

ACTION ITEMS

Board of Directors Meeting Stable Value Investment Association

June 14, 2001 8:00am

SVIA 2001 Elections

- Candidate will be defined as the greater of at least 3 nominations or 10% of the total voting members who have nominations.
- Eric Kirsch, Chair-elect, becomes an At-large member, and will not need to seek re-election.
- Robert Krebs and John Milberg step down as Ex-officio.
- Bill Gardner becomes Ex-officio as immediate past Chairman.
- Six seats are open on the Board of Directors: 2 plan sponsors and 4 providers.
- The following Board seats are up for re-election: Karen Watson, Jim Curry, Eric Kirsch, Kim McCarrel, Jim McDevitt, and Jim McKay.
- On the provider side, Jim McDevitt, Jim McKay, and Kim McCarrel will seek nominations for a second term.

Asset Allocation White Paper

- Before dissemination, the paper will be edited by Randy Myers. Randy will also write an executive summary.
- Wayne Gates will reach out to the issuers to discuss the paper before distribution.
- Board approved dissemination of the paper to membership, model providers, plan sponsors and interested parties. David Wray will reach out to actuarial group.
- Task force developing questions for modelers on actual use and resulting changes in contributions and allocations.

Membership Survey

- Rick Cook reported on the findings of the 2001 Membership Survey. Highlights included: 1) SVIA's work is well-received; 2) Improve communication to membership; and 3) need to focus on growth of the industry.
- Rick recommended conducting the survey again next year to follow-up on progress of conclusions and recommendations. The Membership Committee is investigating surveying visitors to SVIA Web site. Growth opportunities for SV being the central focus of this new effort.
- Gina Mitchell to reach out to membership on small plan market and financial planning community to consult on growth opportunities.

Web Site

- Gina Mitchell reported the findings of SVIA Web traffic. Among them: (1) traffic increased from 32,000 hits to 36,000 hits per month; 2) 85% of visitors to the Web site are individuals; and 3) 10% of visitors to the Web site are members.

- **Media Team**
 - SVIA will seek press coverage for the release of the advice model paper using Wayne's presentation as the guide.
 - Bill Gardner suggested that SVIA take a more visible role at other conferences and meetings. He suggested targeting 10-15 meetings of plan sponsors, financial planners, etc. to broaden stable value image.
- **Fifth Annual Investment and Policy Survey**
 - Karen Watson gave a brief report on the draft findings and highlights.
 - Bill Gardner suggested that the return information in relation to other investment options be the focus of this year's press release on the survey.
- **FAS-133**
 - Jim McDevitt gave highlights of FAS-133 and implications for stable value.
 - A small task force will be formed to investigate implications of FAS-133 and AICPA interpretation. The task force will include Gina Mitchell, Al Turco, Vic Gallo, Aruna Hobbs and/or Emily Bates, Jim McDevitt, and someone from PRIMCO.
 - The task force will look into the rationale behind the conclusions and the AICPA process and report to the Board quickly, prior to the end of June.
 - A conference call of the Board should be scheduled within a month to review findings and next steps.
- **Annual Forum**
 - Gina Mitchell gave a brief update on the progress of the Annual Forum. To date, there are 7 of 9 keynote speakers confirmed. SVIA anticipates attendance will be level despite cutbacks in corporate travel budgets and lower attendance at sister event.
- **Government Relations**
 - Jim McKay gave reported on the recent tax legislation and the passage of the Portman-Cardin amendment, advice legislation, and request for synthetics class exemption.
 - SVIA will get involved in the Social Security reform debate. Gina Mitchell will lead SVIA's efforts. Any interested party among the membership will be encouraged to become involved.
- **Performance Measurement**
 - Vicky Paradis has sent paper to AIMR. AIMR will address the issue this summer. She will follow up. It is her hope that she can get them to agree to 1-2 years historical data for GIC valuations.
 - The Board agreed to survey managers to determine where they are implementing performance measurement.
- **Budget, Finance, and Administration Update**
 - Jim McDevitt gave a financial report on the Association.
 - Dues and Value Program revenues are on target. Expenses are well within budget. SVIA will not hold an academic seminar in 2001. The Association will explore that opportunity in 2001.

- The Forum budget is on target. However, speaker fees are over budget. Reductions will be sought in other expense areas.
- **Approval of Minutes**
 - After correcting the date and the spelling of Jeff Norris' name, the minutes were approved by the Board.

