for 2012 - 2013

Total Revenues Increase — Over the past 10 years, ASCIP's total revenues increased from \$56 million in 2003 - 2004 to \$201 million in 2012 - 2013 — an increase of over 250 percent!

Assets Increase — Over the same 10-year period, total assets increased by 210 percent from \$95 million in 2003 - 2004 to \$295 million in 2012 - 2013.

Worker's Compensation Premium

Rebates — ASCIP's Board authorized premium rebates of \$2,966,190, resulting in total rebates of \$14.7 million to Workers' Compensation members in the last seven years.

Strong Equity Retention — ASCIP reported a total equity retention of \$134.7 million.

Impeccable Financial Audit — ASCIP continues to receive an unmodified opinion on the financial audit with no audit adjustments for the last 13 years.

2013 - 2014 Highlights

Total Members: 145

Total ADA: 1.3 Million

Total TIV: \$26.1 Billion

Total Premium (projected): \$200 Million

Total Net Assets (6/30/13): \$135 Million

Combining Statement Of Net Position

June 30, 2013

	Property/ Liability Fund	Workers' Compensation Fund	Health Benefits Fund	CIPA-OCIP Fund	Total
Assets					
Cash and cash equivalents	\$ 55,591,213	\$ 55,700,677	\$ 20,729,295	\$ 2,150,125	\$ 134,171,310
Receivables	1,217,688	935,089	138,475	571,588	2,862,840
Internal balances	500,000	-	-	(500,000)	-
Investments maturing within one year, net of restricted assets	3,271,710	2,038,691	-	973,250	6,283,651
Restricted assets - investments	5,014,246	-	-	-	5,014,246
Prepaid expenses and deposits	140,767	-	1,932,951	313,040	2,386,758
Total Current Assets	65,735,624	58,674,457	22,800,721	3,508,003	150,718,805
Investments, net of amount maturing within one year	83,193,637	51,840,199	-	4,112,242	139,146,078
Capital assets	7,328,012	-	-	-	7,328,012
Less: Accumulated depreciation	(1,761,661)	-	-	-	(1,761,661)
Net capital assets	5,566,351	-	-	-	5,566,351
Total Non-Current Assets	88,759,988	51,840,199	-	4,112,242	144,712,429
Total Assets	154,495,612	110,514,656	22,800,721	7,620,245	295,431,234
Liabilities					
Accounts payable	898,906	683,722	3,206,680	300,821	5,090,129
Advance self-insured retention deposit	24,982	-	-	-	24,982
Deferred premium income	5,125	-	4,498	1,635,103	1,644,726
Current portion of unpaid claims	33,000,000	4,000,000	3,512,861	2,009,085	42,521,946
Unallocated claims adjustment expenses	3,300,000	1,606,870	258,791	346,675	5,512,336
Retrospective premium payable	-	2,966,190	-	-	2,966,190
OPEB liability	66,628	29,140	54,041	-	149,809
Licensing agreement obligation	61,500	-	-	-	61,500
Risk management deposit fund	14,009,206	5,602,528	604	-	19,612,338
SELF rate stabilization fund	196,839	-	-	-	196,839
Total Current Liabilities	51,563,186	14,888,450	7,037,475	4,291,684	77,780,795
Unpaid claims and claims adjustment expenses, net of current portion	53,334,181	28,137,400	-	1,434,100	82,905,681
Total Liabilities	104,897,367	43,025,850	7,037,475	5,725,784	160,686,476
Net Position					
Net investment in capital assets	5,566,351	-	-	-	5,566,351
Restricted	5,014,246	-	-	-	5,014,246
Unrestricted	39,017,648	67,488,806	15,763,246	1,894,461	124,164,161
Total Net Position	\$ 49,598,245	\$ 67,488,806	\$ 15,763,246	\$ 1,894,461	\$ 134,744,758

Combining Statement of Revenues, Expenses and Changes in Net Position for the Year Ended June 30, 2013

	Property/ Liability Fund	Workers' Compensation Fund	Health Benefits Fund	CIPA-OCIP Fund	Total
Revenues					
Premium deposits from members	\$ 56,574,856	\$ 29,965,274	\$ 112,667,275	\$ 2,087,763	\$ 201,295,168
Less: Retrospective premium deposit ratings adjustment	-	(2,966,190)	-	-	(2,966,190)
	56,574,856	26,999,084	112,667,275	2,087,763	198,328,978
Other income	983,548	176,921	15,389	-	1,175,858
Total Operating Revenues	57,558,404	27,176,005	112,682,664	2,087,763	199,504,836
Expenses					
Claims expense, net of reimbursements of \$ 11,048,574	30,409,115	22,642,180	50,520,810	1,540,444	105,112,549
Excess and dollar-one insurance premium	11,447,653	1,320,945	1,606,903	151,551	14,527,052
Insurance premiums	-	-	52,101,375	-	52,101,375
Contract services					
Claims administration	1,677,497	3,118,080	3,060,610	202,677	8,058,864
Broker's fees	271,250	116,250	-	298,732	686,232
General counsel services	157,774	-	-	5,671	163,445
Captive management	-	-	-	56,544	56,544
Rating and actuarial services	91,653	45,863	260,000	12,000	409,516
Accounting and audit services	63,416	17,500	-	25,049	105,965
Investment advisory service	160,211	-	-	16,490	176,701
Salaries and benefits	1,589,253	629,754	1,165,669	-	3,384,676
Property appraisal	322,555	-	-	-	322,555
Other contract services	326,470	50,915	37,927	-	415,312
Loss control and risk management	2,816,376	662,490	190,499	-	3,669,365
Other operating expenses	(137,645)	623,361	626,435	60,939	1,173,090
Interest	91,681	39,893	4	7,500	139,078
Depreciation	318,977	-	-	-	318,977
Total Operating Expenses	49,606,236	29,267,231	109,570,232	2,377,597	190,821,296
Operating Income (Expense)	7,952,168	(2,091,226)	3,112,432	(289,834)	8,683,540
Non-Operating Revenues (Expense)					
Interest and dividend income	983,447	614,181	98,839	24,039	1,720,506
Net realized gains	396,813	233,750	-	3,948	634,511
Net unrealized losses	(424,603)	(250,120)	-	(2,480)	(677,203)
Total Non-Operating Income	955,657	597,811	98,839	25,507	1,677,814
Change in Net Position	8,907,825	(1,493,415)	3,211,271	(264,327)	10,361,354
Net Position, Beginning of Year	40,690,420	68,982,221	12,551,975	2,158,788	124,383,404
Net Position, End of Year	\$ 49,598,245	\$ 67,488,806	\$ 15,763,246	\$ 1,894,461	\$ 134,744,758

Combining Statement of Cash Flows

June 30, 2013

	Property/ Liability Fund	Workers' Compensation Fund	Health Benefits Fund	CIPA-OCIP Fund	Total
Cash Flows from Operating Activities					
Cash received for premium contributions and other income	\$ 59,625,875	\$ 27,588,015	\$ 112,041,323	\$ 2,514,959	\$ 201,770,172
Claims paid	(32,936,640)	(3,902,339)	(53,228,197)	(1,506,870)	(91,574,046)
Cash paid to employees	(1,589,253)	(629,754)	(858,462)	-	(3,077,469)
Cash paid for benefits, insurance and other expenses	(18,888,198)	(4,775,316)	(57,541,450)	(1,729,353)	(82,934,317)
Net Cash Provided (Used) by Operating Activities	6,211,784	18,280,606	413,214	(721,264)	24,184,340
Cash Flows from Capital and Related Financing Activities					
Acquisition of capital assets	(180,416)	-	-	-	(180,416)
Cash Flows from Investing Activities					
Interest and dividend income received	983,447	614,181	98,837	24,039	1,720,504
Net realized gains from investing securities	(396,813)	(233,750)		(3,948)	(634,511)
Net unrealized losses from investing securities	424,603	250,120		2,480	677,203
Purchase of investments	(99,024,169)	(58,018,221)	-	-	(157,042,390)
Proceeds from sales and maturities of investments	98,446,415	57,817,736	-	2,017,094	158,281,245
Net Cash Provided by Investing Activities	433,483	430,066	98,837	2,039,665	3,002,051
Net Increase in Cash and Cash Equivalents	6,464,851	18,710,672	512,051	1,318,401	27,005,975
Cash and Cash Equivalents, Beginning of Year	49,126,362	36,990,005	20,217,244	831,724	107,165,335
Cash and Cash Equivalents, End of Year	\$ 55,591,213	\$ 55,700,677	\$ 20,729,295	\$ 2,150,125	\$ 134,171,310
Reconciliation of Operating Income (Loss) to Net Cash Provided (Used) By Operating Activities					
Operating income (loss)	\$ 7,952,168	\$ (2,091,226)	\$ 3,112,432	\$ (289,834)	\$ 8,683,540
Adjustments to reconcile operating income (loss) to net cash provided (used) by operating activities:					
Depreciation expense	318,977	-	-	-	318,977
Loss on disposal of capital assets	526	-	-	-	526
(Increase) Decrease in accounts receivable	2,009,730	412,010	(73,489)	736,362	3,084,613
(Increase) Decrease in prepaids and deposits	(10,259)	-	(567,951)	227,264	(350,946)
Increase (Decrease) in accounts payable and other liabilities	(488,152)	1,098,738	(334,946)	(892,200)	(616,560)
Increase (Decrease) in deferred revenue	68,000	-	94,876	(536,430)	(373,554)
Increase (Decrease) in unpaid claims and adjustments	(2,527,525)	19,676,833	(1,822,126)	33,574	15,360,756
Increase (Decrease) in risk management deposit fund and OPEB	(1,111,681)	(815,749)	4,418	-	(1,923,012)
Net Cash Provided (Used) by Operating Activities	\$ 6,211,784	\$ 18,280,606	\$ 413,214	\$ (721,264)	\$ 24,184,340

GOVERNED BY ITS MEMBERS

The Executive Committee provides the leadership and sets the goals and vision of the organization. This ensures that the interest and needs of the educational community that it serves are met. Our leaders serve with dedication, and ASCIP enjoys a widespread and diverse participation in its governance structure, with nearly half of ASCIP members participating in one or more leadership roles. Members volunteer their time and contribute substantially to the strength and success of ASCIP.



ASCIP ACCOMPLISHMENTS

Risk Services Highlights for 2012 - 2013

Risk Control Assistance Funding Program Revamped for Increased Member Availability and Reduction of Losses

— The program now has three components: (1) Safety Credits to provide members with funds to reduce member-specific risks; (2) a Risk Control Grant to assist members with one-time, non-routine risk control programs that can impact losses for the entire ASCIP pool; and (3) the Risk Management Deposit Fund (which remained unchanged), in which members can store their funds for loss-prevention programs.

SAMBA Electronic Pull Notice System Made Available

— All members' drivers can now be enrolled in the SAMBA program. Drivers will be continuously monitored to ensure valid driver's licenses and good driving records, replacing the need for members to obtain paper pull notices through the California Department of Motor Vehicles (DMV) or contacting ASCIP to complete a DMV "Record Check."

HR Hotline Implemented — This program provides members with telephone access to an employment practices attorney who can answer general Human Resources-related questions and/or provide guidance on specific HR issues.

EXECUTIVE COMMITTEE



Michael Fine
President



Corinne Kelsch
Vice President



John Vinke
Treasurer



Lydia Cano



John Didion



Angela Jones



Michael Johnston



Janece Maez



Vahe Markarian



Kris Olafsson

ASCIP's Executive Committee is composed of 13 members and 13 alternates who represent K-12, K-8, Community College Districts, Charter Schools and Subsidiary JPAs. Committee members are elected by ADA category and serve staggered terms of three-year durations. The Executive Committee provides the overall leadership for ASCIP and is responsible for developing long-range goals and supporting policies to guide the direction of the organization and its staff. This Committee is also responsible for establishing and overseeing the activities of ASCIP's standing and ad hoc committees. Committee members provide guidance for overall operations in the area of claims, risk management interventions, financial transactions and marketing/underwriting activities.



Cheryl Plotkin



Ann Sparks



Fred Williams

Alternates

Rick Bagley
Teresa Dreyfuss
Phil Hillman

Susan Hume
Mays Kakish
Karen Kimmel
Thuy Nguyen
Nancy Nien

Barbara Ott
Andrea Reynolds
Joanne Schultz
2 vacancies

MEMBERSHIP 2013 - 2014

K-12 & High School Districts

Alhambra USD‡
Antelope Valley Joint UHSD‡
Arcadia USD‡
Azusa USD‡
Baldwin Park USD‡
Bassett USD*‡
Berkeley USD
Beverlyhills USD‡
Bonita USD‡
Brea Olinda USD
Burbank USD‡
Capistrano USD
Center for Advanced Research &
Technology (CART)
Centinela Valley UHSD*
Chaffey Joint UHSD
Charter Oak USD
Claremont USD‡
Clovis USD*+
CODESP‡
Compton USD‡
Covina-Valley USD*‡
Culver City USD‡
Discovery Charter Preparatory #2*
Downey USD+
Duarte USD‡
East Valley Transportation
El Monte UHSD+
El Segundo USD*
Environmental Charter Schools*‡
Family First Charter School*
Fullerton Joint UHSD
Gateway Public Schools*
Gilroy USD
Glendale USD*
Glendora USD‡
Granada Hills Charter HS‡
Guidance Charter School‡
Inglewood USD
La Canada USD‡
La Puente Valley ROP*‡
Laguna USD
Las Virgenes USD
Leadership High School*
Loma Prieta Joint Union SD
Long Beach USD
Los Angeles County Office of Education‡
Los Gatos Union SD
Los Gatos/Saratoga Community Ed
& Recreation
Manhattan Beach USD*‡
Montebello USD‡
Moreno Valley USD
Morgan Hill USD
New Opportunities Charter School*
Newport-Mesa USD
Norwalk-La Mirada USD‡
Orange County Dept. of Education
Palos Verdes Peninsula USD*+‡
Paramount USD*+‡
Pomona USD‡
Pupil Transportation Cooperative‡
Redondo Beach USD
Riverside USD‡*
Rowland USD‡
Saddleback Valley USD*
San Antonio ROP
Santa Ana USD
Santa Clara County Schools'
Insurance Group
Santa Clarita Valley School FSA*‡
Santa Monica-Malibu USD‡
Saratoga Union SD
Silicon Valley Schools JPTA
South East Consortium
Southeast ROP*
South Pasadena USD*
Southern California ROC*‡
Summerville SD‡
Tri-Cities ROP‡
Tustin USD
Upland USD*
Vallejo City USD
Walnut Valley USD
West Covina USD ‡
West Valley Schools Transportation JPA
Whittier UHSD

K-8 School Districts

Accelerated Charter School‡
Cambrian SD
Castaic Union SD‡
East Whittier City SD‡
El Monte City SD+‡
Fenton Avenue Charter School‡
Fenton Primary Center
Franklin-McKinley SD
Fullerton SD
Garvey SD‡
Hawthorne SD*‡
Hermosa Beach City SD*‡
Latrobe SD‡
Lawndale SD*‡
Los Nietos SD‡
Leadership Public Schools*
Lennox SD*‡
Little Lake City SD‡
Lowell Joint SD*‡
Luther Burbank SD
Montague Charter Academy*
Moreland SD
Mountain View SD‡
Mt. Pleasant SD
Newhall SD*
Oak Grove SD
Ocean View SD‡
Ontario-Montclair SD*
Orchard SD
Pacoima Charter School*
Pasadena Rosebud Academy Charter*
Rosemead SD‡
San Jacinto Valley Academy*
San Jose Charter Academy
Santa Monica Blvd. Comm. Charter‡
Santiago Charter Middle School*
South Whittier SD
Sunnyvale SD
Union SD
Vallecito Union SD
Vaughn Next Century Learning Center

Vista Charter School*
Watts Learning Center*
West Sacramento Early College Prep
Charter School*
Whittier City SD‡
Wiseburn SD

Community College Districts

Cerritos CCD‡
Compton CCD‡
Glendale CCD
Grossmont-Cuyamaca CCD*
Los Rios CCD
Merced CCD*
Mt. San Antonio CCD‡
North Orange County CCD
Peralta CCD*
Rancho Santiago CCD*+
Rio Hondo CCD+
San Francisco CCD
Santa Barbara CCD
Santa Monica CCD‡
Sierra Joint CCD*
State Center CCD*
Yosemite CCD*

* **Workers' Compensation Members**
+ **OCIP Members**
‡ **Health Benefits Members**

EXPERT STAFF

Fritz Heirich, *Chief Executive Officer*
Russell O'Donnell, *Chief Operating Officer*
Lynn Truong, *Chief Financial Officer*
Nancy Anderson, *Senior Director of Member Services*
Bernie Harrington, *Interim Senior Director of Litigation Management - Consultant*
Dan Sanger, *Senior Director of Health Benefits*
Reshan Cooray, *Director of Risk Control Services*
Martha Espinoza, *Director of Administration and Member Education/Training*
Coni Hernandez, *Director of Workers' Compensation*
Jon Lackey, *Director of Property and Liability*
Martin Ronquillo, *Information Technology Manager*
Kevin Hobby, *Senior Risk Services Consultant*
Deborah Nobles, *Senior Risk Services Consultant*
Brian Pelham, *Senior Risk Services Consultant*
Alfredo Reyes, *Senior Accountant*
Julieta Frias, *Accountant*
Howard Leung, *Accountant*
Celine Ly-Ho, *Accountant*
Liz Garcia, *Senior Benefits Services Consultant*
Cheryl Jackson, *Benefits Services Consultant*
Felicia Williams, *Executive Office Administrator*
Veronica Campos, *Executive Assistant*
Sue Ellen Dasilva, *Risk Services Assistant*
Kenitra Warner, *Workers' Compensation Coordinator*
Yvette Avila, *Senior Technical Assistant*
Kim Kennedy, *Technical Assistant*
Nancy Lopez, *Technical Assistant*
Crista Bolsta, *Receptionist*

Rent-A-Risk Manager Consultants

Jim Alcalá
Gary Bradbury
Chuck Clemente
Karen Durley
David Jefferson
Anne McCown
Ron Villa

ASCIP ACCOMPLISHMENTS

Health Benefits Program Highlights

Compass Health Pros Introduced to Improve Satisfaction and Reduce Costs

— This program has been offered for ASCIP's PPO plans to assist participants in resolving billing errors, finding a doctor, comparing providers to save money, and determining the employee's portion of treatment costs upfront. Those using Compass Health Pros have reported that the program is easy to use, saves them personal out-of-pocket costs, and has led to increased employee satisfaction. In addition, when the program is utilized, plan costs are reduced.

Health Plan Rate Stability — ASCIP's underwriting discipline once again yielded attractive rate trends for the pool. All medical plan renewal changes ranged from 2 percent to 6 percent this past year, which was well below industry averages of 8 percent to 10 percent.

Affordable Care Act Assistance Provided

— The changes and complexity of the Affordable Care Act continue to be a source of confusion and frustration to member districts. In response, ASCIP has provided Affordable Care Act Q&A sessions to members' benefit committees. ASCIP has also partnered with staff from Covered California and the California Insurance Exchange to provide information for part-time and substitute employees, adjunct faculty and even students.





ASCIP ACCOMPLISHMENTS

Workers' Compensation

Program Highlights

Pharmacy Benefit Network Reduces Workers' Compensation Costs —

Workers' compensation medical costs have been increasing an average of 15 percent to 18 percent annually in recent years; for every medical dollar spent, 16 percent is for prescriptions. Therefore, in September 2012, ASCIP partnered with ScripNet, Inc., a Pharmacy Benefit Manager, to assist members in combating the skyrocketing costs of industrial medical treatment.

Company Nurse Expansion to Reduce Claims Filed —

In 2008, ASCIP began partnering with Company Nurse to provide triage services for work related injuries. The program successfully reduced claims filed by over 35 percent per year. This past year, some minor adjustments were made to the program which led to an additional reduction in claims being filed, going from 35 percent to 42 percent, saving the program an estimated \$220,000 in one year alone. Overall, the Company Nurse services have saved the Workers' Compensation members more than \$1.3 million per year.

Litigation Costs Reduced — Claims examiners now handle minor litigation tasks rather than paying costly attorney fees for these routine legal processes. This small change in protocol led to a reduction in litigation costs of over \$45,000.

ASCIP ACCOMPLISHMENTS

Training Highlights

Increased "In-Person" Training for Members — ASCIP presented approximately 250 trainings throughout the state, serving almost 9,000 ASCIP members' employees.

Expanded Webinar Topics — ASCIP offered 15 risk management regional trainings, all of which are also available on the ASCIP website for viewing at anytime.

Implemented a New Online Training Tool

— ASCIP piloted the Brit Team Platform's learning management system and then rolled it out to all members, resulting in 14,946 online courses being completed and more than 90 new course offerings for ASCIP members.

Increased Support to Reduce Teen Violence

— ASCIP provided ongoing encouragement to its members to participate in programs and presentations offered by WeTip, Michael Pritchard, Teen Truth Live, Safe Schools Ambassadors, and Community Matters, programs that address mitigation of teen violence and suicide. More than a dozen of ASCIP members participated in these programs.



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