

January 20, 2000

To: SVIA Executive Committee

Bill Gardner, Chairman

Wayne Gates, Data & Research

Jim McDevitt, Budget & Finance

Kim McCarrel, Communications

Jim McKay, Government Relations

John Milberg, Past Chairman

Tami Pearce, Membership & Dues

Al Turco, Secretary

From: Gina Mitchell

Re: Wrap-up of Today's Call

Listed below is a quick wrap-up of today's call.

February Meeting Times. The Executive Committee agreed to meet from 3:30 to 5:30 p.m. on Thursday. The dinner meeting from 6:30 to 9:00 p.m. will be open to the full Board. The Board meeting will begin at 8:30 a.m. and conclude at 3:30 p.m.

Monthly Calls to Touch Base. The Executive Committee will try to have monthly conference calls to make sure everyone is up to date on Association activities and that the activities are progressing. Because the Executive Committee is meeting on February 3, the next call should take place in March.

GICs 2000 Meeting. The Board will be meeting on April 9th (Sunday) from 4:00 to 5:30 p.m. The meeting piggybacks the GICs 2000 conference (April 9-12) in Desert Springs, California at the Mission Hills Westin. Additionally, the meeting will be open to others in the stable value industry. Our goal is to bring in SVIA members (and non-members) who are attending the conference and would like to know more about the Association.

Lastly, the Association has lined up Bill Gardner, Kim McCarrel, Elieen Leonardi & Gina Mitchell for the opening session at GICs 2000 on Monday, April 10.

SVIA 2000 Meeting. SVIA's Annual Forum will be held October 10-12 at the Monarch Hotel in Washington, D.C. The Planning Committee will come together towards the middle of February. We want to build on last year's success. However, we would like to move the start time from 8:00 a.m. to 9:00 a.m. in order for the SVIA committees or other groups to meet; and to minimize concurrent sessions.

SVIA-LIMRA Survey. The year-end 1999 SVIA-LIMRA Stable Value Assets & Sales survey was sent out to 15 non-insurance companies within the Association. The deadline for the survey is January 31. A report should be issued by the end of February. We anticipate that future surveys will be quarterly. However,

concerns were raised that unless the respondent base is consistent, the data would not be that meaningful for quarter to quarter comparisons.

Performance Measurement Task Force Update. The Task Force has met twice by conference call. They have identified the core issues that the Group needs to address to advance the initiative. The Task Force is working to flesh out and make recommendations on these issues. A roster (excel file) is attached with the current 24 members.

Ken Walker/SVIA Global Opportunities Working Group Informational Report. At the October 1998 Board meeting, the Board approved a Working Group lead by Ken Walker to pull together information on global opportunities. Ken has drafted a report and asked Wendy Cupps, John Milberg, Paul Donahue, Christina Aragon and Eric Kirsch to provide additional information. Their input has been requested by January 31. Once these contributors provide information, the report will be presented to the Board for review and distribution to the full membership.

June 14-15 Board Meeting. The Executive Committee agreed to meet in Washington for the June meeting to draw public policy speakers for the meeting.

SVIA Office Relocation. On January 3, Vantas served notice that our lease at 1215 17th Street was terminated. Boston Properties, who owns the building, is taking back the property. We have to leave the premises no later than March 31. We are in negotiations with another property at 2121 K Street for space that is outside of the Vantas family. Should this option go through, the Association will save roughly \$5,000 annually after the costs of moving (moving, stationery, etc.). We also have another option at 23 & M across from the Monarch Hotel that is within the Vantas family.