

**STATE COMPENSATION INSURANCE FUND  
BOARD OF DIRECTORS**

**BOARD OF DIRECTORS/EXECUTIVE COMMITTEE  
STRATEGIC PLANNING MEETING**

**October 4-5, 2012**

Napa Valley Marriott Hotel  
3425 Solano Avenue  
Napa, CA 94558

**AGENDA**

**CLOSED SESSION**

**Thursday, October 4, 2012**

Lawrence Mulryan, Tom Rowe  
and Dan Sevilla

1. Strategic Overview and Pre-reads

Lawrence Mulryan, Tom Rowe  
and Dan Sevilla

2. Sustainable Competitive Advantage

Tom Clark

3. Customer Focus: Micro-business and Other Customer  
Segments

Beatriz Sanchez and Dan Sevilla

4. Third Party Administrator

Don Garcia, Scott Reid, Peter  
Guastamachio and Ken Van Laar

5. Managing Risk

Frank Quinlan, Marj Hutchings  
and Phil Swift

6. Utilizing Technology to Improve Business Processes

Andreas Acker

7. Staffing and Talent Management

Daniel Curtin, Jennifer Vargen  
and Brian Watson

8. Public Relations and Government Affairs Strategy

**CLOSED SESSION**

**Friday, October 5, 2012**

John Howard and Len Welsh

9. National and California Workplace Safety Issues

Christine Baker, Tom Rankin and  
Carol Newman

10. Workers' Compensation Reform

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| Ken Van Laar                                 | 11. 2013 Rate Action                            |
| Ken Van Laar                                 | 12. 2012 Dividend Review                        |
| Steve Rank, Tom Clark and<br>Beatriz Sanchez | 13. Operational Efficiency                      |
| Dan Sevilla and Tom Rowe                     | 14. Improving Financial Performance and Wrap Up |

Note: Items designated for information are appropriate for Board/Committee action if the Board/Committee wishes to take action. Any agenda item from a properly noticed Committee meeting held immediately prior to this Board meeting may be considered by the Board. Agenda items may be taken out of order with the approval of the Chairperson. Public comment will be limited to three (3) minutes per speaker and ten (10) minutes per subject item.