

CITY OF JONESBORO
RFP #2008-15

RETIREMENT PLAN FOR THE EMPLOYEES OF
CITY OF JONESBORO, ARKANSAS

PROPOSAL TO PERFORM
INDEPENDENT ACTUARIAL STUDY

JUNE 2, 2008

Foster & Foster INC.

Actuarial Consultants for Public Pension Plans

June 2, 2008

Mr. Steve Kent, Purchasing Agent
City of Jonesboro
515 West Washington Ave.
PO Box 1845
Jonesboro, AR 72401-1845

Re: Response to RFP #2008-15 for Independent Actuarial Study –
City Retirement Plan for Employees of City of Jonesboro, Arkansas

Dear Mr. Kent:

I am writing in response to your request for proposal regarding the City Retirement Plan for Employees of City of Jonesboro. This letter is our effort to introduce the Finance Committee to our firm, the services that we provide, and to emphasize what a pleasure it would be to serve as the Committee on this important project.

Foster & Foster, Inc., a Florida corporation, is an independent actuarial consulting firm that was founded in 1979 and is structured to provide actuarial services to municipal retirement programs. Our Firm is currently providing ongoing support to more than 170 local ordinance plans.

We specialize in public plans and consider ourselves to be experts in all phases of the design and administration of these programs. We believe we are uniquely qualified for this project since our Firm has performed three actuarial audits in the past year for clients that have retained the Principal Financial Group as their provider. We have provided a brief description of those experiences in the "Other Issues" section of our proposal.

Information regarding the background of our Firm, its staff, and the services we are prepared to provide are set forth in the balance of this proposal.

We would consider it a privilege to serve the Committee on this project. If you have any questions regarding this proposal, please don't hesitate to contact us.

Sincerely,



Bradley R. Heinrichs, F.S.A., E.A., M.A.A.A.

BRH/dlb

Enclosures

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ACTUARIAL SERVICES & BID

The actuarial services that we are prepared to provide are as follows:

1. A kickoff conference call with the City to discuss the collection of data, and timing of project.
2. Review and comment on the January 1, 2006 and the January 1, 2007 actuarial valuations for the Plan.
3. Review assumptions and methods used in 2006 and 2007 actuarial valuations for reasonableness.
4. Develop cost estimates of adding/changing the following benefit features to the Plan:
 - a) Adding a survivor's benefit
 - b) Adding a disability benefit
 - c) Changing the benefit multiplier from 1.5% of compensation to 2.0%
 - d) Adding a Deferred Retirement Option Program ("DROP")
 - e) Providing a fully subsidized early retirement benefit upon completion of 28 years of service
5. One meeting with the City to discuss the results of the analysis and to answer any pending questions.

The cost associated with the items described above would be \$5,000. There will be no hourly costs associated with travel for one meeting, only out-of-pocket expenses. Additional requests and meetings will be billed at the hourly rates set forth on the following page, and ½ the hourly rates for travel will be applicable, plus out-of-pocket expenses not to exceed \$1,500.

ADDITIONAL ACTUARIAL SERVICES

In addition to the services outlined on the previous page, we are also prepared to provide additional actuarial assistance. The additional services we can provide include but are not limited to the following:

1. Perform additional Actuarial Studies to determine the costs associated with the implementation of alternative benefit improvements or changes in actuarial assumptions and methods.
2. Analyze funding trends to predict future contribution requirements.
3. Perform experience studies to help provide the Committee with historical data to use when selecting actuarial assumptions.
4. Perform other general consulting services via telephone, email, or facsimile.

The charges for any additional work outside of the annual valuation costs will be charged based upon the amount of time required to complete each task. We will provide a firm fee quotation prior to commencing any work at the City request. Our hourly charges are as follows:

	<u>Hourly Rate</u>
Senior Actuarial Consultant	\$250.00
Actuarial Consultant	200.00
Actuarial Analyst	150.00
Administrative/Clerical	65.00

PROFILE OF PROPOSER

Foster & Foster, Inc., a Florida corporation, is an independent actuarial consulting firm that was founded in 1979 and is structured to provide actuarial services to municipal pension and OPEB programs.

Our firm currently employs thirteen (13) consultants, of which (6) have obtained actuarial credentials. Brad Heinrichs, Jason Franken, and Michael Merlob are Fellows of the Society of Actuaries, the highest distinction an actuary can obtain. Our office of primary contact is located at the following address:

Foster & Foster, Inc.
6290 Corporate Court, Suite C-201
Fort Myers, Florida 33919

Telephone: (239) 433-5500
Facsimile: (239) 481-0634
Email: data@foster-foster.com

Foster & Foster, Inc. also maintains an office in Illinois. The address of this office is as follows:

Foster & Foster, Inc.
250 Parkway Dr., Suite 150
Lincolnshire, IL 60069

Telephone: (847) 325-5582
Facsimile: (847) 325-5566

There have been no legal actions taken against Foster & Foster, Inc. for any reason and no company employee has been charged with any offense involving fraud, theft, or dishonesty.

SUMMARY OF QUALIFICATIONS

Foster & Foster, Inc. is currently providing ongoing support to more than 170 local ordinance plans, along with an additional 20+ Police Officers' and Firefighters' Trust Funds through a contract with the State of Florida's Division of Retirement. We work exclusively with public retirement plans and consider ourselves to be experts in all phases of the design and administration of these programs.

The persons with the primary responsibility for completion of the work outlined herein are Bradley R. Heinrichs, Jason L. Franken, Patrick T. Donlan and Douglas H. Lozen.

Mr. Heinrichs has extensive actuarial pension and postretirement medical plan experience. Brad is one of approximately 1,600 people worldwide who is both a Fellow of the Society of Actuaries and an Enrolled Actuary per ERISA. He is also a member of the Academy of Actuaries. Brad is a key speaker at the Florida Public Pension Trustee Association and the Florida State Division of Retirement conferences, as well as state and local Florida Government Finance Officers Association meetings.

Mr. Franken is a recent addition to the Firm and brings over 11 years of pension and postretirement healthcare experience. Jason is also a Fellow of the Society of Actuaries, an Enrolled Actuary per ERISA and a member of the Academy of Actuaries. He will likely serve as the lead contact for this project. Jason will manage the project, deliver valuation results at meetings, and ensure that the work product adheres to the rules, regulations, and guidelines set forth by the United States Government, the State of Arkansas, and the Actuarial Standards of Practice.

Mr. Donlan is an Enrolled Actuary and has a B. S. degree in Mechanical Engineering from the University of Illinois. Patrick is responsible for valuation production and special projects and has been with Foster & Foster since July, 1997.

Mr. Lozen graduated from Michigan Technological University in 1990 with a B.S. in applied Mathematics and holds a Masters Degree in Mathematics Education from Nova Southeastern University. Doug is a consultant to clients in the areas of valuation production and special studies and supervises the calculation of retirement benefits and the preparation of member disclosure information.

SUMMARY OF QUALIFICATIONS (CONTINUED)

OUR MISSION, VISION & VALUES

Mission: To provide municipal clients with unparalleled service by generating meaningful results, exceeding expectations, and making each client feel as though they are our top priority.

Vision: To become the actuarial consulting firm the public sector holds in the highest regard.

Values: We are committed to being an organization that acts with integrity, honesty, respect and professionalism. We embrace such attributes as innovation, peak performance and strong discipline that, when combined with our mission, will help us realize our vision.

WHY CHOOSE US?

Being strictly involved with the public sector, our consultants have a very firm grasp on the wants and needs of our clients. Whether it be proposing a benefit improvement that best suits both the desires of the membership and the constraints of the plan sponsor, or making presentations on behalf of the Board of Trustees to the City Council, our consultants are easily understood, experienced, professional, and accessible. We believe that there are five (5) principal ways in which actuarial consulting firms are evaluated:

1. Accuracy
2. Timeliness/Responsiveness
3. Communication Ability
4. Cost
5. Client Retention

1. Accuracy

- We require that credentialed actuaries review each item prior to it being sent to the client. Nothing leaves our office without a minimum of two sets of eyes reviewing it.
- We use the best actuarial valuation software money can buy. **ProVal** was developed by WinTech in Greenwich, CT., and is THE state-of-the-art in actuarial valuation software. This software is entirely PC-based, which eliminates the time and expense associated with maintaining and operating a mainframe system. The software creates an electronic audit trail that provides excellent documentation. This allows for an easy transfer of information between actuaries and ensures accuracy in valuation results.
- Given that we have over 170 clients that submit valuation reports to the State for review, in our 25+ years, we have never had a valuation report not be approved. In certain instances, a revision is required for clarification purposes, but each report eventually is approved, and nearly all of them upon the first reading.

2. Timeliness/Responsiveness

Our firm has over 170 public sector clients, yet part of our mission is to make each client feel like they are our only client. Because of the specialized nature of our firm, we have developed economies of scale in operations. This allows us to make the following promises to our clients:

SUMMARY OF QUALIFICATIONS (CONTINUED)

- Benefit calculations will be performed in no more than 10 business days
- Actuarial Valuations will be performed in no more than 60 days following the receipt of all necessary demographic and financial information. Because we perform our own asset reconciliation, audited assets are typically not necessary for us to perform the valuation, so our clients are able to receive their report shortly after the beginning of the fiscal year.

3. Communication Ability

Understanding an actuary can be like trying to figure out what Snoopy is saying in a Charlie Brown Special. Our actuaries start by relaying the essential information that requires client attention, such as the contribution requirements for the year and the funded status of the plan. Then, our task is always to provide a sound explanation as to why the state of the plan is different than the year before, as well as our forecast of how it will look next year. At that point, depending upon our audience, we may delve deeper into the details of the report.

We feel that flooding a client with words is not effective communication. Being clear, concise and articulate is a much better approach in our view. Our reports bear that out, as they are some of the clearest and easiest to read.

4. Cost

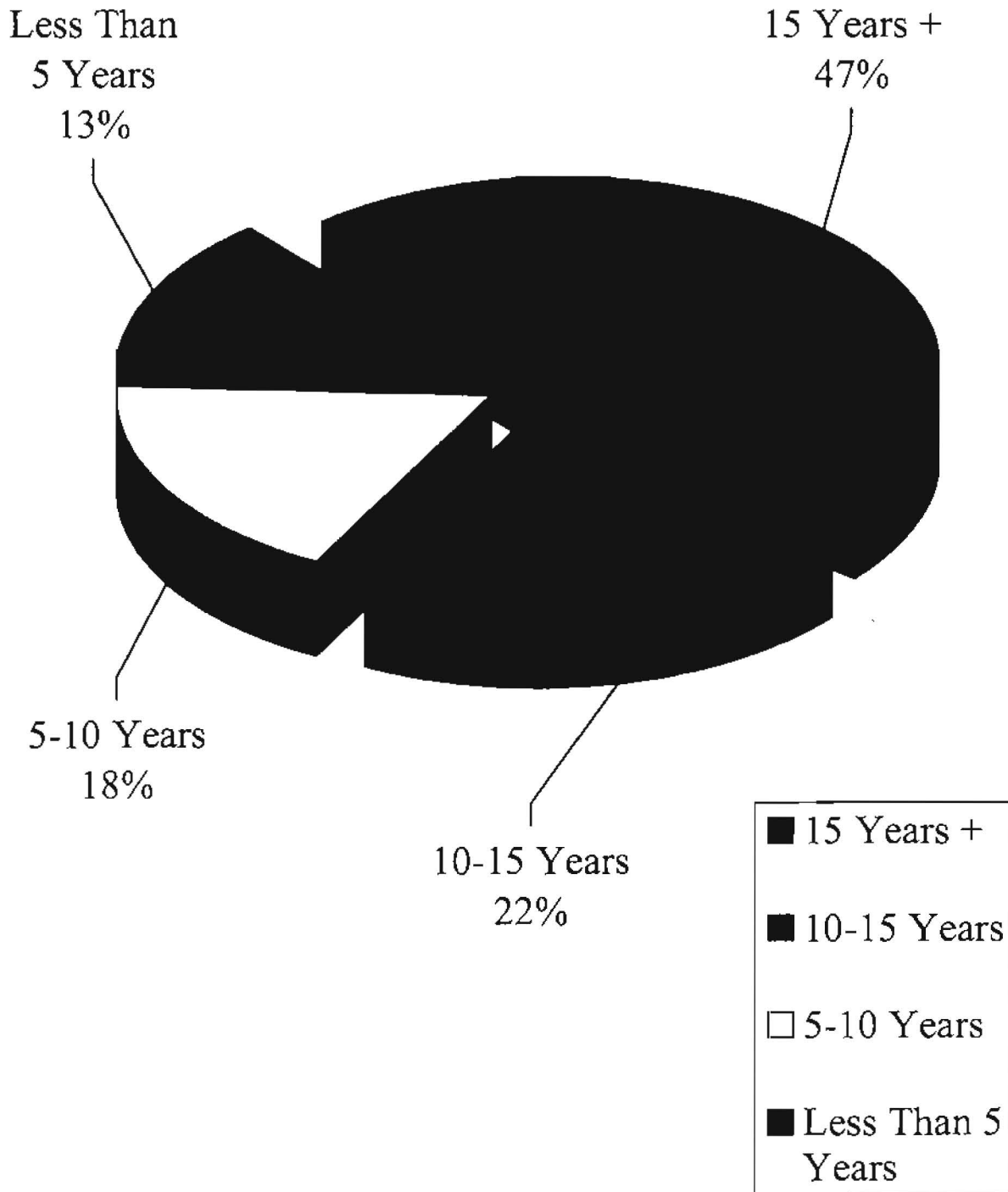
The firm prides itself in being the lowest cost provider in the marketplace. The following attributes make us somewhat unique among our competitors:

- The structure of our organization is one that minimizes fixed overhead, allowing us to bill our clients less than our competitors, while still maintaining our mission of providing unparalleled service
- We split travel costs among clients whose meetings are nearby
- We give impartial advice as to whether or not performing a study might achieve the intended results of the client
- Most of our work is a fixed cost, articulated clearly in advance, so there are no hidden charges
- Our hourly billing rates for other work are notoriously among the lowest in the industry
- We adhere to our core values of honesty, integrity, respect, and professionalism

5. Client Retention

Ultimately, actuaries are hired and fired based upon their abilities to communicate accurate results in a timely manner; but, do so at a reasonable cost. The only true way of knowing this is to take the firm for a "test-drive," but a strong indicator for overall performance is client retention. We have been the actuary for nearly half of our clients for about 15 years, as can be seen on the following chart.

CLIENT RETENTION



PROPOSED WORK PLAN

Our proposed work plan and timetable for completion is as follows:

1. Sign the contract for Actuarial Services within a week of receiving notice that Foster & Foster was chosen for the study.
2. Provide the City with a detailed data request shortly after receiving a signed contract.
3. Upon receipt of the data, we will review the information to ensure we have the necessary data to complete the analysis.
4. Within one week of receiving the data, we will schedule a conference call with a City representative to ask any pending questions or to clarify our understanding of the data. At that time, we will also schedule a meeting to deliver results.
5. After we are comfortable with the data, we will match the January 1, 2007 actuarial valuation results provided by the City in the 2007 valuation report. In order to do this, we will use ProVal, the most robust pension actuarial valuation system in the marketplace, to determine liabilities and required contributions for your Plan.
6. ProVal will develop all of the necessary actuarial information to determine the cost of the program. Two credentialed actuaries will review this output for reasonableness. Individual test cases will also be examined to be sure that the subsidies are being correctly handled and projected.
7. Once we have comfortably matched results, we will review the results, assumptions and methods used in the 2006 and 2007 valuations for reasonableness. Additionally, we will determine the cost of either adding or changing the benefit features requested by the City.
8. After two credentialed actuaries have signed off on the results, a report will then be produced, supplying the City with all of the relevant information necessary to satisfy the Actuarial Standards of Practice.
9. The report will be produced within 45 days upon receipt of all of the relevant demographic and financial information necessary to perform the analysis. The report will be delivered at the scheduled Committee meeting.

ADDITIONAL INFORMATION

CONFLICT OF INTEREST

To our knowledge, no associate of Foster & Foster, Inc. working on this actuarial study has any direct financial interest or indirect material interest in the City of Jonesboro. Thus, there is no relationship existing that might affect our capacity to prepare and certify this actuarial report.

COMPLETION OF PROJECT

Foster & Foster, Inc. intends to use its current staff and resources to complete the project and does not intend to subcontract any portion of the project.

PROFESSIONAL LIABILITY INSURANCE

Foster & Foster, Inc. maintains professional liability insurance with a per claim maximum of \$2 million. In the 29 year history of the firm, we have not had a single claim.

OTHER ISSUES

Our Firm has performed three actuarial audits in the past year for clients that have retained the Principal Financial Group as their provider. While we certainly understand the advantages of one-stop shopping, we have outlined the main reasons why each of these clients has chosen to break its contract with Principal and adopt a self-trusted program. In the State of Florida, insurance contracts were prevalent in the 1990's, but now very few of these types of insurance contracts exist, mainly due to the following:

- **Investment Flexibility** – Little investment flexibility exists because typically only funds offered by the insurance company are available investments. Furthermore, these investments tend not to be diversified appropriately. In one case, a majority of the equity position was in Principal stock!
- **Real Returns** – Actual investment returns as well as the Expected Rate of Return on assets used by these firms are typically less than those earned by investment managers who have a broader scope of asset classes available to them. Frankly, the Principal accounts that we were ask to analyze exhibited poorer returns than other self-trusted plans of similar size and scope.
- **Reporting and Disclosure** – Insurance companies typically only provide detailed reports regarding the crediting of interest, expenses, etc. no more than quarterly. In addition, the Market Value of Unrestricted Assets is often only disclosed annually in the Actuarial Valuation Report. It is important that the sponsor be made aware of the financial condition of the plan on an ongoing basis.
- **Conservatism in Actuarial Assumptions/Methods** – There are built-in incentives for the insurance company actuaries to be as conservative as possible with their assumptions and methods so that contribution requirements are as high as possible. As you know, the insurance companies make money on the spread between the interest credited and interest earned on the assets of the plan. We have no knowledge that overly conservative assumptions were used in this case and we have not seen an actuarial valuation report.

There are many advantages to having a self-trusted program and I have made an attempt to summarize a few of these below:

- **Investment Return** – The entire market value rate of return experienced by each Fund would be directly credited to the Trust. Although there are no guarantees, the manager would have a broad range of investment alternatives available and could allocate the Funds to obtain the most favorable rate of return (within the broad guidelines prescribed by the board).
- **Administrative Expenses** – All income and expenses of the Trust would be presented in detail in monthly reports provided by the custodian bank. Fees for custodian, investment advisory, and actuarial services would be paid directly from the Fund and would be completely disclosed. Total annual fees for all investment, actuarial, legal, performance monitoring, and administrative services provided to the Plan typically do not exceed 0.75% of the market value of invested assets.

OTHER ISSUES (CONTINUED)

- **Our Investment Flexibility** – An entire array of investments will be available to the Plan. Not only would diversification of the plan assets be made possible in this arrangement, the Board/Sponsor would have an easier time changing courses if performance was not acceptable. Should the City become dissatisfied with the investment manager, the contract could be terminated with no more than 30 days written notice and the assets would be transferred to the successor manager on a current market value basis, without market adjustments, termination fees, etc. In addition, the investments need not be liquidated and could be transferred “in kind” for future appreciation.

Reporting and Disclosure – Detailed accountings of Fund assets and transactions are generally provided monthly with specially accounts on request. These reports are usually available within 10 days following the end of the month. It is recommended that the investment monitor meet with interested officials at least quarterly to review the experience, discuss investment selections, etc.

REFERENCES & CLIENT LIST

We would encourage you to speak with any of our client contacts on the following pages as to the quality of our services. The contacts below have a long standing relationship with our firm. They will testify to our accuracy, timeliness, and strong customer service as it relates to benefit calculations, actuarial valuations of their pension plans, and the Governmental Accounting Standards Board disclosure statements applicable to the public retirement programs they sponsor:

Donald Carter
Finance Director
City of Haines City
502 E. Hinson Avenue
Haines City, FL 34845
P: (863) 421-3600 x101

Gary Conroy
City of Edgewater
P.O. Box 100
Edgewater, FL 32132
P: (386) 424-2400 x2153

John Williams
City Manager
City of Edgewater
P.O. Box 100
Edgewater, FL 32132
P: (386) 424-2471

We perform annual actuarial valuations for the retirement programs sponsored by each of these clients, as well as the preparation of the Governmental Accounting Standards Board disclosure information required for the Comprehensive Annual Financial Reports. Additionally, we have recently completed studies similar in scope to the project outlined in the RFP.

The following pages contain our current client list with contact information, number of years they have been a client and the approximate number of participants in each plan.

CLIENT LIST

#	CLIENT	CONTACT	TITLE	TELEPHONE	YEARS RETENTION	PARTICIPANT COUNT
1	ARCADIA POLICE & FIRE	MATT ANDERSON	CHAIRMAN	(863) 993-4660	24	51
2	ATLANTIS POLICE	CLYDE FARMER	CHAIRMAN	(561) 965-1744	6	7
3	AUBURNDALE FIRE	SUZY PITA	ADMIN	(352) 787-9795	20	29
4	AUBURNDALE GENERAL	SHIRLEY LOWRANCE	FINANCE DIR	(863) 968-5133	20	152
5	AUBURNDALE POLICE	SUZY PITA	ADMIN	(352) 787-9795	20	45
6	AVENTURA POLICE	BRIAN RADUCCI		(305) 466-8920	1	77
7	AVON PARK FIRE	CAROL KNAPP	ADMIN	(863) 443-0153	7	24
8	AVON PARK POLICE	CAROL KNAPP	ADMIN	(863) 443-0153	18	29
9	BAL HARBOUR POLICE	JOAN L. WALL	ADMIN	(954) 723-9521	2	33
10	BARTOW FIRE	MARK OLINGER	CHAIRMAN	(863) 534-5044	19	30
11	BARTOW GENERAL	LINDA CULPEPPER	CITY CLERK	(863) 534-0100	3	287
12	BARTOW POLICE	DAVID REYNOLDS	CHAIRMAN	(863) 534-5034	19	61
13	BELLE GLADE FIRE	STEPHEN RICE	SECRETARY	(561) 996-0100	25	21
14	BELLE GLADE GENERAL	SHERRIE DULANY	CHAIRMAN	(561) 996-0100	25	184
15	BELLE GLADE POLICE	GWENDOLYN WILLIAMS	CHAIRMAN	(561) 996-0100	25	59
16	BELLEAIR BLUFFS FIRE	PAUL KUYKENDALL	CHAIRMAN	(727) 586-4504	10	11
17	BELLEAIR POLICE	DONNA CARLEN	RECORDING SEC	(727) 588-3769	20	13
18	BELLEVUE POLICE	TERRY HOLLAND	CHAIRMAN	(352) 245-7044	19	18
19	BONITA SPRINGS FIRE	DAN GOURLEY	CHIEF	(239) 949-6200	14	90
20	BONITA SPRINGS GENERAL	TED KAKLIS	HR DIR	(239) 949-6200	3	19
21	BRADENTON FIRE	TOM WOODS	CHAIRMAN	(941) 708-6248	21	111
22	BROOKSVILLE FIRE	SUSAN MCCRARY	SECRETARY	(352) 544-5445	24	45
23	BROOKSVILLE POLICE	JIM DELATCH	ASST FINANCE DIR	(352) 544-5400	2	35
24	BUNNELL FIRE	DEREK FRASER	CHAIRMAN	(386) 931-0871	12	14
25	BUSHNELL GENERAL	JOY COLEMAN	FINANCE DIR	(352) 793-2591	14	20
26	BUSHNELL POLICE	JOY COLEMAN	FINANCE DIR	(352) 793-2591	14	8
27	CAPE CORAL FIRE	LEONARD NESTA	CHAIRMAN	(239) 542-0702	24	195
28	CAPE CORAL GENERAL	BRIAN FENSKE	CHAIRMAN	(239) 574-0873	24	1142
29	CAPE CORAL POLICE	CAPT MIKE MAHER	CHAIRMAN	(239) 242-3341	24	224
30	CASSELBERRY POLICE & FIRE	DON HARKINS	CHIEF	(407) 262-7700	14	61
31	COCOA BEACH FIRE	PATRICK COX	SECRETARY	(321) 868-3250	22	42
32	COCOA BEACH GENERAL	CHARLES HOLLAND	CHAIRMAN	(321) 868-3320	10	185
33	COCOA BEACH POLICE	DEBBIE GRANT	ADMIN ASSISTANT	(321) 868-3271	22	61
34	COCOA FIRE	NORRIS PARK	CHAIRMAN	(321) 690-1895	28	55
35	COCOA GENERAL	MISSY MCCARTHY	CHAIRMAN	(321) 639-7550	28	92
36	COCOA POLICE	SHEILA HUTCHESON	ADMIN	(321) 267-3082	28	94
37	COOPER CITY MGMT EMPLOYEES	HORACIO MONTES DE OCA	FINANCE DIR	(954) 434-4300	0	10
38	CRESTVIEW GENERAL	KATHY AUSTIN	ADMIN ASSISTANT	(850) 682-6132	22	122
39	CRESTVIEW POLICE & FIRE	KATHY AUSTIN	ADMIN ASSISTANT	(850) 682-6132	22	73
40	DADE CITY FIRE	RAYMOND E. TIMER	FIRE CAPTAIN	(352) 521-1494	5	25
41	DADE CITY POLICE	JAMES CLASS	FINANCE DIR	(352) 523-5052	5	30
42	DeLAND FIRE	MARK HARPER	CHAIRMAN	(386) 740-5834	5	51
43	DELRAY BEACH POLICE & FIRE	ANNE WOODS	PLAN ADMIN	(561) 243-4707	0	414
44	DESTIN FIRE	TONY CARROLL	CHAIRMAN	(850) 837-8413	14	37
45	EAST LAKE TARPON FIRE	PAUL FERRERI	CHAIRMAN	(813) 205-6800	7	37
46	EDGEWATER FIRE	JIM JOLLIE	CHAIRMAN	(386) 424-2445	15	31
47	EDGEWATER GENERAL	DONNA LOONEY	PERSONNEL DEPT	(386) 424-2408	15	109
48	EDGEWATER POLICE	GARY CONROY		(386) 424-2400	15	120
49	ENGLEWOOD FIRE	TIM LANG	CHAIRMAN	(941) 474-3311	14	52
50	EUSTIS FIRE	RACHEL HOLTZCLAW	CHAIRMAN	(352) 357-7770	6	44
51	FERNANDINA BEACH GENERAL	ROBIN MARLEY	HR DIR	(904) 277-7321	19	174
52	FERNANDINA BEACH POLICE & FIRE	ROBIN MARLEY	HR DIR	(904) 277-7321	19	91
53	FROSTPROOF POLICE	DEANNA HIGGINS	ACTING CHIEF	(863) 635-7849	25	17
54	FT MYERS FIRE	GREG POUNDERS	VICE CHAIRMAN	(239) 334-6222	26	170
55	FT MYERS GENERAL	JOAN LIGHT	CHAIRMAN	(239) 461-3757	22	1104
56	FT MYERS POLICE	DET BARRY LEWIS	CHAIRMAN	(239) 338-2179	20	238
57	FT WALTON BEACH FIRE	ERVIN KEMPFF	SECRETARY	(850) 240-9540	20	48
58	FT WALTON BEACH POLICE	CAPT ROSE BERRY	CHAIRMAN	(850) 833-9536	16	85
59	GULFPORT FIRE	CHRISTINE BROWN	SEC / VICE CHAIRMAN	(727) 893-1059	21	33
60	GULFPORT GENERAL	ELAINE TREHY	FINANCE DIR	(727) 893-1014	6	165
61	GULFPORT POLICE	MIKE ARKIS	CHAIRMAN	(727) 893-1021	21	46
62	HAINES CITY FIRE	MARK BAKER	CHAIRMAN	(863) 421-3612	22	27
63	HAINES CITY GENERAL	DONALD CARTER	FINANCE DIR	(863) 421-3600	3	115
64	HAINES CITY POLICE	JEFFREY SAURO	CHAIRMAN	(863) 421-3636	22	54
65	HOLLY HILL FIRE	CHARLIE COBB	CHAIRMAN	(386) 248-9473	13	23
66	HOLLY HILL POLICE	JOE BORELLI	CHAIRMAN	(386) 248-9489	16	34
67	HOLMES BEACH POLICE	DALE STEPHENSON	CHAIRMAN	(941) 708-5807	20	21
68	INDIALANTIC GENERAL	LAURA EATON	TOWN CLERK	(321) 723-2533	12	21
69	INDIALANTIC POLICE & FIRE	LAURA EATON	TOWN CLERK	(321) 723-2533	23	28
70	INDIAN HARBOUR BEACH POLICE	BOB SULLIVAN	CHAIRMAN	(321) 773-3030	20	26
71	KISSIMMEE POLICE	ALICIA SHARPE	ASST DIRECTOR	(407) 518-2115	10	119
72	KISSIMMEE UTILITY AUTHORITY	LISA DAVIS	ADMIN	(407) 933-9803	10	403
73	LADY LAKE POLICE	ROBERT COOK	CHAIRMAN	(352) 750-0885	11	24

CLIENT LIST

#	CLIENT	CONTACT	TITLE	TELEPHONE	YEARS RETENTION	PARTICIPANT COUNT
74	LAKE ALFRED GENERAL	JOHN DEATON	ACTING VICE CHAIR	(863) 291-5274	11	62
75	LAKE ALFRED POLICE	ART BODENHEIMER	CHAIRMAN	(863) 291-5200	13	12
76	LAKE CITY POLICE	CAPT BRUCE CHARLES	CHAIRMAN	(386) 752-4344	4	55
77	LAKE MARY FIRE	RICK FUDGE	CHAIRMAN	(407) 585-1478	8	32
78	LAKE MARY POLICE	SGT JOHN A. WOODS	CHAIRMAN	(407) 585-1303	8	47
79	LAKE PARK POLICE	PAUL CARLISLE	CHAIRMAN	(561) 881-3300	5	7
80	LAKE WALES FIRE	SUZY PITA	ADMIN	(352) 787-9795	13	31
81	LAKE WALES GENERAL	KATIE KINLOCK	BOARD MEMBER	(863) 678-4182	12	123
82	LAKE WALES POLICE	SUZY PITA	ADMIN	(352) 787-9795	13	58
83	LAKELAND FIRE	DANA BLYDENBURGH	PENSION BEN MGR	(863) 834-8797	2	215
84	LAKELAND POLICE	DANA BLYDENBURGH	PENSION BEN MGR	(863) 834-8797	2	369
85	LEESBURG GENERAL	BOB BROWN	CHAIRMAN	(352) 728-9723	6	689
86	LEESBURG POLICE	LT WILLIAM CHRISMAN	CHAIRMAN	(352) 728-9860	15	87
87	LONGBOAT KEY FIRE	PATRICK CARDEN	CHAIRMAN	(941) 316-1944	20	90
88	LONGBOAT KEY GENERAL	JO ANN DUNAY-MIXON	CHAIRMAN	(941) 316-1944	20	50
89	LONGBOAT KEY POLICE	RANDY THOMPSON	SECRETARY	(941) 316-1977	20	30
90	LYNN HAVEN FIRE	JACK DAYTON	CHAIRMAN	(850) 265-4111	20	23
91	LYNN HAVEN GENERAL	LINDA LUCANTE	CHAIRMAN	(850) 265-7520	24	105
92	LYNN HAVEN POLICE	J.E. WHITE	SECRETARY	(850) 265-4111	24	32
93	MADISON FIRE	ARCHIE STRICKLAND	CHAIRMAN	(850) 973-5075	15	11
94	MADISON POLICE	BEN EMERSON	SERGEANT	(850) 973-5077	15	18
95	MANALAPAN POLICE	LINDA STUMPF	FINANCE DIR	(561) 383-2546	3	26
96	MARCO ISLAND POLICE	CHIEF ROGER REINKE	TRUSTEE	(239) 389-5050	3	27
97	MEDLEY POLICE	JOSE AYALA	CHAIRMAN	(786) 256-4294	3	32
98	MELBOURNE BEACH POLICE	SHERJ GATTO	ADMIN ASSISTANT	(321) 723-4343	19	15
99	MELBOURNE GENERAL	MICHELE ENNIS	SECRETARY	(321) 727-2900	13	348
100	MELBOURNE POLICE	JENNIFER CHASE	SECRETARY	(321) 953-6283	21	244
101	MILTON FIRE	BOBBY HUTCHINSON	SECRETARY	(850) 983-5430	15	25
102	MILTON GENERAL	RICKY HINOTE	CHAIRMAN	(850) 983-5461	8	96
103	MILTON POLICE	RICHARD LAMB	CHAIRMAN	(850) 983-5420	18	23
104	MONTICELLO FIRE	MERRY ANN FRISBY	CHAIRMAN	(850) 342-0153	10	22
105	NEPTUNE BEACH POLICE	SGT RICHARD PIKE	CHAIRMAN	(904) 270-2413	20	24
106	NEW PORT RICHEY FIRE	KEN MAY	CHAIRMAN	(727) 853-1032	23	33
107	NEW SMYRNA BEACH FIRE	KATHLEEN EICHINGER	FINANCE DIR	(386) 424-2120	13	74
108	NORTH BAY FIRE	LLOYD T. LOSINGER	CHAIRMAN	(850) 897-3689	13	20
109	NORTH NAPLES FIRE	JOAN L. WALL	ADMIN	(954) 723-9521	6	77
110	NORTH PORT FIRE	DAVID CARROLL	SECRETARY	(941) 423-4355	21	73
111	NORTH PORT POLICE	CHARLES AYRES	CHAIRMAN	(941) 426-7345	24	75
112	NORTH RIVER FIRE DISTRICT	PHILLIP B. BAKER	CHAIRMAN	(941) 721-6700	10	54
113	OCALA GENERAL	STANLEY HANSON	CHAIRMAN	(352) 854-3126	10	1281
114	OCALA POLICE	DALE ADAMS	ADMIN	(352) 620-8486	10	205
115	OCEAN CITY-WRIGHT FIRE	DAVID HATFIELD	CHAIRMAN	(850) 862-1185	3	39
116	OCOOE GENERAL	JAMES CARNICELLA	CHAIRMAN	(407) 905-3100	19	217
117	OCOOE POLICE & FIRE	CHARLES BROWN	CHAIRMAN	(407) 905-3123	19	125
118	OKALOOSA ISLAND FIRE	RICHARD VANGUILDER	CHAIRMAN	(850) 243-7373	14	24
119	ORANGE PARK FIRE	JAMES SCHAUDEL	CHAIRMAN	(904) 813-8764	10	40
120	ORANGE PARK POLICE	CHIEF JAMES H. BOIVIN	CHAIRMAN	(904) 278-3006	25	50
121	ORMOND BEACH FIRE	PAUL LANE	FINANCE DIR	(386) 676-3212	20	76
122	ORMOND BEACH GENERAL	PAUL LANE	FINANCE DIR	(386) 676-3212	20	361
123	ORMOND BEACH POLICE	PAUL LANE	FINANCE DIR	(386) 676-3212	20	96
124	OVIEDO FIRE (Chapter)	TIMOTHY KOEPESELL	CHAIRMAN	(407) 971-5614	18	75
125	OVIEDO POLICE	RON JACOBS	CHAIRMAN	(407) 977-6136	18	64
126	PALATKA FIRE	ANDY JORDAN	SECRETARY	(386) 329-1160	9	24
127	PALATKA GENERAL	RUBY WILLIAMS	PLAN ADMIN	(386) 329-0100	9	183
128	PALATKA POLICE	RUBY WILLIAMS	PLAN ADMIN	(386) 329-0100	9	56
129	PALM BAY FIRE	RICHARD ADAMS	CHAIRMAN	(321) 724-8877	2	135
130	PALM BAY POLICE	RICHARD ADAMS	CHAIRMAN	(321) 724-8877	2	182
131	PALM BEACH GARDENS GENERAL	ALLAN OWENS	CHAIRMAN	(561) 799-4163	16	20
132	PALM COAST FIRE	RAY BRITT	GENERAL SVS DIR	(386) 986-3725	3	35
133	PALM HARBOR FIRE	DOUG ZIMMERMAN	BOARD SEC	(727) 784-0454	14	26
134	PANAMA CITY FIRE	MIKE BUSH	CHAIRMAN	(850) 872-3020	8	136
135	PANAMA CITY POLICE	MIKE BUSH	CHAIRMAN	(850) 872-3020	8	155
136	PERRY FIRE	ROBERT MOON	CHAIRMAN	(850) 584-3311	8	28
137	PERRY POLICE	MIKE ANDERSON	CHAIRMAN	(850) 584-5121	8	25
138	PINELLAS PARK FIRE	DENISE COWDRICK	PENSION ASSISTANT	(727) 541-0700	8	128
139	PLANT CITY SAFETY (P&F)	CHIEF BILL McDANIEL	SECRETARY	(813) 757-9200	14	160
140	PONCE INLET FIRE	JENI TREPASSO	ADMIN ASSISTANT	(386) 322-6720	1	5
141	PORT ORANGE FIRE & RECUE	KEN BURGMAN	CHAIRMAN	(386) 560-5903	8	91
142	PORT ST. LUCIE POLICE	BILL VEGA	CHAIRMAN	(772) 871-5000	17	183
143	PUNTA GORDA FIRE	BERNIE MCBRIDE	CHAIRMAN	(941) 575-3364	22	43
144	PUNTA GORDA GENERAL	DAVE DRURY	DIR OF FINANCE	(941) 575-3318	22	257
145	PUNTA GORDA POLICE	JOHN RINEHART	CHIEF	(941) 575-5517	22	52
146	QUINCY POLICE & FIRE	VICTOR GEIGER	CHAIRMAN	(850) 875-7315	2	78

CLIENT LIST

#	CLIENT	CONTACT	TITLE	TELEPHONE	YEARS RETENTION	PARTICIPANT COUNT
147	SANFORD FIRE	GLADYS JOHNSON	FINANCE DIR	(407) 330-5611	23	103
148	SANFORD POLICE	DARREL PRESLEY	CHAIRMAN	(407) 302-1038	23	157
149	SANIBEL GENERAL	RICHARD COHAN	CHAIRMAN	(239) 472-3785	8	151
150	SANIBEL POLICE	JIM ISOM	ADMIN SERVICES	(239) 472-3700	18	40
151	SEBRING FIRE	BOBBY BORDER	SECRETARY	(863) 471-5105	21	30
152	SEMINOLE FIRE	DOUG PELTZ	ADMIN	(727) 393-8711	2	131
153	SOUTH PASADENA FIRE	LT PHIL NOVATH	CHAIRMAN	(727) 344-1666	14	27
154	SOUTH WALTON FIRE	ERIC LANG	CHAIRMAN	(850) 267-1298	9	82
155	SOUTHERN MANATEE FIRE	JR THAYER	ASST CHIEF	(941) 751-7675	1	106
156	SOUTHERN MANATEE GENERAL				1	9
157	ST AUGUSTINE FIRE	STEVE BOETTCHER	CHAIRMAN	(904) 825-1098	21	45
158	ST CLOUD GENERAL	SHEILA HUTCHESON	ADMIN	(321) 267-3082	12	304
159	ST CLOUD POLICE & FIRE	VINCENT SHEPARD	CHAIRMAN	(321) 624-2827	12	116
160	ST PETE BEACH FIRE	PHILIP MILNER	CHAIRMAN	(727) 363-9207	24	43
161	ST PETE BEACH GENERAL	PAMALA A. PRELL	SECRETARY	(727) 367-2735	24	154
162	ST PETE BEACH POLICE	CHRIS CENTOFANTI	SECRETARY	(727) 363-9200	24	46
163	STUART FIRE	JAN TOWNSEND	ADMIN SEC	(772) 288-5310	14	24
164	STUART GENERAL	JAN TOWNSEND	ADMIN SEC	(772) 288-5310	14	111
165	STUART POLICE	JAN TOWNSEND	ADMIN SEC	(772) 288-5310	14	18
166	TARPON SPRINGS FIRE	ERIC VUKCEVIC	CHAIRMAN	(727) 934-2760	21	50
167	TARPON SPRINGS POLICE	ROBERT QUINN	CHAIRMAN	(727) 937-8753	21	70
168	TEMPLE TERRACE FIRE	DIV CHIEF DAVE BECKER	CHAIRMAN	(813) 989-7121	18	47
169	TEMPLE TERRACE POLICE	CARL AVARI-COOPER	CHAIRMAN	(813) 385-8756	23	77
170	TITUSVILLE GENERAL	JULIE ENRIGHT	PERSONNEL TECH	(321) 383-5771	23	569
171	TITUSVILLE POLICE & FIRE	JULIE ENRIGHT	PERSONNEL TECH	(321) 383-5771	23	217
172	VENICE FIRE	RICH LANIGAN	SECRETARY	(941) 480-3334	22	73
173	VENICE POLICE	KEVIN MCGRATH	SECRETARY	(941) 486-2444	22	85
174	WEST MANATEE FIRE & RECUE	STEWART MOON	CHAIRMAN	(941) 741-3900	11	27
175	WINTER HAVEN FIRE	SUZY PITA	ADMIN	(352) 787-9795	23	77
176	WINTER HAVEN GENERAL	CALVIN BOWEN	FINANCE DIR	(863) 291-5667	23	523
177	WINTER HAVEN POLICE	SUZY PITA	ADMIN	(352) 787-9795	23	107

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178	AUBURNDALE	SHIRLEY LOWRANCE	FINANCE DIR	(863) 968-5133	2	213
179	CHARLOTTE COUNTY SHERIFF	JOSE FLORES	FINANCE DIR	(941) 575-5217	1	616
180	COCOA	NANCY WADEMAN	FINANCE DIR	(321) 639-7517	1	461
181	COCOA BEACH	CHARLES HOLLAND	CHAIRMAN	(321) 868-3320	2	241
182	IONA MCGREGOR RETIREE INS	WILLIAM ELLIOTT	FIRE CHIEF	(239) 433-0660	1	121
183	KISSIMMEE UTILITY AUTHORITY	LISA DAVIS	FIN & RISK MGT	(407) 933-9803	2	296
184	LEE COUNTY MOSQUITO CONTROL	VIVIAN JONES	PLAN ADMIN	(239) 694-2174	2	139
185	MILTON	DONNA ADAMS	CITY MANAGER	(850) 983-5411	2	144
186	SANIBEL	RENEE LYNCH	FINANCE DIR	(239) 472-9615	2	147
187	ST. CLOUD	DONNA MILLER	ASST TO FINANCE DIR	(407) 957-7311	2	345
188	TEMPLE TERRACE	DIANE REICHARD	FINANCE DIR	(813) 989-7103	2	279
189	TITUSVILLE	JULIE ENRIGHT	PERSONNEL TECH	(321) 383-5771	2	641
190	WINTER HAVEN	CALVIN BOWEN	FINANCE DIR	(863) 291-5667	1	547