



**SOUTH DAKOTA PUBLIC ASSURANCE ALLIANCE  
BOARD OF DIRECTORS MEETING  
May 1, 2025**

Arrowwood Conference Center at Cedar Shore Resort  
1500 Shoreline Drive  
Oacoma, SD 57365

**AGENDA**

**May 1, 2025—8:00 a.m. CDT**

1. **Call meeting to Order**—Chair Mike Wiese
2. **Roll Call**
3. **Approval of Agenda**
4. **Board Member Disclosures of Potential Conflicts of Interest regarding Agenda Items**
5. **Approval of Minutes** – December 4, 2024
6. **Team Reports**
  - a. Executive Director's Report—Lynn Bren
  - b. Financial Report—Lynn Bren
  - c. Underwriting Report—Kristina Peterson and Paytra Nichols
  - d. Member Services Report—Becky & Jerry
7. **Service Provider Reports**
  - a. Financial Overview – Kyle Cipperly and Lauren Gilbertson, First National Bank
  - b. Loss Control Report—Tracie Everson, Safety Benefits, Inc.
  - c. Litigation Report—Jeff Jares & Chris Madsen, Claims Associates, Inc.
8. **Executive Session:** Discussing the qualifications, competence, performance, character or fitness of any officer or employee or prospective officer or employee, pursuant to SDCL 1-25-2(1); consulting with legal counsel or reviewing communications from legal counsel about proposed or pending litigation or contractual matters, pursuant to SDCL 1-25-2(3); and discussing marketing or pricing strategies when public discussion may be harmful to the

competitive position of the business owned by the state's political subdivisions, pursuant to SDCL 1-25-2(5).

**9. Open Discussion**

**10. Old Business**

- a) Investment policy signing

**11. Annual Table Top Exercise for SDPAA's Continuity of Operations Plan – No changes since 2023**

**12. New Business**

- a) AON Contract Ratification
- b) DOMO Contract Ratification
- c) HB1059 / Open Meetings Law Discussion
- d) 2026 Meeting Dates / Locations

**13. Public Comment/Input:** The Chair will impose a time limit of three minutes per speaker and 15 minutes total for public comment/input.

**14. Adjournment**

SOUTH DAKOTA PUBLIC ASSURANCE ALLIANCE  
**BOARD OF DIRECTORS' MEETING**

December 5, 2024

Zoom Meeting

Public participation location: SDML Conference Room, 208 Island Drive, Fort Pierre, SD

Chair Mike Wiese called the meeting to order at 8:00am CST.

**Board Members Present:**

Mike Wiese, Chair – Brown County Commissioner, Aberdeen  
Kathy Glines, Secretary-Treasurer – Harding County Auditor, Buffalo  
Paullyn Carey – Finance Officer, Huron  
Bill O'Toole – Director of Human Resources, Sioux Falls  
Bruce Outka—Lawrence County Chief Deputy State's Attorney  
Jason LaFayette – City Administrator, Belle Fourche  
Justin Weiland – City Administrator, Tea  
Steve Harding – Mayor, Pierre  
Adam Karst, Director of Administration, Watertown  
Kris Jacobsen – SDACC Executive Director, Pierre (left meeting at 9:00)

**Board Member Absent:**

Sara Rankin – SDML Executive Director, Fort Pierre

**Staff Present:**

Lynn Bren, SDPAA Executive Director  
Kristina Peterson, SDPAA Deputy Director/Underwriter  
Paytra Nichols, SDPAA Underwriter  
Becky Brunsing, SDPAA Member Services Representative  
Susan Kiepke, SDPAA Member Services Representative  
Jerry Krambeck, SDPAA Member Services Representative

**Others Present:**

Rob Anderson, May, Adam, Gerdes & Thompson, LLP  
Tracie Everson, Safety Benefits, Inc.  
Todd Everson, Safety Benefits, Inc.  
Kyle Cipperley, First National Bank in Sioux Falls, Wealth Management Department  
Lauren Gilbertson, First National Bank in Sioux Falls, Wealth Management Department  
Chris Madsen, Claims Associates, Inc.  
Jeff Jares, Claims Associates, Inc.  
Justin Swarbrick, Alliant Insurance Services, Inc.  
David Pfeifle, Sioux Falls City Attorney  
Lori Butler, SDML Director of Finance  
Lisa Nold, SDML Risk Sharing Services

**APPROVAL OF AGENDA**

Chair Wiese noted that item XI, 2025 Reinsurance Renewal Recap, will be placed after item V. He called for approval of the agenda with modification.

- **MOTION:** Moved by Outka, Seconded by Carey to approve the Agenda as modified. Motion carried.

### **APPROVAL OF MINUTES**

Chair Wiese called for approval of the October 8, 2024 Board Meeting Minutes.

- **MOTION:** Moved by LaFayette, Seconded by Glines to approve the Minutes of the meeting held on October 8, 2024. Motion carried.

### **AGRIIP CONFERENCE OVERVIEW** – David Pfeifle, Sioux Falls City Attorney

Pfeifle reported on his attendance at the AGRiP Conference in October. He briefly commented on the many areas of information and education pertinent to SDPAA and strongly encouraged the Board to attend the March AGRiP Conference.

### **OLD BUSINESS**

#### **2025 Reinsurance Renewal Recap** - Justin Swarbrick, Alliant Insurance Services

Justin Swarbrick shared a summary of the 2025 reinsurance renewal as follows:

- Liability - \$1,130,736 Annual Premium
- Equipment Breakdown - \$210,114 Annual Premium
- Crime - \$23,379 Annual Premium
- Cyber Liability - \$323,426 Annual Premium
- Property (including Terrorism) - \$6,738,398 Annual premium
- Equipment Breakdown - \$210,114 Annual premium

### **BOARD REPORTS, DISCUSSION & ACTION ITEMS**

#### **NOMINATING COMMITTEE REPORT** - Committee Chair Steve Harding

Harding was unable to attend the November Nominating Committee meeting. Wiese reported that the Nominating Committee met on November 22, 2024, to discuss Bylaws updates to clarify the steps required of the Nominating Committee in the event a qualified candidate is challenged by the Membership, and how the Committee responds when there are no existing qualified candidates per the IGC and Bylaws. Rob Anderson iterated that these are preemptory updates to ensure clarity and not a reaction to any occurrence in SDPAA's history.

- **MOTION:** Moved by Harding, Seconded by LaFayette to approve modification of current Bylaws to clarify the election process. Motion carried.

The Nominating Committee recommends the following slate of officers for the SDPAA Board of Directors in 2025: Mike Wiese, Chair; Justin Weiland, Vice Chair; Kathy Glines, Secretary-Treasurer; Steve Harding, At Large; Sara Rankin, SDML Executive Director.

- **MOTION:** Moved by Carey, Seconded by Karst to approve the slate of officers proposed. Motion carried.

#### **EXECUTIVE COMMITTEE REPORT** – Committee Chair Mike Wiese

Wiese advised the Board that the Executive Committee reviewed SDPAA Team salaries and accepts the recommendations presented which were in line with the approved budget.

- **MOTION:** Moved by Glines, Seconded by LaFayette to adopt Team Salaries as presented by the Executive Director and approved via the 2025 Budget. Motion carried.

### **TEAM REPORTS**

#### **EXECUTIVE DIRECTOR'S REPORT** – Lynn Bren, Executive Director

Bren provided her written report and welcomed incoming Board Members Adam Karst and Jason LaFayette to the Board of Directors. She also provided the 2025 Executive Director goals.

#### SDPAA Financial Report Highlights:

- Net earnings of (\$383,000) are down by \$991,000 from last year at this time.
- Total liabilities have increased \$1.3 million from a year ago to \$18.4 million.
- Total assets have increased by \$3.4 million from a year ago to \$49.7 million.
- Cash has increased \$373,000 million from last year at this time.
- In summary, when the balance sheet is compared to last year at the same time, assets are up \$3.4 million, liabilities are up \$1.3 million and net position is up \$2 million.

#### **UNDERWRITING REPORT** – Kristina Peterson and Paytra Nichols, Underwriters

Nichols provided a written report and further updated the Board of Directors on preparation for 2025 renewal and preparation for implementation of new software system.

#### **MEMBER SERVICES REPORT** – Jerry Krambeck, Becky Brunsing, and Susan Kiepke, Member Services Representatives

Krambeck provided a written report and further briefed the Board of Directors on visits to current and potential SDPAA Members. Krambeck updated the Board on a successful Ziebach County property quote and New Members Spencer and North Brookings Sanitary and Water District. SDPAA total Membership is 489 Members.

### **SERVICE PROVIDER REPORTS**

#### **LOSS CONTROL REPORT** – Tracie Everson, Safety Benefits, Inc.

Everson shared her written report and further updated the Board on the ongoing support provided to Members through various services offered by SBI. Service agreements with NEO GOV Learn, AP Safety, and LLRMI have been secured with no rate increase for calendar year 2025.

#### **INVESTMENT REPORT** – First National Bank in Sioux Falls Wealth Management Department

Lauren Gilbertson welcomed new board members and gave an overview of First National Bank involvement with the SDPAA. Kyle Cipperley provided the Investment Report as of October 31, 2024, and updated the Board on current investment strategies.

#### SDPAA Portfolio Key Highlights:

- Total market value is \$42.7M, up from \$38.5M on 12/31/23. Net contributions and distributions totaled \$2.4 million YTD through 10/31/24.
- YTD (as of 10/31/24) total investment return is up 4.87%, stock portfolio is up 14.12%, fixed income portfolio is up 3.74%, and cash portfolio is up 4.41%.

- Total Portfolio annualized rate of return (net of fees) for the trailing 1-, 3-, 5-, and 10-year time period of 9.77%, .91%, 1.32%, and 1.67%, respectively.
- **MOTION:** Moved by Outka, Seconded by O'Toole to enter into Executive Session at 9:21am for the purpose of discussing the qualifications, competence, performance, character or fitness of any officer or employee or prospective officer or employee, pursuant to SDCL 1-25-2(1); consulting with legal counsel or reviewing communications from legal counsel about proposed or pending litigation or contractual matters, pursuant to SDCL 1-25-2(3); and discussing marketing or pricing strategies when public discussion may be harmful to the competitive position of the business owned by the state's political subdivisions, pursuant to SDCL 1-25-2(5). Motion carried.

Chair Wiese declared the Executive Session ended at 10:01am.

**OPEN DISCUSSION** – Chair Wiese encouraged all Board Members to attend the AGRiP Conference in March. More information will follow soon.

**NEW BUSINESS**

Peterson presented the Net Position Stress Test and Financial Benchmarking Study Review.

- **MOTION:** Moved by Glines, Seconded by Weiland to accept the current and historical benchmarking studies as presented. Motion carried.

Chair Wiese recited the 2025 Committee Assignments:

**Executive Committee:**

Mike Wiese – Chair  
Justin Weiland – Vice Chair  
Kathy Glines – Secretary/Treasurer  
Steve Harding – At Large  
Sara Rankin – SDML Executive Director

**Finance and Audit Committee:**

Kathy Glines – Chair  
Michael Schulte  
Adam Karst  
Bruce Outka  
Mike Wiese

**Nominating Committee:**

Paullyn Carey – Chair  
Justin Weiland  
Kris Jacobsen  
Jason LaFayette  
Mike Wiese

Chair Wiese initiated conversation regarding the AGRiP designated representative. Bren clarified that should the SDPAA Board choose to appoint a new representative, the AGRiP Board position currently held by David Pfeifle would not automatically be transferred to the new designated representative.

- **MOTION:** Moved by Outka, Seconded by LaFayette to appoint Lynn Bren as the AGRiP Designated Representative. A roll call vote was taken with Wiese, Glines, Carey, Harding, Karst, LaFayette, Outka, and Weiland voting Aye. O'Toole voted Nay. Motion carried.

Chair Wiese expressed gratitude to outgoing Board Member Bill O'Toole for his dedicated service to the SDPAA Board of Directors.

Chair Wiese presented the Eide Bailly engagement letter for Auditing Services for the 2024 Financial Audit to the board for their acceptance.

- **MOTION:** Moved by LaFayette, Seconded by Karst to approve the Eide Bailly Engagement for Auditing Services for the 2024 Financial Audit. Motion carried.

Peterson presented the SDPAA Board of Directors with an overview of the respondents to the SDPAA's RFP for a PMIS. Three vendors responded, and after discussion with current developer Glenn Fiechnter, SDPAA staff recommends the engagement of Buildable as the partner developer for the SDPAA's future Project Management Information System.

- **MOTION:** Moved by Weiland, Seconded by Harding to authorize SDPAA to contract with Buildable for the creation of a Project Management Information System for SDPAA. Motion carried.

**PUBLIC COMMENT** - Chair Wiese invited public comment. None received.

After confirming no additional business and hearing no objections, Chair Wiese adjourned the meeting at 11:04am.

---

Kathy Glines, Secretary-Treasurer

---

Lisa Nold, SDML Risk Sharing Services



## **SOUTH DAKOTA PUBLIC ASSURANCE ALLIANCE BOARD OF DIRECTORS MEETING**

**May 1, 2025**

### **EXECUTIVE DIRECTOR REPORT**

**By: Lynn Bren**

#### **ACTIVITIES:**

- Researched issues related to claims, internal policies, and Member inquiries
- Participated in Claims Committee meetings regarding matters in litigation
- Addressed numerous risk management, claims, litigation, and coverage-related issues with Members and/or the internal team and outside counsel
- Facilitated Government and Employment Practices Hotline calls
- Facilitated SDPAA Policy Updates
- Contract review and follow up
- Budget development and discussion
- Collaboration with Alliant on reinsurance binders –Corridor Application, Airport coverage alternatives
- Prepare for presentations / quotes
- Attended SDML Rib Dinner
- Collaborate with SDML and SDACC on legislative issues
- Attended/Presented at SDML District Meetings
- Attended NLC IT Symposium
- Attended NLC Mutual Board of Directors Meeting
- Attended AGRiP Governance Conference
- Finalize HCA program schedules and assist in facilitating Member introductions
- SDPAA Strategic Planning Retreat Planning

#### **ON-GOING:**

- Monitor communications of Federal, State, and local public agencies and private industry regarding cybersecurity risk management strategies for SDPAA Members
- Monitor claims, litigation, and loss control/risk management activities and act when appropriate and necessary
- Facilitate SDPAA Committee meetings
- Monitor and address various issues relating to SDPAA operations
- Monitor media, newly issued SD Supreme Court and other courts' decisions, and other sources for emerging issues for the SDPAA Members, SDPAA Board of Directors and/or SDPAA team members and Service Providers
- Draft articles for SDML and SDACC/SDACO publications and SDPAA website
- Serve on the Board of Directors for a NLC Mutual Board of Directors
- Calculate Monthly SDPAA Aggregates



- Website Management
- Attend/Participate in AGRiP New Executives web meetings
- Attend/Participate in NLC Pool Administrators web meetings
- Attend/Participate with Buildable Stand up and Discovery Meetings

UPCOMING:

- NLC Risc Board of Directors Meeting – May 14, 2025
- NLC Risc Governance Conference – May 14-16, 2025
- SDML Human Resources and Finance Officer's Schools June 10-13, 2025

# Financial Summary

## December 31, 2024

Enclosed are the South Dakota Public Assurance Alliance unaudited financial statements as of December 31, 2024. The balance sheet and income statement are comparative to December 31, 2023. It is important to note that these are unaudited financials as we are currently going through the annual audit for FY2024 and we have not received the 2024 Actuarial Report to adjust reserves. Once those are completed, the draft financials will be updated and reissued. Below you will find the highlights of these financial statements.

### **Balance Sheet**

- Total Assets have decreased by \$404,000 from a year ago to \$46.4 million.
- Cash has decreased \$163,000 from last year at this time.
- Receivables have decreased \$3.2 million from last year.
- Investments have increased \$3 million from last year at this time.
- Net Reserves have decreased \$3.1 million from last year to \$7.3 million.\*
- Total Liabilities have decreased \$2.6 million from a year ago to \$12.5 million.\*
- Total Net Position has increased by \$2.2 million to \$33.9 million.\*
- In summary, when we compare the balance sheet to last year at the same time, assets are down \$404,000, liabilities are down \$2.6 million and net position is up \$2.3 million.

### **Income Statement**

- Total contributions after credits increased \$1.7 million from last year at this time.
- Losses Paid increased \$4 million from last year.
- Loss Adjustment Expense decreased \$220,000 from last year.
- Total Claims Expenses has decreased \$73,000 from last year due to the overall change from loss reserves, losses paid and recoveries.\*
- Total Operating Expenses have increased \$2.1 million from last year. The largest driving factor for this increase is from Reinsurance Expense.
- Interest Income has increased \$300,000 from last year and Total Other Income decreased \$517,000 due to the overall change in unrealized gain/(loss).
- Net Earnings of \$2.2 million are down by \$800,000 from last year at this time.\*

\*Expect these figures to have the largest change after adjustments are posted from the Actuarial Report.

	Current Year	Prior Year
<b>ASSETS</b>		
Cash	\$ 2,018,342.29	\$ 2,181,030.27
Receivables	2,668,240.47	5,859,273.75
Investment Securities	40,214,274.83	37,247,888.37
Fixed Asset	62,863.61	59,600.80
Other Assets	1,468,032.45	1,488,093.25
	<hr/>	<hr/>
Total Assets	\$ 46,431,753.65	\$ 46,835,886.44
	<hr/> <hr/>	<hr/> <hr/>
<b>LIABILITIES AND NET POSITION</b>		
Accounts Payable	146,598.00	41,556.02
Unearned Contributions	5,025,519.41	4,720,221.43
	<hr/>	<hr/>
Gross Reserves	11,740,229.83	14,793,225.09
Less: Reinsurance	4,404,008.00	4,404,008.00
	<hr/>	<hr/>
Net Reserves	7,336,221.83	10,389,217.09
	<hr/>	<hr/>
Total Liabilities	12,508,339.24	15,150,994.54
	<hr/>	<hr/>
Net Position		
Net Position	31,684,891.90	28,646,175.35
Net Income	2,238,522.51	3,038,716.55
	<hr/>	<hr/>
Total Net Position	33,923,414.41	31,684,891.90
	<hr/>	<hr/>
Total Liabilities & Net Position	\$ 46,431,753.65	\$ 46,835,886.44
	<hr/> <hr/>	<hr/> <hr/>

	Current Year	Prior Year
Cash		
FNB Checking Account	\$ 197,501.76	\$ 953,678.43
Claims Checking Account	102,871.92	12,239.63
FNB Money Market Account	1,717,968.61	1,215,112.21
	<hr/>	<hr/>
Total Cash	\$ 2,018,342.29	\$ 2,181,030.27
	<hr/> <hr/>	<hr/> <hr/>
Receivables		
Contributions Receivable	\$ 814,260.08	\$ 1,293,035.67
Reinsurance Recoverable	1,852,593.46	4,566,238.08
Misc Account Receivable	1,386.93	0.00
	<hr/>	<hr/>
Total Receivables	\$ 2,668,240.47	\$ 5,859,273.75
	<hr/> <hr/>	<hr/> <hr/>
Investment Securities		
Equity & Exchange Traded Funds	\$ 4,860,911.68	\$ 4,416,279.98
US Treas. & Agency Securities	15,902,353.51	10,968,917.94
Municipal Bonds	8,124,649.20	8,005,776.86
Corporate Bonds	3,299,599.06	4,592,816.82
Certificates of Deposit	8,026,761.38	9,264,096.77
	<hr/>	<hr/>
Total Investment Securities	\$ 40,214,274.83	\$ 37,247,888.37
	<hr/> <hr/>	<hr/> <hr/>
Fixed Assets		
Automobile	\$ 126,351.01	\$ 95,451.01
Accum Depr Auto	(75,944.82)	(39,836.33)
Office Equipment	100,854.46	101,998.88
Accum Depr-Office	(88,397.04)	(98,012.76)
	<hr/>	<hr/>
Total Fixed Assets	\$ 62,863.61	\$ 59,600.80
	<hr/> <hr/>	<hr/> <hr/>
Other Assets		
Prepaid Reinsurance	\$ 0.00	\$ 0.00
NLC MIC Allocated Earnings	1,277,629.20	1,226,145.75
Accrued Interest Receivable	190,403.25	229,807.50
Prepaid Expenses	0.00	32,140.00
	<hr/>	<hr/>
Total Other Assets	\$ 1,468,032.45	\$ 1,488,093.25
	<hr/> <hr/>	<hr/> <hr/>

	Current Year	Prior Year
Accounts Payable		
Legal Fee Payable	\$ 1,500.00	\$ 1,500.00
Agent Commission Payable	436.39	146.73
SDML Admin Expense Payable	1,346.18	0.00
Withdrawn Member Vested Refund	4,569.20	9,450.40
Reinsurer Funds Held for Claim	114,744.28	0.00
Miscellaneous Accounts Payable	24,001.95	30,458.89
	<hr/>	<hr/>
Total Accounts Payable	\$ 146,598.00	\$ 41,556.02
	<hr/> <hr/>	<hr/> <hr/>
Unearned Contributions		
Unearned Contributions	\$ 5,025,519.41	\$ 4,720,221.43
Prepaid Contributions	0.00	0.00
	<hr/>	<hr/>
Total Unearned Contributions	\$ 5,025,519.41	\$ 4,720,221.43
	<hr/> <hr/>	<hr/> <hr/>
Reserves		
Claims Reserve - Liability	\$ 3,863,510.08	\$ 4,428,854.09
Claims Reserve - Property	2,214,461.07	5,747,320.39
IBNR - Liability	5,393,211.78	4,335,260.68
IBNR - Property	269,046.90	281,789.93
	<hr/>	<hr/>
Gross Reserves	11,740,229.83	14,793,225.09
	<hr/>	<hr/>
Less: Reinsurance	4,404,008.00	4,404,008.00
	<hr/>	<hr/>
Total Reserves	\$ 7,336,221.83	\$ 10,389,217.09
	<hr/> <hr/>	<hr/> <hr/>
Net Position	\$ 31,684,891.90	\$ 28,646,175.35
Net Income	2,238,522.51	3,038,716.55
	<hr/>	<hr/>
Total Net Position	\$ 33,923,414.41	\$ 31,684,891.90
	<hr/> <hr/>	<hr/> <hr/>

Investment Securities  
as of December 31, 2024

	Rate	Maturity Date	Market Value
<b>Equity and Exchange Traded Funds</b>			
Avantis International Small Cap Value Fund			\$ 139,896.94
Avantis International Equity Fund			\$ 183,296.16
Dimensional International Core Equity #306			\$ 486,221.02
Dimensional US Large Cap Value #35			\$ 457,095.94
Dimensional US Small Cap #31			\$ 356,060.09
Fidelity International Index Fund			\$ 490,774.86
Fidelity 500 Index Fund			\$ 597,065.04
Principal MidCap Fund #4749			\$ 751,290.77
T Rowe Price Blue Chip Growth Fund Inc Class I			\$ 248,704.20
Vanguard Small Cap Value Admiral Fund #5860			\$ 157,318.10
Vanguard Value Index Admiral #506			\$ 408,796.52
Invesco S&P 500 Equal Weight ETF			\$ 584,392.05
			<b>\$ 4,860,911.69</b>
<b>US Treasury and Agency Securities</b>			
GNMA Pool #4645	4.0%	03/20/2025	\$ 185.17
FNMA Pool #G14382	5.0%	05/01/2025	\$ 101.13
FNMA Pool #0429	4.0%	06/01/2025	\$ 171.71
Housing Urban Development	3.0%	08/01/2025	\$ 296,860.05
FHLMC Pool #G13881	4.0%	09/01/2025	\$ 81.38
FNMA Pool #AE6136	4.0%	10/01/2025	\$ 1,245.38
FHLMC Pool #FGJ13605	4.0%	11/01/2025	\$ 435.55
FNMA Pool #AB1776	4.0%	11/01/2025	\$ 1,857.10
FMNA Pool #AE8417	4.0%	11/01/2025	\$ 1,504.80
US Treasury Note	5.0%	04/30/2026	\$ 352,707.03
US Treasury Note	5.0%	07/15/2026	\$ 250,888.67
US Treasury Note	4.0%	07/31/2026	\$ 200,320.31
FNMA Gold Pool #J16468	3.0%	09/01/2026	\$ 7,667.57
FNMA Pool #AL0867	4.0%	09/01/2026	\$ 1,197.52
Vanguard Short Term Government Bond	0.0%	11/19/2026	\$ 396,067.98
Federal Home Loan Bank	2.0%	02/24/2027	\$ 285,536.85
Vanguard Short-Term	0.0%	6/19/2027	\$ 1,261,440.11
US Treasury Note	4.0%	09/30/2027	\$ 248,984.38
FNMA Pool #AQ1215	3.0%	11/01/2027	\$ 24,294.65
US Treasury Bonds	5.0%	11/15/2028	\$ 206,273.44
Federal Farm Credit Bank	2.0%	07/03/2029	\$ 228,549.34
FHLMC Pool #FGC91281	5.0%	12/01/2029	\$ 21,478.93
US Treasury Note	4.0%	02/28/2030	\$ 196,273.44
Vanguard Inter-Term Treasury Admiral #535	0.0%	3/18/2030	\$ 1,486,547.92
Vanguard Mortgage Back Securities Index Fund	0.0%	4/16/2030	\$ 1,489,053.73
FHLMC Pool #C91354	4.0%	01/01/2031	\$ 16,548.92
FNMA Pool #AH2707	4.0%	01/01/2031	\$ 9,255.26
FHLMC Pool #FGC91363	4.0%	03/01/2031	\$ 12,760.40
FNMA Pool #0711	4.0%	04/01/2031	\$ 18,363.73
FNMA Pool #AB3000	5.0%	05/01/2031	\$ 21,626.92
Federal Home Loan Bank	5.0%	05/13/2031	\$ 497,749.29
FNMA Pool #MA0818	4.0%	08/01/2031	\$ 37,265.87
Fannie Mae Pool #3894	4.0%	09/01/2031	\$ 20,782.42
FHLMC Pool #FGC91410	4.0%	11/01/2031	\$ 38,477.72
Freddie Mac	3.0%	02/01/2032	\$ 79,119.35
Freddie Mac	6.0%	05/01/2033	\$ 215,849.42
US Treasury Note	3.0%	05/15/2033	\$ 229,765.63
FNMA Pool #725772	5.0%	09/01/2034	\$ 12,037.71
FNMA Pool #725773	6.0%	09/01/2034	\$ 12,362.90
FNMA Pool #725866	5.0%	09/01/2034	\$ 8,160.69
FNMA Pool #725866	5.0%	09/01/2034	\$ 14,961.27
Federal Home Loan Bank	4.0%	09/20/2034	\$ 472,652.06
FNMA Pool #735230	6.0%	02/01/2035	\$ 12,963.98

Investment Securities  
as of December 31, 2024

	Rate	Maturity Date	Market Value
FHLMC Pool #FGG01880	5.0%	08/01/2035	\$ 8,652.20
Federal Farm Credit Bank	2.0%	09/10/2035	\$ 146,129.16
FNMA Pool #745275	5.0%	02/01/2036	\$ 5,806.41
FNMA Pool #745418	6.0%	04/01/2036	\$ 7,056.07
FNMA Pool #256436	6.0%	10/01/2036	\$ 3,008.03
FNMA Pool #256436	6.0%	10/01/2036	\$ 0.99
FNMA Pool #FN888284	6.0%	04/01/2037	\$ 1,960.36
FNMA Pool #FN888284	6.0%	04/01/2037	\$ 2,084.82
GNMA Pool #4084	6.0%	02/20/2038	\$ 15,605.14
Fannie Mae	4.0%	03/01/2038	\$ 451,607.54
GNMA Pool #4097	5.0%	03/20/2038	\$ 16,461.87
Fannie Mae	6.0%	05/01/2038	\$ 157,905.86
Fannie Mae	6.0%	05/01/2038	\$ 94,743.52
Freddie Mac	6.0%	06/01/2038	\$ 121,698.50
Fannie Mae	6.0%	07/01/2038	\$ 190,436.70
Fannie Mae	6.0%	07/01/2038	\$ 95,218.35
Freddie Mac	6.0%	08/01/2038	\$ 70,320.81
Fannie Mae	6.0%	09/01/2038	\$ 109,171.52
Fannie Mae	6.0%	12/01/2038	\$ 340,003.17
GNMA Pool #782549	5.0%	02/20/2039	\$ 8,976.22
FGLMC Pool #A85349	5.0%	03/01/2039	\$ 2,940.97
Freddie Mac	6.0%	05/01/2039	\$ 158,387.26
FNMA Pool #FN995939	6.0%	06/01/2039	\$ 32,178.41
FNMA Pool #FN995939	6.0%	06/01/2039	\$ 3,880.34
FNMA Pool #FN995939	6.0%	06/01/2039	\$ 20,821.32
FNMA Pool #FN995939	6.0%	06/01/2039	\$ 3,672.95
Fannie Mae	6.0%	07/01/2039	\$ 423,897.67
GNMA Pool #698393	4.0%	07/15/2039	\$ 2,825.55
GNMA Pool #698393	4.0%	07/15/2039	\$ 1,662.09
GNR 2009-89 E	3.0%	10/16/2039	\$ 5,958.16
FNMA Pool #932135	5.0%	11/01/2039	\$ 14,529.37
GNMA Pool #G24577	5.0%	11/20/2039	\$ 7,632.12
FGLMC Pool # A90238	5.0%	12/01/2039	\$ 14,226.02
Freddie Mac FHR 3616	5.0%	12/15/2039	\$ 6,170.61
Fidelity Long-Term Treasury Bond Index	0.0%	1/10/2040	\$ 453,063.24
GNMA Pool #G24745	4.0%	07/20/2040	\$ 15,239.80
FNMA Gold Pool #A93748	4.0%	09/01/2040	\$ 13,287.83
FNMA Gold Pool #A95238	4.0%	11/01/2040	\$ 17,764.31
FNMA Gold Pool #A96312	4.0%	01/01/2041	\$ 7,496.29
FNMA Pool #AJ0029	4.0%	10/01/2041	\$ 11,905.37
Fannie Mae	3.0%	04/01/2042	\$ 276,054.72
Fannie Mae	6.0%	03/01/2043	\$ 182,924.55
Freddie Mac	6.0%	06/01/2043	\$ 178,545.36
Freddie Mac	5.0%	07/01/2043	\$ 159,430.07
Fannie Mae	5.0%	09/01/2043	\$ 179,384.91
Fannie Mae	5.0%	07/01/2044	\$ 458,893.49
Fannie Mae	6.0%	08/01/2044	\$ 227,446.67
Fannie Mae	6.0%	08/01/2044	\$ 272,936.01
Fannie Mae	4.0%	06/01/2045	\$ 316,144.94
Fannie Mae	4.0%	07/25/2045	\$ 39,624.55
Fannie Mae	4.0%	07/25/2046	\$ 378,305.40
Fannie Mae	4.0%	04/01/2047	\$ 35,982.01
Fannie Mae	4.0%	10/01/2047	\$ 84,524.87
Fannie Mae	4.0%	01/01/2048	\$ 42,059.08
Freddie Mac	6.0%	10/01/2053	\$ 213,573.49
Freddie Mac	6.0%	10/01/2053	\$ 213,573.49
Fannie Mae	6.0%	10/01/2053	\$ 440,764.21
Freddie Mac	6.0%	01/01/2054	\$ 225,558.26
Freddie Mac	6.0%	05/01/2054	\$ 221,812.84

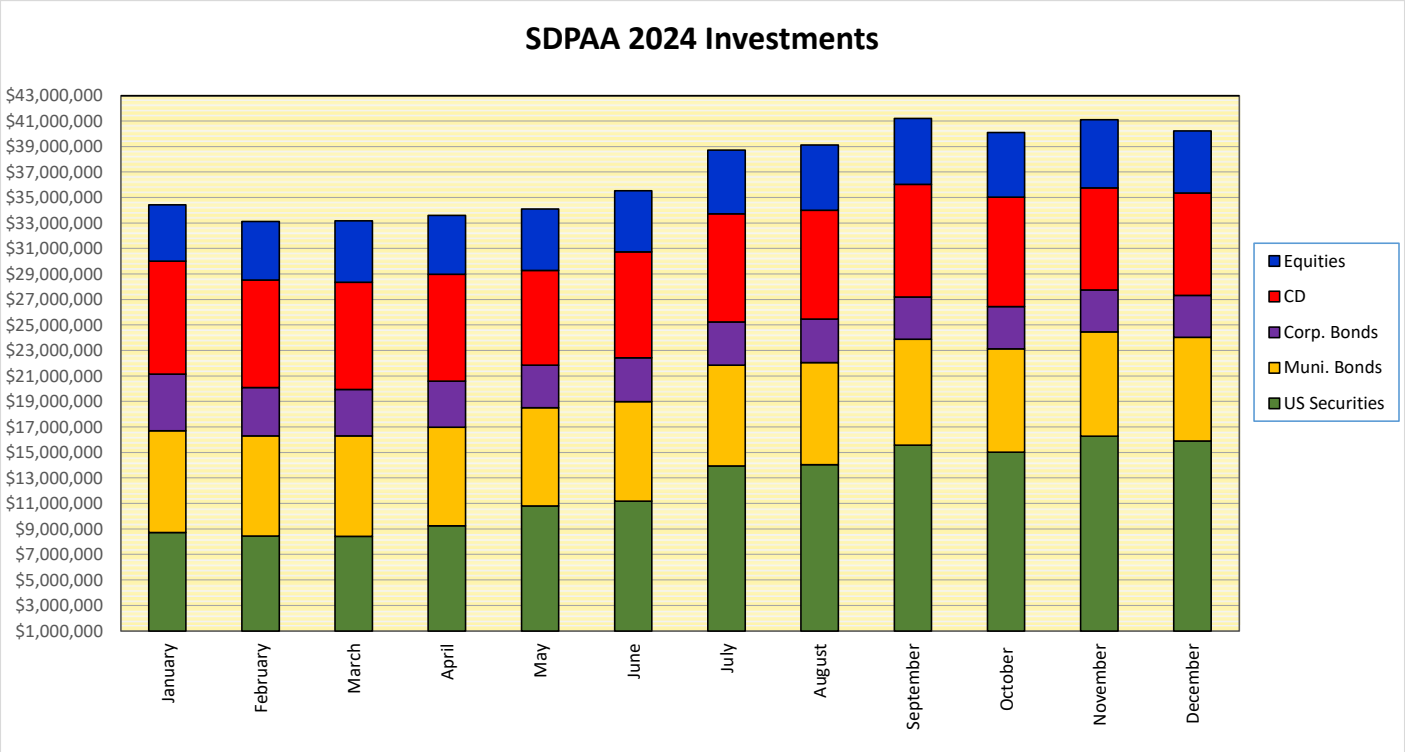
Investment Securities  
as of December 31, 2024

	Rate	Maturity Date	Market Value
			\$ 15,902,353.54
<b>Municipal Bonds</b>			
State of Oregon OR Rev	3.0%	01/01/2025	\$ 250,000.00
Upper Occoquan Sewage Authorit VA Rev	3.0%	07/01/2025	\$ 248,185.00
South Dakota Conservancy Distr SD Rev	3.0%	08/01/2025	\$ 198,478.00
South Dakota Housing Developme SD Rev	5.0%	11/01/2025	\$ 100,871.00
McAllen Independent School Dis TX LTGO	5.0%	02/15/2026	\$ 100,021.00
Alabama Federal Aid Highway Finance Revenue	1.0%	09/01/2026	\$ 95,172.00
County of Kenosha WI UTGO	3.0%	09/01/2026	\$ 49,739.50
City of Charlotte NC UTGO	2.0%	06/01/2027	\$ 235,477.50
South Dakota Health & Education	3.0%	07/01/2027	\$ 96,128.00
Santa Fe County NM	5.0%	07/01/2027	\$ 78,806.25
South Dakota State Building Authority Revenue	1.0%	09/01/2027	\$ 162,212.75
South Dakota Housing Development Revenue	5.0%	11/01/2027	\$ 100,995.00
State of California CA UTGO	4.0%	04/01/2028	\$ 194,122.00
North Dakota State Board of Higher Education	4.0%	04/01/2028	\$ 99,761.00
Washington & Multnomah Countie OR UTGO	3.0%	06/15/2028	\$ 96,134.00
Sioux Falls SD Sales Tax Revenue	3.0%	11/15/2028	\$ 240,345.00
Rapid City SD Sales Tax Revenue Ref	2.0%	12/01/2028	\$ 222,510.00
Spearfish SD Sales Tax Revenue	2.0%	12/15/2028	\$ 183,366.00
Corpus Christi Tex Taxable Gen Impt Ref	2.0%	03/01/2029	\$ 223,395.00
South Dakota Housing Dev Auth Ownership Mtg	2.0%	05/01/2029	\$ 264,150.00
Douglas County NE School Dist #17 Taxable Pub	2.0%	06/15/2029	\$ 221,875.00
Pike County KY PUB Corp Rev Rfndg	2.0%	08/01/2029	\$ 132,879.00
Franklin County KY Public Properties	2.0%	04/01/2030	\$ 217,242.50
Shorewood School District WI UTGO	3.0%	04/01/2030	\$ 141,174.00
Pasadena Unified School Distri CA UTGO	2.0%	05/01/2030	\$ 89,777.00
OshKosh Wis Storm Wtr Utility Rev	4.0%	05/01/2030	\$ 165,481.60
University of Wyoming Revenue	0.0%	06/01/2030	\$ 86,817.00
Washington State Cert of Part Taxable COPS	2.0%	07/01/2030	\$ 213,692.50
South Dakota Housing Dev Auth Ownership Mtg	2.0%	11/01/2030	\$ 215,322.50
Rangeview Library Dist Colo Ref COPS	4.0%	12/15/2030	\$ 50,204.50
City of Fort Worth TX TX LTGO	4.0%	03/01/2031	\$ 239,367.50
City of Huntsville AL AL LTGO	5.0%	03/01/2031	\$ 50,899.50
SD Board Regents Housing System Revenue	5.0%	04/01/2031	\$ 259,025.00
South Dakota State Building Authority Revenue	4.0%	06/01/2031	\$ 162,230.40
Portland OR Affordable Housing Project	3.0%	06/15/2031	\$ 264,732.30
County of Westchester NY NY LTGO	2.0%	07/01/2031	\$ 41,673.50
Watertown SD Sales Tax Revenue	3.0%	12/01/2031	\$ 164,158.75
Fargo ND Improvement Refinance Bonds	2.0%	05/01/2032	\$ 206,792.50
State of Wisconsin WI Rev	2.0%	05/01/2032	\$ 127,812.00
South Dakota Health & Educatio SD Rev	3.0%	11/01/2032	\$ 127,203.00
South Dakota Housing Developme SD Rev	4.0%	05/01/2033	\$ 70,186.90
University of Utah Revenue	3.0%	08/01/2033	\$ 217,520.00
County of King WA WA Rev	2.0%	01/01/2034	\$ 78,886.00
Tarrant Regional Water Distric TX Rev	2.0%	03/01/2034	\$ 199,280.00
Weber Basin Water Conservancy UT Rev	2.0%	04/01/2034	\$ 157,092.00
Alabama Federal Aid Highway Fi AL Rev	2.0%	09/01/2034	\$ 80,362.00
Brecksville-Broadview Heights OH UTGO	3.0%	12/01/2034	\$ 41,868.00
North Dakota Public Finance Au ND Rev	3.0%	12/01/2034	\$ 122,292.00
Spearfish SD Sales Tax Revenue	2.0%	12/15/2034	\$ 161,024.00
Great Falls MT Special Park District Taxable	3.0%	06/01/2036	\$ 75,539.00
Sioux Falls SD School District #49-5	3.0%	08/01/2037	\$ 151,642.00
City of Rapid City SD SD Rev	3.0%	12/01/2037	\$ 256,329.50
City of Houston TX Utility Systems Revenue	3.0%	11/15/2042	94398.75
			\$ 8,124,649.20
<b>Corporate Bonds</b>			
Johnson & Johnson	2.0%	03/01/2026	\$ 195,521.55
3M Co	3.0%	03/01/2029	\$ 235,806.14



Investment Securities  
as of December 31, 2024

	Rate	Maturity Date	Market Value
Berkshire Hathaway Inc	3.0%	03/15/2026	\$ 246,165.18
Berkshire Hathaway Inc	3.0%	03/15/2026	\$ 196,932.14
Blackrock Inc	3.0%	03/15/2027	\$ 97,398.04
J P Morgan Chase & Co	3.0%	04/01/2026	\$ 344,662.62
Loews Corp	4.0%	04/01/2026	\$ 98,902.34
TD Ameritrade Hldg Corp	3.0%	04/01/2027	\$ 239,271.52
US Bancorp	3.0%	04/27/2027	\$ 241,912.13
Pepsico Inc	3.0%	04/30/2025	\$ 248,634.64
General Dynamics Corp	4.0%	05/15/2028	\$ 242,705.42
Walmart Inc	4.0%	06/26/2025	\$ 99,552.47
Walmart Inc Dtd 06/27/2018	4.0%	06/26/2028	\$ 97,710.43
Wells Fargo & CO	3.0%	10/23/2026	\$ 242,395.49
Microsoft Corp	3.0%	11/03/2025	\$ 247,391.83
JP Morgan Chase & CO	2.0%	12/23/2028	\$ 224,637.15
			<b>\$ 3,299,599.09</b>
<b>Certificates of Deposit</b>			
Wells Fargo Bank NA SD CD	5.0%	02/10/2025	\$ 248,242.06
Bank Of New York Mellon NY CD	5.0%	03/24/2025	\$ 244,283.31
Synchrony Bank UT CD	5.0%	04/21/2025	\$ 99,317.01
Barclays Bank/Delaware DE CD	3.0%	05/12/2025	\$ 244,849.94
Discover Bank DE CD Dtd	5.0%	05/23/2025	\$ 75,180.10
Nicolet NAtional Bank WI CD	5.0%	05/30/2025	\$ 248,832.06
John Marshall Bank VA CD	5.0%	06/06/2025	\$ 167,582.56
BMW Bank North America UT CD	5.0%	06/16/2025	\$ 244,718.54
USAa Federal Savings Bk TX CD	5.0%	07/11/2025	\$ 244,381.72
Synchrony Bank UT CD	3.0%	08/05/2025	\$ 144,300.22
Portage Bank MN CD	5.0%	09/30/2025	\$ 250,197.46
Cibc Bank USA IL CD	5.0%	11/25/2025	\$ 100,620.88
State Bank India IL CD	5.0%	12/11/2025	\$ 245,570.56
Ally Bank Midvale UT CD	3.0%	04/28/2026	\$ 242,381.21
Bank Of America NA NC CD	5.0%	05/22/2026	\$ 245,966.19
Cibc Bank USA IL CD	5.0%	05/26/2026	\$ 145,111.95
Minnwest Bank Mv MN CD	5.0%	05/29/2026	\$ 250,784.95
First Premier Bank SD CD	5.0%	06/26/2026	\$ 246,007.17
Sallie Mae Bank Murray UT CD	1.0%	07/08/2026	\$ 236,865.82
Israel Discount Bk Of NY NY CD	4.0%	08/07/2026	\$ 244,608.52
Capital One NA VA CD	4.0%	09/30/2026	\$ 244,816.51
Bank Hapoalim B M NY CD	2.0%	01/07/2027	\$ 118,943.99
American Express National Bank UT CD	3.0%	04/06/2027	\$ 239,748.15
Goldman Sachs Bank USA NY CD	3.0%	04/27/2027	\$ 239,414.80
Morgan Stanley Bank NA UT CD	5.0%	04/27/2027	\$ 246,561.98
Customers Bank PA CD	5.0%	06/11/2027	\$ 248,682.48
Discover Bank DE CD	4.0%	07/29/2027	\$ 148,096.54
Capital One Bank USA NA VA CD	4.0%	08/03/2027	\$ 242,173.51
Celtic Bank UT CD	2.0%	08/30/2027	\$ 118,666.14
Toyota Financial Savings Bk NV CD	4.0%	09/16/2027	\$ 242,449.56
Northeast Bank ME CD	4.0%	09/23/2027	\$ 244,938.62
Morgan Stanley Pvt Bank NY CD	5.0%	04/06/2028	\$ 248,734.82
Jp Morgan Chase Bank NA OH CD	5.0%	07/31/2028	\$ 244,253.01
Celtic Bank UT CD	2.0%	08/30/2028	\$ 111,820.88
UBS Bank USA UT CD	5.0%	11/01/2028	\$ 174,977.37
Beal Bank - Plano Tx TX CD	5.0%	06/06/2029	\$ 246,752.40
Beal Bank USA NV CD	5.0%	06/06/2029	\$ 250,864.94
BMO Harris Bank NA IL CD	4.0%	07/06/2029	\$ 245,063.40
			<b>\$ 8,026,761.32</b>
<b>Total Investment Securities:</b>			<b>\$ 40,214,274.84</b>



SDPAA  
Combined Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Revenues</b>			
Member Contributions	\$ 20,410,071.79	\$ 18,620,785.32	\$ 21,278,164.00
Agent Commissions	125,435.52	108,251.41	100,000.00
Total Revenue	20,535,507.31	18,729,036.73	21,378,164.00
<b>Credits</b>			
Renewal Credit	157,343.90	128,072.51	75,805.00
Loss Control Credit	425,502.00	386,903.10	225,367.00
Loss Ratio Credit	267,578.49	265,429.97	167,982.00
Law Enforcement Credit	79,138.15	66,848.44	44,632.00
Total Credits	(929,562.54)	(847,254.02)	(513,786.00)
Total Revenue after Credits	\$ 19,605,944.77	\$ 17,881,782.71	\$ 20,864,378.00
<b>Expenses</b>			
<b>Claims Expenses</b>			
Losses Paid	\$ 11,753,382.75	\$ 7,722,143.57	\$ 7,787,000.00
Legal Fees	936,478.64	1,353,477.67	1,200,000.00
Claims Adjustment Fees	1,293,246.66	1,472,957.76	1,250,000.00
Total Loss Adjustment Expense	2,229,725.30	2,826,435.43	2,450,000.00
Recoveries	(2,789,760.91)	(2,886,407.37)	(350,000.00)
Change in Loss Reserves	(3,052,995.37)	550,856.05	0.00
Total Claims Expenses	8,140,351.77	8,213,027.68	9,887,000.00
<b>Operating Expenses</b>			
<b>Insurance</b>			
Reinsurance Expense	8,366,106.99	6,451,973.08	9,096,793.00
Board & Staff Insurance	3,375.84	3,404.52	4,000.00
Total Insurance	8,369,482.83	6,455,377.60	9,100,793.00
<b>Personnel Services</b>			
Salary	580,498.52	600,881.30	700,000.00
Benefits	113,308.57	112,991.69	145,000.00
Total Personnel Services	693,807.09	713,872.99	845,000.00
<b>Staff Travel</b>			
Vehicle/Auto	17,952.17	20,214.71	20,000.00
Airfare	4,080.77	2,957.49	8,399.00
Lodging	17,852.08	15,327.83	26,501.00
Meals	5,109.65	3,507.32	7,500.00
Misc	535.69	468.71	2,000.00
Total Staff Travel	45,530.36	42,476.06	64,400.00
<b>Staff Training and Meeting Registration</b>			
Registration Fees	2,441.04	2,864.01	10,000.00
Staff Training	1,009.35	2,308.80	5,000.00
Total Staff Training and Registration	3,450.39	5,172.81	15,000.00
<b>Supplies and Materials</b>			
Member Services Material	14,864.79	10,880.43	15,000.00
Member Services DVD Library	9,375.00	9,375.00	7,500.00
Printing	3,237.31	319.80	5,000.00
Office Supplies and Postage	6,630.73	4,656.91	10,000.00
Library and Subscriptions	2,030.40	2,542.50	5,000.00
Total Supplies and Materials	36,138.23	27,774.64	42,500.00

SDPAA  
Combined Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
Contractual Services			
Fiechtner Contract	13,468.65	6,175.00	5,000.00
Charlesworth Consulting	15,750.20	15,750.00	16,000.00
Marylin Kelley Consulting	0.00	0.00	5,000.00
Connections EAP	59,152.52	59,337.00	75,000.00
Legal Fees	27,625.55	26,825.63	25,000.00
Rent	1,639.00	704.06	2,500.00
Audit Fees	36,750.00	34,500.00	36,000.00
Investment Fees	90,192.79	77,179.91	82,700.00
Actuarial Fees	25,250.00	23,200.00	30,000.00
Claim Administration Fees	348,412.00	338,380.00	350,163.00
Risk Control Service Fees	663,051.99	565,156.24	635,228.00
Hotlines	106,597.01	71,192.50	100,000.00
Online Training	22,861.00	21,850.00	25,000.00
SDML Service Fees	132,000.00	132,000.00	132,000.00
Jail Policies & Procedures	22,500.00	20,000.00	20,000.00
Law Enforcement Training	20,000.00	20,000.00	20,000.00
Association Dues and Fees	16,389.79	18,136.83	20,000.00
IT Services	103,667.07	142,424.14	163,000.00
Human Resources	0.00	0.00	0.00
Strategic Planning	0.00	0.00	5,000.00
Copier Lease	0.00	0.00	0.00
Total Contractual Services	1,705,307.57	1,572,811.31	1,747,591.00
Capital Outlay			
Total Capital Outlay	3,920.28	4,549.23	35,000.00
Endorsement Fees and Sponsorships			
SDML Endorsement Fee	92,836.00	82,350.00	92,836.00
SDACC Endorsement Fee	56,899.00	50,473.00	56,899.00
Member Safety Awards	5,000.00	2,802.85	8,000.00
Member Schools and Workshops	18,609.48	23,045.16	27,000.00
Total Endorsement Fees & Sponsorships	173,344.48	158,671.01	184,735.00
Other Expenses			
Agent Commissions	126,019.28	108,224.79	100,000.00
Board Expenses	28,369.41	22,042.85	30,000.00
Depreciation	40,430.87	34,644.65	0.00
Misc Expenses	2,729.80	3,241.99	20,000.00
Total Other Expenses	197,549.36	168,154.28	150,000.00
Total Operating Expenses	11,228,530.59	9,148,859.93	12,185,019.00
Total Expenses	19,368,882.36	17,361,887.61	22,072,019.00
<b>Net Earnings/(Loss) from Operations</b>	<b>237,062.41</b>	<b>519,895.10</b>	<b>(1,207,641.00)</b>
Other Income			
Interest Income	1,424,261.47	1,124,688.67	1,300,000.00
Realized Gain/(Loss)	99,257.23	(453,802.32)	(75,000.00)
Unrealized Gain/(Loss)	426,457.95	1,777,337.92	0.00
NLC Earned Member Equity	51,483.45	46,705.82	0.00
Gain/Loss on Asset Disposal	0.00	23,891.36	0.00
Total Other Income	2,001,460.10	2,518,821.45	1,225,000.00
<b>Net Earnings/(Loss)</b>	<b>\$ 2,238,522.51</b>	<b>\$ 3,038,716.55</b>	<b>\$ 17,359.00</b>

SDPAA  
Liability and Property Income Statement  
For the Twelve Months Ending December 31, 2024

	Liability	Property	Current - YTD
<b>Revenues</b>			
Member Contributions	9,240,172.61	11,169,899.18	20,410,071.79
Agent Commissions	42,168.62	83,266.90	125,435.52
Total Revenue	9,282,341.23	11,253,166.08	20,535,507.31
<b>Credits</b>			
Renewal Credit	59,485.92	97,857.98	157,343.90
Loss Control Credit	177,792.46	247,709.54	425,502.00
Loss Ratio Credit	102,380.26	165,198.23	267,578.49
Law Enforcement Credit	79,138.15	0.00	79,138.15
Total Credits	(418,796.79)	(510,765.75)	(929,562.54)
Total Revenue after Credits	8,863,544.44	10,742,400.33	19,605,944.77
<b>Expenses</b>			
<b>Claims Expenses</b>			
Losses Paid	4,171,748.60	7,581,634.15	11,753,382.75
Legal Fees	933,341.71	3,136.93	936,478.64
Claims Adjustment Fees	831,652.46	461,594.20	1,293,246.66
Total Loss Adjustment Expense	1,764,994.17	464,731.13	2,229,725.30
Recoveries	(1,183,161.53)	(1,606,599.38)	(2,789,760.91)
Change in Loss Reserves	492,606.98	(3,545,602.35)	(3,052,995.37)
Total Claims Expenses	5,246,188.22	2,894,163.55	8,140,351.77
<b>Operating Expenses</b>			
<b>Insurance</b>			
Reinsurance Expense	1,578,786.01	6,787,320.98	8,366,106.99
Board & Staff Insurance	877.73	2,498.11	3,375.84
Total Insurance	1,579,663.74	6,789,819.09	8,369,482.83
<b>Personnel Services</b>			
Salary	150,929.55	429,568.97	580,498.52
Benefits	30,456.39	82,852.18	113,308.57
Total Personnel Services	181,385.94	512,421.15	693,807.09
<b>Staff Travel</b>			
Vehicle/Auto	5,184.14	12,768.03	17,952.17
Airfare	606.49	3,474.28	4,080.77
Lodging	5,229.23	12,622.85	17,852.08
Meals	1,537.48	3,572.17	5,109.65
Misc	139.28	396.41	535.69
Total Staff Travel	12,696.62	32,833.74	45,530.36
<b>Staff Training and Meeting Registration</b>			
Registration Fees	634.68	1,806.36	2,441.04
Staff Training	262.42	746.93	1,009.35
Total Staff Training and Registration	897.10	2,553.29	3,450.39
<b>Supplies and Materials</b>			
Member Services Material	3,864.85	10,999.94	14,864.79
Member Services DVD Library	2,437.50	6,937.50	9,375.00
Printing	841.72	2,395.59	3,237.31
Office Supplies and Postage	2,030.10	4,600.63	6,630.73
Library and Subscriptions	527.90	1,502.50	2,030.40

SDPAA  
Liability and Property Income Statement  
For the Twelve Months Ending December 31, 2024

	Liability	Property	Current - YTD
Total Supplies and Materials	9,702.07	26,436.16	36,138.23
Contractual Services			
Charlesworth Consulting	4,095.10	11,655.10	15,750.20
Marylin Kelley Consulting	0.00	0.00	0.00
Connections EAP	15,379.66	43,772.86	59,152.52
Legal Fees	7,330.66	20,294.89	27,625.55
Rent	507.54	1,131.46	1,639.00
Audit Fees	9,555.00	27,195.00	36,750.00
Investment Fees	23,450.08	66,742.71	90,192.79
Actuarial Fees	10,931.00	14,319.00	25,250.00
Claim Administration Fees	90,587.18	257,824.82	348,412.00
Risk Control & Property Valuat	165,575.25	497,476.74	663,051.99
Hotlines	106,597.01	0.00	106,597.01
Online Training	5,943.86	16,917.14	22,861.00
SDML Service Fees	34,320.00	97,680.00	132,000.00
Jail Policies & Procedures	22,500.00	0.00	22,500.00
Law Enforcement Training	20,000.00	0.00	20,000.00
Association Dues and Fees	4,261.35	12,128.44	16,389.79
IT Services	26,953.45	76,713.62	103,667.07
Total Contractual Services	551,488.99	1,153,818.58	1,705,307.57
Capital Outlay			
Total Capital Outlay	1,019.27	2,901.01	3,920.28
Endorsement Fees and Sponsorships			
SDML Endorsement Fee	24,137.42	68,698.58	92,836.00
SDACC Endorsement Fee	14,793.73	42,105.27	56,899.00
Member Safety Awards	1,300.00	3,700.00	5,000.00
Member Schools and Workshops	4,856.94	13,752.54	18,609.48
Total Endorsement Fees & Sponsorships	45,088.09	128,256.39	173,344.48
Other Expenses			
Agent Commissions	39,152.93	86,866.35	126,019.28
Board Expenses	7,376.07	20,993.34	28,369.41
Depreciation	10,512.12	29,918.75	40,430.87
Misc Expenses	2,559.75	170.05	2,729.80
Total Other Expenses	59,600.87	137,948.49	197,549.36
Total Operating Expenses	2,441,542.69	8,786,987.90	11,228,530.59
Total Expenses	7,687,730.91	11,681,151.45	19,368,882.36
<b>Net Earnings/(Loss) from Operations</b>	<b>1,175,813.53</b>	<b>(938,751.12)</b>	<b>237,062.41</b>
Other Income			
Interest Income	380,902.04	1,043,359.43	1,424,261.47
Realized Gain/(Loss)	25,806.86	73,450.37	99,257.23
Unrealized Gain/(Loss)	110,879.09	315,578.86	426,457.95
NLC Earned Member Equity	27,588.43	23,895.02	51,483.45
Gain/Loss on Asset Disposal	0.00	0.00	0.00
Total Other Income	545,176.42	1,456,283.68	2,001,460.10
<b>Net Earnings/(Loss)</b>	<b>1,720,989.95</b>	<b>517,532.56</b>	<b>2,238,522.51</b>

SDPAA  
Income Statement by Line of Coverage  
For the Twelve Months Ending December 31, 2024

	General Liability	Auto Liability	Law Enforcement	Property	Auto Damage	Equipment Breakdown	Total
<b>Revenues</b>							
Member Contributions	\$ 5,890,435.36	\$ 1,675,453.25	\$ 1,674,284.00	\$ 7,927,355.26	\$ 3,078,773.09	\$ 163,770.83	\$ 20,410,071.79
Agent Commissions	29,742.25	7,568.57	4,857.80	64,522.49	17,193.25	1,551.16	125,435.52
Total Revenue	5,920,177.61	1,683,021.82	1,679,141.80	7,991,877.75	3,095,966.34	165,321.99	20,535,507.31
<b>Credits</b>							
Renewal Credit	46,282.70	13,203.22	0.00	75,012.19	22,845.79	0.00	157,343.90
Loss Control Credit	138,030.31	39,762.15	0.00	179,204.03	68,505.51	0.00	425,502.00
Loss Ratio Credit	82,145.26	20,235.00	0.00	119,911.82	45,286.41	0.00	267,578.49
Law Enforcement Credit	0.00	0.00	79,138.15	0.00	0.00	0.00	79,138.15
Total Credits	(266,458.27)	(73,200.37)	(79,138.15)	(374,128.04)	(136,637.71)	0.00	(929,562.54)
Total Revenue after Credits	\$ 5,653,719.34	\$ 1,609,821.45	\$ 1,600,003.65	\$ 7,617,749.71	\$ 2,959,328.63	\$ 165,321.99	\$ 19,605,944.77
<b>Expenses</b>							
<b>Claims Expenses</b>							
Losses Paid	\$ 3,087,420.74	\$ 846,166.96	\$ 238,160.90	\$ 6,168,931.29	\$ 1,412,702.86	\$ 0.00	\$ 11,753,382.75
Legal Fees	666,629.08	20,365.18	246,347.45	3,136.93	0.00	0.00	936,478.64
Claims Adjustment Fees	513,677.65	129,898.64	188,076.17	280,325.41	180,496.41	772.38	1,293,246.66
Total Loss Adjustment Expense	1,180,306.73	150,263.82	434,423.62	283,462.34	180,496.41	772.38	2,229,725.30
Recoveries	(1,075,420.29)	(88,177.74)	(19,563.50)	(999,482.63)	(607,116.75)	0.00	(2,789,760.91)
Change in Loss Reserves	284,370.29	139,954.14	68,282.55	(3,633,835.10)	88,232.75	0.00	(3,052,995.37)
Total Claims Expenses	3,476,677.47	1,048,207.18	721,303.57	1,819,075.90	1,074,315.27	772.38	8,140,351.77
<b>Operating Expenses</b>							
<b>Insurance</b>							
Reinsurance Expense	896,625.60	336,813.61	345,346.80	4,897,834.49	1,702,141.80	187,344.69	8,366,106.99
Board & Staff Insurance	506.38	168.80	202.55	1,822.95	641.40	33.76	3,375.84
Total Insurance	897,131.98	336,982.41	345,549.35	4,899,657.44	1,702,783.20	187,378.45	8,369,482.83
<b>Personnel Services</b>							
Salary	87,074.76	29,024.91	34,829.88	313,469.23	110,294.73	5,805.01	580,498.52
Benefits	18,140.54	5,598.12	6,717.73	60,459.67	21,272.87	1,119.64	113,308.57
Total Personnel Services	105,215.30	34,623.03	41,547.61	373,928.90	131,567.60	6,924.65	693,807.09
<b>Staff Travel</b>							
Vehicle/Auto	3,286.19	862.70	1,035.25	9,317.20	3,278.28	172.55	17,952.17
Airfare	90.04	234.75	281.70	2,535.29	892.04	46.95	4,080.77
Lodging	3,352.86	852.89	1,023.48	9,211.27	3,241.00	170.58	17,852.08
Meals	1,006.47	241.38	289.63	2,606.71	917.17	48.29	5,109.65
Misc	80.35	26.79	32.14	289.27	101.78	5.36	535.69
Total Staff Travel	7,815.91	2,218.51	2,662.20	23,959.74	8,430.27	443.73	45,530.36
<b>Staff Training and Meeting Registration</b>							
Registration Fees	366.16	122.06	146.46	1,318.14	463.80	24.42	2,441.04
Staff Training	151.40	50.47	60.55	545.05	191.78	10.10	1,009.35
Total Staff Training & Registration	517.56	172.53	207.01	1,863.19	655.58	34.52	3,450.39
<b>Supplies and Materials</b>							
Member Services Material	2,229.72	743.24	891.89	8,026.98	2,824.31	148.65	14,864.79
Member Services DVD Library	1,406.25	468.75	562.50	5,062.50	1,781.25	93.75	9,375.00
Printing	485.61	161.87	194.24	1,748.15	615.08	32.36	3,237.31
Office Supplies and Postage	1,346.21	310.86	373.03	3,357.22	1,181.24	62.17	6,630.73

	General Liability	Auto Liability	Law Enforcement	Property	Auto Damage	Equipment Breakdown	Total
Library and Subscriptions	304.56	101.52	121.82	1,096.42	385.78	20.30	2,030.40
Total Supplies and Materials	5,772.35	1,786.24	2,143.48	19,291.27	6,787.66	357.23	36,138.23
Contractual Services							
Fiechtner Contract	2,020.30	673.43	808.12	7,273.07	2,559.04	134.69	13,468.65
Charlesworth Consulting	2,362.55	787.55	945.00	8,505.00	2,992.55	157.55	15,750.20
Marylin Kelley Consulting	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Connections EAP	8,872.87	2,957.63	3,549.16	31,942.36	11,238.97	591.53	59,152.52
Legal Fees	4,313.83	1,371.29	1,645.54	14,809.78	5,210.85	274.26	27,625.55
Rent	339.35	76.45	91.74	825.66	290.51	15.29	1,639.00
Audit Fees	5,512.50	1,837.50	2,205.00	19,845.00	6,982.50	367.50	36,750.00
Investment Fees	13,528.91	4,509.60	5,411.57	48,704.09	17,136.66	901.96	90,192.79
Actuarial Fees	8,802.50	967.50	1,161.00	10,449.00	3,676.50	193.50	25,250.00
Claim Administration Fees	52,261.81	17,420.64	20,904.73	188,142.48	66,198.26	3,484.08	348,412.00
Risk Control Service Fees	108,116.55	26,117.61	31,341.09	398,229.84	99,246.90	0.00	663,051.99
Hotlines	106,597.01	0.00	0.00	0.00	0.00	0.00	106,597.01
Online Training	3,429.15	1,143.05	1,371.66	12,344.94	4,343.59	228.61	22,861.00
SDML Service Fees	19,800.00	6,600.00	7,920.00	71,280.00	25,080.00	1,320.00	132,000.00
Jail Policies & Procedures	0.00	0.00	22,500.00	0.00	0.00	0.00	22,500.00
Law Enforcement Training	0.00	0.00	20,000.00	0.00	0.00	0.00	20,000.00
Association Dues and Fees	2,458.47	819.49	983.39	8,850.49	3,114.06	163.89	16,389.79
IT Services	15,550.05	5,183.37	6,220.03	55,980.20	19,696.74	1,036.68	103,667.07
Total Contractual Services	353,965.85	70,465.11	127,058.03	877,181.91	267,767.13	8,869.54	1,705,307.57
Capital Outlay							
Total Capital Outlay	588.04	196.02	235.21	2,116.95	744.85	39.21	3,920.28
Endorsement Fees and Sponsorships							
SDML Endorsement Fee	13,925.41	4,641.85	5,570.16	50,131.45	17,638.81	928.32	92,836.00
SDACC Endorsement Fee	8,534.88	2,844.96	3,413.89	30,725.41	10,810.80	569.06	56,899.00
Member Safety Awards	750.00	250.00	300.00	2,700.00	950.00	50.00	5,000.00
Member Schools and Workshops	2,812.63	929.23	1,115.08	10,035.64	3,531.05	185.85	18,609.48
Total Endorsement & Sponsorships	26,022.92	8,666.04	10,399.13	93,592.50	32,930.66	1,733.23	173,344.48
Other Expenses							
Agent Commissions	25,873.57	7,848.72	5,430.64	66,934.87	18,155.72	1,775.76	126,019.28
Board Expenses	4,255.43	1,418.48	1,702.16	15,319.44	5,390.21	283.69	28,369.41
Depreciation	6,064.67	2,021.59	2,425.86	21,832.62	7,681.85	404.28	40,430.87
Misc Expenses	2,534.47	11.49	13.79	124.09	43.67	2.29	2,729.80
Total Other Expenses	38,728.14	11,300.28	9,572.45	104,211.02	31,271.45	2,466.02	197,549.36
Total Operating Expenses	1,435,758.05	466,410.17	539,374.47	6,395,802.92	2,182,938.40	208,246.58	11,228,530.59
Total Expenses	4,912,435.52	1,514,617.35	1,260,678.04	8,214,878.82	3,257,253.67	209,018.96	19,368,882.36
<b>Net Earnings/(Loss) from Operations</b>	<b>741,283.82</b>	<b>95,204.10</b>	<b>339,325.61</b>	<b>(597,129.11)</b>	<b>(297,925.04)</b>	<b>(43,696.97)</b>	<b>237,062.41</b>
Other Income							
Interest Income	225,808.05	70,497.27	84,596.72	761,370.42	267,889.57	14,099.44	1,424,261.47
Realized Gain/(Loss)	14,888.59	4,962.86	5,955.41	53,598.91	18,858.88	992.58	99,257.23
Unrealized Gain/(Loss)	63,968.72	21,322.89	25,587.48	230,287.32	81,027.00	4,264.54	426,457.95
NLC Earned Member Equity	27,588.43	0.00	0.00	23,895.02	0.00	0.00	51,483.45
Gain/Loss on Asset Disposal	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	332,253.79	96,783.02	116,139.61	1,069,151.67	367,775.45	19,356.56	2,001,460.10
<b>Net Earnings/(Loss)</b>	<b>\$ 1,073,537.61</b>	<b>\$ 191,987.12</b>	<b>\$ 455,465.22</b>	<b>\$ 472,022.56</b>	<b>\$ 69,850.41</b>	<b>(\$ 24,340.41)</b>	<b>\$ 2,238,522.51</b>



SDPAA  
General Liability Income Statement  
For the Twelve Months Ending December 31, 2024  
Current Year - YTD      Last Year - YTD

2024 Budget

**Revenues**

Member Contributions	5,890,435.36	5,768,603.42	5,334,472.00
Agent Commissions	29,742.25	27,942.73	35,000.00
Total Revenue	5,920,177.61	5,796,546.15	5,369,472.00

**Credits**

Renewal Credit	46,282.70	46,498.68	20,833.00
Loss Control Credit	138,030.31	138,905.58	61,935.00
Loss Ratio Credit	82,145.26	92,430.23	46,164.00
Total Credits	(266,458.27)	(277,834.49)	(128,932.00)
Total Revenue after Credits	5,653,719.34	5,518,711.66	5,240,540.00

**Expenses****Claims Expenses**

Losses Paid	3,087,420.74	1,144,887.78	1,988,397.00
Legal Fees	666,629.08	1,075,176.19	306,418.00
Claims Adjustment Fees	513,677.65	557,433.09	319,185.00
Total Loss Adjustment Expense	1,180,306.73	1,632,609.28	625,603.00
Recoveries	(1,075,420.29)	(119,872.46)	(89,371.00)
Change in Loss Reserves	284,370.29	(236,069.88)	0.00
Total Claims Expenses	3,476,677.47	2,421,554.72	2,524,629.00

**Operating Expenses****Insurance**

Reinsurance Expense	896,625.60	806,165.76	938,360.00
Board & Staff Insurance	506.38	617.82	1,253.00
Total Insurance	897,131.98	806,783.58	939,613.00

**Personnel Services**

Salary	87,074.76	111,535.41	219,100.00
Benefits	18,140.54	21,460.72	45,395.00
Total Personnel Services	105,215.30	132,996.13	264,495.00

**Staff Travel**

Vehicle/Auto	3,286.19	5,240.53	6,260.00
Airfare	90.04	538.39	2,629.00
Lodging	3,352.86	2,811.56	8,294.00
Meals	1,006.47	781.45	2,346.00
Misc	80.35	84.76	626.00
Total Staff Travel	7,815.91	9,456.69	20,155.00

**Staff Training and Meeting Registration**

Registration Fees	366.16	518.46	3,130.00
Staff Training	151.40	435.19	1,565.00
Total Staff Training and Registration	517.56	953.65	4,695.00

**Supplies and Materials**

Member Services Material	2,229.72	2,067.25	4,695.00
Member Services DVD Library	1,406.25	1,781.25	2,346.00
Printing	485.61	319.80	1,565.00
Office Supplies and Postage	1,346.21	979.84	3,130.00
Library and Subscriptions	304.56	483.09	1,565.00
Total Supplies and Materials	5,772.35	5,631.23	13,301.00

SDPAA  
General Liability Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD		2024 Budget
--	--------------------	-----------------	--	-------------

<b>Contractual Services</b>				
Fiechtner Contract	2,020.30	1,156.50		1,565.00
Charlesworth Consulting	2,362.55	2,913.54		5,008.00
Marylin Kelley Consulting	0.00	0.00		1,565.00
Cyber Security Remediation	0.00	0.00		0.00
Connections EAP	8,872.87	10,974.52		23,475.00
Legal Fees	4,313.83	6,079.05		7,825.00
Rent	339.35	171.31		781.00
Audit Fees	5,512.50	6,500.00		11,268.00
Investment Fees	13,528.91	14,555.74		25,884.00
Actuarial Fees	8,802.50	8,944.00		9,390.00
Claim Administration Fees	52,261.81	62,608.84		109,601.00
Risk Control Service Fees	108,116.55	79,754.56		162,204.00
Hotlines	106,597.01	71,192.50		100,000.00
Online Training	3,429.15	4,151.50		6,384.00
SDML Service Fees	19,800.00	24,420.00		41,316.00
Association Dues and Fees	2,458.47	11,794.52		6,260.00
IT Services	15,550.05	27,484.92		51,019.00
Total Contractual Services	353,965.85	332,701.50		565,110.00
<b>Capital Outlay</b>				
Total Capital Outlay	588.04	863.01		10,955.00
<b>Endorsement Fees and Sponsorships</b>				
SDML Endorsement Fee	13,925.41	15,234.54		29,058.00
SDACC Endorsement Fee	8,534.88	9,337.50		17,809.00
Member Safety Awards	750.00	532.54		2,504.00
Member Schools and Workshops	2,812.63	4,909.81		8,451.00
Total Endorsement Fees & Sponsorships	26,022.92	30,014.39		57,822.00
<b>Other Expenses</b>				
Agent Commissions	25,873.57	27,900.57		35,000.00
Board Expenses	4,255.43	4,062.51		9,390.00
Depreciation	6,064.67	6,410.00		0.00
Misc Expenses	2,534.47	2,450.40		6,800.00
Total Other Expenses	38,728.14	40,823.48		51,190.00
Total Operating Expenses	1,435,758.05	1,360,223.66		1,927,336.00
Total Expenses	4,912,435.52	3,781,778.38		4,451,965.00
<b>Net Earnings/(Loss) from Operations</b>	<b>741,283.82</b>	<b>1,736,933.28</b>		<b>788,575.00</b>
<b>Other Income</b>				
Interest Income	225,808.05	214,873.78		406,900.00
Realized Gain/(Loss)	14,888.59	(86,602.52)		(23,475.00)
Unrealized Gain/(Loss)	63,968.72	330,118.51		0.00
NLC Earned Member Equity	27,588.43	25,947.82		0.00
Gain/Loss on Asset Disposal	0.00	2,869.28		0.00
Total Other Income	332,253.79	487,206.87		383,425.00
<b>Net Earnings/(Loss)</b>	<b>1,073,537.61</b>	<b>2,224,140.15</b>		<b>1,172,000.00</b>

SDPAA  
Auto Liability Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Revenues</b>			
Member Contributions	\$ 1,675,453.25	\$ 1,511,969.73	\$ 1,652,429.00
Agent Commissions	7,568.57	6,852.69	7,000.00
Total Revenue	1,683,021.82	1,518,822.42	1,659,429.00
<b>Credits</b>			
Renewal Credit	13,203.22	12,225.11	6,453.00
Loss Control Credit	39,762.15	36,692.23	19,185.00
Loss Ratio Credit	20,235.00	21,899.14	14,300.00
Total Credits	(73,200.37)	(70,816.48)	(39,938.00)
Total Revenue after Credits	\$ 1,609,821.45	\$ 1,448,005.94	\$ 1,619,491.00
<b>Expenses</b>			
<b>Claims Expenses</b>			
Losses Paid	\$ 846,166.96	\$ 1,064,047.82	\$ 780,450.00
Legal Fees	20,365.18	15,154.50	120,270.00
Claims Adjustment Fees	129,898.64	175,644.74	125,281.00
Total Loss Adjustment Expense	150,263.82	190,799.24	245,551.00
Recoveries	(88,177.74)	(462,928.71)	(35,079.00)
Change in Loss Reserves	139,954.14	399,109.24	0.00
Total Claims Expenses	1,048,207.18	1,191,027.59	990,922.00
<b>Operating Expenses</b>			
<b>Insurance</b>			
Reinsurance Expense	336,813.61	310,559.02	368,307.00
Board & Staff Insurance	168.80	204.27	325.00
Total Insurance	336,982.41	310,763.29	368,632.00
<b>Personnel Services</b>			
Salary	29,024.91	36,052.88	56,700.00
Benefits	5,598.12	6,742.85	11,745.00
Total Personnel Services	34,623.03	42,795.73	68,445.00
<b>Staff Travel</b>			
Vehicle/Auto	862.70	1,101.23	1,620.00
Airfare	234.75	177.45	680.00
Lodging	852.89	919.66	2,147.00
Meals	241.38	200.75	608.00
Misc	26.79	28.13	162.00
Total Staff Travel	2,218.51	2,427.22	5,217.00
<b>Staff Training and Meeting Registration</b>			
Registration Fees	122.06	171.84	810.00
Staff Training	50.47	138.53	405.00
Total Staff Training and Registration	172.53	310.37	1,215.00
<b>Supplies and Materials</b>			
Member Services Material	743.24	652.83	1,215.00
Member Services DVD Library	468.75	562.50	608.00
Printing	161.87	0.00	405.00
Office Supplies and Postage	310.86	285.61	810.00
Library and Subscriptions	101.52	152.54	405.00

SDPAA  
Auto Liability Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
Total Supplies and Materials	1,786.24	1,653.48	3,443.00
Contractual Services			
Fiechtner Contract	673.43	370.50	405.00
Charlesworth Consulting	787.55	945.00	1,296.00
Marylin Kelley Consulting	0.00	0.00	405.00
Connections EAP	2,957.63	3,560.22	6,075.00
Legal Fees	1,371.29	1,528.50	2,025.00
Rent	76.45	24.87	203.00
Audit Fees	1,837.50	2,070.00	2,916.00
Investment Fees	4,509.60	4,630.79	6,699.00
Actuarial Fees	967.50	1,056.00	2,430.00
Claim Administration Fees	17,420.64	20,302.80	28,363.00
Risk Control Service Fees	26,117.61	22,334.28	63,666.00
Online Training	1,143.05	1,311.00	2,506.00
SDML Service Fees	6,600.00	7,920.00	10,692.00
Association Dues and Fees	819.49	469.19	1,620.00
IT Services	5,183.37	8,507.64	13,203.00
Total Contractual Services	70,465.11	75,030.79	142,909.00
Capital Outlay			
Total Capital Outlay	196.02	272.95	2,835.00
Endorsement Fees and Sponsorships			
SDML Endorsement Fee	4,641.85	4,941.00	7,520.00
SDACC Endorsement Fee	2,844.96	3,028.32	4,609.00
Member Safety Awards	250.00	168.17	648.00
Member Schools and Workshops	929.23	1,337.72	2,187.00
Total Endorsement Fees & Sponsorships	8,666.04	9,475.21	14,964.00
Other Expenses			
Agent Commissions	7,848.72	6,849.94	7,000.00
Board Expenses	1,418.48	1,322.58	2,430.00
Depreciation	2,021.59	2,078.70	0.00
Misc Expenses	11.49	58.50	2,000.00
Total Other Expenses	11,300.28	10,309.72	11,430.00
Total Operating Expenses	466,410.17	453,038.76	619,090.00
Total Expenses	1,514,617.35	1,644,066.35	1,610,012.00
<b>Net Earnings/(Loss) from Operations</b>	<b>95,204.10</b>	<b>(196,060.41)</b>	<b>9,479.00</b>
Other Income			
Interest Income	70,497.27	66,927.54	105,300.00
Realized Gain/(Loss)	4,962.86	(27,227.10)	(6,075.00)
Unrealized Gain/(Loss)	21,322.89	106,640.27	0.00
Gain/Loss on Asset Disposal	0.00	1,557.18	0.00
Total Other Income	96,783.02	147,897.89	99,225.00
<b>Net Earnings/(Loss)</b>	<b>\$ 191,987.12</b>	<b>\$ (48,162.52)</b>	<b>\$ 108,704.00</b>

SDPAA  
Law Enforcement Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Revenues</b>			
Member Contributions	\$ 1,674,284.00	\$ 1,426,190.01	\$ 1,714,475.00
Agent Commissions	4,857.80	3,907.76	5,000.00
Total Revenue	1,679,141.80	1,430,097.77	1,719,475.00
<b>Credits</b>			
Law Enforcement Credit	79,138.15	66,848.44	44,632.00
Total Credits	(79,138.15)	(66,848.44)	(44,632.00)
Total Revenue after Credits	\$ 1,600,003.65	\$ 1,363,249.33	\$ 1,674,843.00
<b>Expenses</b>			
Claims Expenses			
Losses Paid	\$ 238,160.90	\$ 219,737.61	\$ 800,227.00
Legal Fees	246,347.45	260,426.65	123,317.00
Claims Adjustment Fees	188,076.17	244,686.40	128,456.00
Total Loss Adjustment Expense	434,423.62	505,113.05	251,773.00
Recoveries	(19,563.50)	(63,000.00)	(35,968.00)
Change in Loss Reserves	68,282.55	(110,505.52)	0.00
Total Claims Expenses	721,303.57	551,345.14	1,016,032.00
Operating Expenses			
Insurance			
Reinsurance Expense	345,346.80	330,090.96	377,641.00
Board & Staff Insurance	202.55	238.32	312.00
Total Insurance	345,549.35	330,329.28	377,953.00
Personnel Services			
Salary	34,829.88	42,061.69	54,600.00
Benefits	6,717.73	7,866.65	11,310.00
Total Personnel Services	41,547.61	49,928.34	65,910.00
Staff Travel			
Vehicle/Auto	1,035.25	1,284.75	1,560.00
Airfare	281.70	207.02	655.00
Lodging	1,023.48	1,072.95	2,067.00
Meals	289.63	234.20	585.00
Misc	32.14	32.81	156.00
Total Staff Travel	2,662.20	2,831.73	5,023.00
Staff Training and Meeting Registration			
Registration Fees	146.46	200.49	780.00
Staff Training	60.55	161.61	390.00
Total Staff Training and Registration	207.01	362.10	1,170.00
Supplies and Materials			
Member Services Material	891.89	761.64	1,170.00
Member Services DVD Library	562.50	656.25	585.00
Printing	194.24	0.00	390.00
Office Supplies and Postage	373.03	333.22	780.00
Library and Subscriptions	121.82	177.97	390.00
Total Supplies and Materials	2,143.48	1,929.08	3,315.00

SDPAA  
Law Enforcement Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Contractual Services</b>			
Fiechtner Contract	808.12	432.25	390.00
Charlesworth Consulting	945.00	1,102.56	1,248.00
Marilyn Kelley Consulting	0.00	0.00	390.00
Connections EAP	3,549.16	4,153.60	5,850.00
Legal Fees	1,645.54	1,783.26	1,950.00
Rent	91.74	29.01	195.00
Audit Fees	2,205.00	2,415.00	2,808.00
Investment Fees	5,411.57	5,402.63	6,451.00
Actuarial Fees	1,161.00	1,232.00	2,340.00
Claim Administration Fees	20,904.73	23,686.66	27,313.00
Risk Control Service Fees	31,341.09	52,293.48	65,279.00
Online Training	1,371.66	1,529.50	2,569.00
SDML Service Fees	7,920.00	9,240.00	10,296.00
Jail Policies & Procedures	22,500.00	20,000.00	20,000.00
Law Enforcement Training	20,000.00	20,000.00	20,000.00
Association Dues and Fees	983.39	547.39	1,560.00
IT Services	6,220.03	9,925.59	12,714.00
<b>Total Contractual Services</b>	<b>127,058.03</b>	<b>153,772.93</b>	<b>181,743.00</b>
<b>Capital Outlay</b>			
<b>Total Capital Outlay</b>	<b>235.21</b>	<b>318.45</b>	<b>2,730.00</b>
<b>Endorsement Fees and Sponsorships</b>			
SDML Endorsement Fee	5,570.16	5,764.56	7,241.00
SDACC Endorsement Fee	3,413.89	3,533.16	4,438.00
Member Safety Awards	300.00	196.20	624.00
Member Schools and Workshops	1,115.08	1,560.67	2,106.00
<b>Total Endorsement Fees &amp; Sponsorships</b>	<b>10,399.13</b>	<b>11,054.59</b>	<b>14,409.00</b>
<b>Other Expenses</b>			
Agent Commissions	5,430.64	3,907.06	5,000.00
Board Expenses	1,702.16	1,543.00	2,340.00
Depreciation	2,425.86	2,425.12	0.00
Misc Expenses	13.79	68.26	1,000.00
<b>Total Other Expenses</b>	<b>9,572.45</b>	<b>7,943.44</b>	<b>8,340.00</b>
<b>Total Operating Expenses</b>	<b>539,374.47</b>	<b>558,469.94</b>	<b>660,593.00</b>
<b>Total Expenses</b>	<b>1,260,678.04</b>	<b>1,109,815.08</b>	<b>1,676,625.00</b>
<b>Net Earnings/(Loss) from Operations</b>	<b>339,325.61</b>	<b>253,434.25</b>	<b>(1,782.00)</b>
<b>Other Income</b>			
Interest Income	84,596.72	78,082.11	101,400.00
Realized Gain/(Loss)	5,955.41	(31,764.95)	(5,850.00)
Unrealized Gain/(Loss)	25,587.48	124,413.65	0.00
Gain/Loss on Asset Disposal	0.00	1,816.72	0.00
<b>Total Other Income</b>	<b>116,139.61</b>	<b>172,547.53</b>	<b>95,550.00</b>
<b>Net Earnings/(Loss)</b>	<b>\$ 455,465.22</b>	<b>\$ 425,981.78</b>	<b>\$ 93,768.00</b>

SDPAA  
Property Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Revenues</b>			
Member Contributions	\$ 7,927,355.26	\$ 7,225,854.21	\$ 9,094,048.00
Agent Commissions	64,522.49	54,487.17	40,000.00
Total Revenue	7,991,877.75	7,280,341.38	9,134,048.00
<b>Credits</b>			
Renewal Credit	75,012.19	49,657.25	35,514.00
Loss Control Credit	179,204.03	152,016.58	105,584.00
Loss Ratio Credit	119,911.82	106,534.60	78,700.00
Total Credits	(374,128.04)	(308,208.43)	(219,798.00)
Total Revenue after Credits	\$ 7,617,749.71	\$ 6,972,132.95	\$ 8,914,250.00
<b>Expenses</b>			
Claims Expenses			
Losses Paid	\$ 6,168,931.29	\$ 3,624,412.54	\$ 3,121,798.00
Legal Fees	3,136.93	1,228.88	481,078.00
Claims Adjustment Fees	280,325.41	265,663.25	501,123.00
Total Loss Adjustment Expense	283,462.34	266,892.13	982,201.00
Recoveries	(999,482.63)	(1,736,858.70)	(140,315.00)
Change in Loss Reserves	(3,633,835.10)	336,000.34	0.00
Total Claims Expenses	1,819,075.90	2,490,446.31	3,963,684.00
Operating Expenses			
Insurance			
Reinsurance Expense	4,897,834.49	3,435,013.52	5,371,740.00
Board & Staff Insurance	1,822.95	1,658.19	1,505.00
Total Insurance	4,899,657.44	3,436,671.71	5,373,245.00
Personnel Services			
Salary	313,469.23	287,678.32	263,900.00
Benefits	60,459.67	53,824.16	54,655.00
Total Personnel Services	373,928.90	341,502.48	318,555.00
Staff Travel			
Vehicle/Auto	9,317.20	8,841.84	7,540.00
Airfare	2,535.29	1,437.10	3,167.00
Lodging	9,211.27	7,405.53	9,991.00
Meals	2,606.71	1,604.13	2,828.00
Misc	289.27	228.88	754.00
Total Staff Travel	23,959.74	19,517.48	24,280.00
Staff Training and Meeting Registration			
Registration Fees	1,318.14	1,397.47	3,770.00
Staff Training	545.05	1,092.11	1,885.00
Total Staff Training and Registration	1,863.19	2,489.58	5,655.00
Supplies and Materials			
Member Services Material	8,026.98	5,113.81	5,655.00
Member Services DVD Library	5,062.50	4,406.25	2,828.00
Printing	1,748.15	0.00	1,885.00
Office Supplies and Postage	3,357.22	2,072.91	3,770.00
Library and Subscriptions	1,096.42	1,194.98	1,885.00

SDPAA  
Property Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
Total Supplies and Materials	19,291.27	12,787.95	16,023.00
Contractual Services			
Fiechtner Contract	7,273.07	2,935.75	1,885.00
Charlesworth Consulting	8,505.00	7,560.06	6,032.00
Marylin Kelley Consulting	0.00	0.00	1,885.00
Connections EAP	31,942.36	28,487.35	28,275.00
Legal Fees	14,809.78	12,196.76	9,425.00
Rent	825.66	395.96	943.00
Audit Fees	19,845.00	16,325.00	13,572.00
Investment Fees	48,704.09	36,491.42	31,178.00
Actuarial Fees	10,449.00	8,272.00	11,310.00
Claim Administration Fees	188,142.48	162,404.96	132,011.00
Risk Control Service Fees	398,229.84	342,053.10	254,662.00
Online Training	12,344.94	10,269.50	10,022.00
SDML Service Fees	71,280.00	63,360.00	49,764.00
Association Dues and Fees	8,850.49	3,691.82	7,540.00
IT Services	55,980.20	66,815.19	61,451.00
Total Contractual Services	877,181.91	761,258.87	621,840.00
Capital Outlay			
Total Capital Outlay	2,116.95	2,140.81	13,195.00
Endorsement Fees and Sponsorships			
SDML Endorsement Fee	50,131.45	39,528.06	34,999.00
SDACC Endorsement Fee	30,725.41	24,227.04	21,451.00
Member Safety Awards	2,700.00	1,317.34	3,016.00
Member Schools and Workshops	10,035.64	10,631.26	10,179.00
Total Endorsement Fees & Sponsorships	93,592.50	75,703.70	69,645.00
Other Expenses			
Agent Commissions	66,934.87	54,515.40	40,000.00
Board Expenses	15,319.44	10,611.42	11,310.00
Depreciation	21,832.62	16,628.10	0.00
Misc Expenses	124.09	461.77	6,000.00
Total Other Expenses	104,211.02	82,216.69	57,310.00
Total Operating Expenses	6,395,802.92	4,734,289.27	6,499,748.00
Total Expenses	8,214,878.82	7,224,735.58	10,463,432.00
<b>Net Earnings/(Loss) from Operations</b>	<b>(597,129.11)</b>	<b>(252,602.63)</b>	<b>(1,549,182.00)</b>
Other Income			
Interest Income	761,370.42	536,851.98	490,100.00
Realized Gain/(Loss)	53,598.91	(212,546.83)	(28,275.00)
Unrealized Gain/(Loss)	230,287.32	850,500.17	0.00
NLC Earned Member Equity	23,895.02	20,758.00	0.00
Gain/Loss on Asset Disposal	0.00	12,197.95	0.00
Total Other Income	1,069,151.67	1,207,761.27	461,825.00
<b>Net Earnings/(Loss)</b>	<b>\$ 472,022.56</b>	<b>\$ 955,158.64</b>	<b>\$ (1,087,357.00)</b>



SDPAA  
Auto Physical Damage Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Revenues</b>			
Member Contributions	\$ 3,078,773.09	\$ 2,530,689.13	\$ 3,330,080.00
Agent Commissions	17,193.25	13,774.08	12,000.00
Total Revenue	3,095,966.34	2,544,463.21	3,342,080.00
<b>Credits</b>			
Renewal Credit	22,845.79	19,691.47	13,005.00
Loss Control Credit	68,505.51	59,288.71	38,663.00
Loss Ratio Credit	45,286.41	44,566.00	28,818.00
Total Credits	(136,637.71)	(123,546.18)	(80,486.00)
Total Revenue after Credits	\$ 2,959,328.63	\$ 2,420,917.03	\$ 3,261,594.00
<b>Expenses</b>			
Claims Expenses			
Losses Paid	\$ 1,412,702.86	\$ 1,669,057.82	\$ 1,096,128.00
Legal Fees	0.00	1,491.45	168,917.00
Claims Adjustment Fees	180,496.41	227,712.18	175,955.00
Total Loss Adjustment Expense	180,496.41	229,203.63	344,872.00
Recoveries	(607,116.75)	(503,747.50)	(49,267.00)
Change in Loss Reserves	88,232.75	162,321.87	0.00
Total Claims Expenses	1,074,315.27	1,556,835.82	1,391,733.00
Operating Expenses			
Insurance			
Reinsurance Expense	1,702,141.80	1,434,615.36	1,886,130.00
Board & Staff Insurance	641.40	651.87	565.00
Total Insurance	1,702,783.20	1,435,267.23	1,886,695.00
Personnel Services			
Salary	110,294.73	117,544.19	98,700.00
Benefits	21,272.87	21,973.49	20,445.00
Total Personnel Services	131,567.60	139,517.68	119,145.00
Staff Travel			
Vehicle/Auto	3,278.28	3,562.83	2,820.00
Airfare	892.04	567.95	1,184.00
Lodging	3,241.00	2,964.84	3,737.00
Meals	917.17	653.33	1,058.00
Misc	101.78	89.45	282.00
Total Staff Travel	8,430.27	7,838.40	9,081.00
Staff Training and Meeting Registration			
Registration Fees	463.80	547.10	1,410.00
Staff Training	191.78	458.28	705.00
Total Staff Training and Registration	655.58	1,005.38	2,115.00
Supplies and Materials			
Member Services Material	2,824.31	2,176.09	2,115.00
Member Services DVD Library	1,781.25	1,875.00	1,058.00
Printing	615.08	0.00	705.00
Office Supplies and Postage	1,181.24	937.73	1,410.00
Library and Subscriptions	385.78	508.49	705.00

SDPAA  
Auto Physical Damage Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
Total Supplies and Materials	6,787.66	5,497.31	5,993.00
Contractual Services			
Fiechtner Contract	2,559.04	1,218.25	705.00
Charlesworth Consulting	2,992.55	3,071.28	2,256.00
Marylin Kelley Consulting	0.00	0.00	705.00
Connections EAP	11,238.97	11,567.93	10,575.00
Legal Fees	5,210.85	4,983.30	3,525.00
Rent	290.51	78.76	353.00
Audit Fees	6,982.50	6,845.00	5,076.00
Investment Fees	17,136.66	15,327.49	11,661.00
Actuarial Fees	3,676.50	3,520.00	4,230.00
Claim Administration Fees	66,198.26	65,992.88	49,373.00
Risk Control Service Fees	99,246.90	68,720.82	89,417.00
Online Training	4,343.59	4,370.00	3,519.00
SDML Service Fees	25,080.00	25,740.00	18,612.00
Association Dues and Fees	3,114.06	1,555.71	2,820.00
IT Services	19,696.74	28,272.87	22,983.00
Total Contractual Services	267,767.13	241,264.29	226,515.00
Capital Outlay			
Total Capital Outlay	744.85	908.52	4,935.00
Endorsement Fees and Sponsorships			
SDML Endorsement Fee	17,638.81	16,058.28	13,090.00
SDACC Endorsement Fee	10,810.80	9,842.28	8,023.00
Member Safety Awards	950.00	560.57	1,128.00
Member Schools and Workshops	3,531.05	4,382.76	3,807.00
Total Endorsement Fees & Sponsorships	32,930.66	30,843.89	26,048.00
Other Expenses			
Agent Commissions	18,155.72	13,764.84	12,000.00
Board Expenses	5,390.21	4,282.93	4,230.00
Depreciation	7,681.85	6,756.42	0.00
Misc Expenses	43.67	193.30	4,000.00
Total Other Expenses	31,271.45	24,997.49	20,230.00
Total Operating Expenses	2,182,938.40	1,887,140.19	2,300,757.00
Total Expenses	3,257,253.67	3,443,976.01	3,692,490.00
<b>Net Earnings/(Loss) from Operations</b>	<b>(297,925.04)</b>	<b>(1,023,058.98)</b>	<b>(430,896.00)</b>
Other Income			
Interest Income	267,889.57	216,798.68	183,300.00
Realized Gain/(Loss)	18,858.88	(91,123.09)	(10,575.00)
Unrealized Gain/(Loss)	81,027.00	347,891.91	0.00
Gain/Loss on Asset Disposal	0.00	5,190.70	0.00
Total Other Income	367,775.45	478,758.20	172,725.00
<b>Net Earnings/(Loss)</b>	<b>\$ 69,850.41</b>	<b>\$ (544,300.78)</b>	<b>\$ (258,171.00)</b>

SDPAA  
Equipment Breakdown Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
<b>Revenues</b>			
Member Contributions	\$ 163,770.83	\$ 157,478.82	\$ 152,660.00
Agent Commissions	1,551.16	1,286.98	1,000.00
Total Revenue	165,321.99	158,765.80	153,660.00
<b>Credits</b>			
Renewal Credit	0.00	0.00	0.00
Loss Control Credit	0.00	0.00	0.00
Loss Ratio Credit	0.00	0.00	0.00
Law Enforcement Credit	0.00	0.00	0.00
Total Credits	0.00	0.00	0.00
Total Revenue after Credits	\$ 165,321.99	\$ 158,765.80	\$ 153,660.00
<b>Expenses</b>			
<b>Claims Expenses</b>			
Losses Paid	\$ 0.00	\$ 0.00	\$ 0.00
Claims Adjustment Fees	772.38	1,818.10	0.00
Total Loss Adjustment Expense	772.38	1,818.10	0.00
Recoveries	0.00	0.00	0.00
Total Claims Expenses	772.38	1,818.10	0.00
<b>Operating Expenses</b>			
<b>Insurance</b>			
Reinsurance Expense	187,344.69	135,528.46	154,615.00
Board & Staff Insurance	33.76	34.05	40.00
Total Insurance	187,378.45	135,562.51	154,655.00
<b>Personnel Services</b>			
Salary	5,805.01	6,008.81	7,000.00
Benefits	1,119.64	1,123.82	1,450.00
Total Personnel Services	6,924.65	7,132.63	8,450.00
<b>Staff Travel</b>			
Vehicle/Auto	172.55	183.53	200.00
Airfare	46.95	29.58	84.00
Lodging	170.58	153.29	265.00
Meals	48.29	33.46	75.00
Misc	5.36	4.68	20.00
Total Staff Travel	443.73	404.54	644.00
<b>Staff Training and Meeting Registration</b>			
Registration Fees	24.42	28.65	100.00
Staff Training	10.10	23.08	50.00
Total Staff Training and Registration	34.52	51.73	150.00
<b>Supplies and Materials</b>			
Member Services Material	148.65	108.81	150.00
Member Services DVD Library	93.75	93.75	75.00
Printing	32.36	0.00	50.00
Office Supplies and Postage	62.17	47.60	100.00
Library and Subscriptions	20.30	25.43	50.00
Total Supplies and Materials	357.23	275.59	425.00

SDPAA  
Equipment Breakdown Income Statement  
For the Twelve Months Ending December 31, 2024

	Current Year - YTD	Last Year - YTD	2024 Budget
Contractual Services			
Fiechtner Contract	134.69	61.75	50.00
Charlesworth Consulting	157.55	157.56	160.00
Marylin Kelley Consulting	0.00	0.00	50.00
Connections EAP	591.53	593.38	750.00
Legal Fees	274.26	254.76	250.00
Rent	15.29	4.15	25.00
Audit Fees	367.50	345.00	360.00
Investment Fees	901.96	771.84	827.00
Actuarial Fees	193.50	176.00	300.00
Claim Administration Fees	3,484.08	3,383.86	3,502.00
Online Training	228.61	218.50	0.00
SDML Service Fees	1,320.00	1,320.00	1,320.00
Association Dues and Fees	163.89	78.20	200.00
IT Services	1,036.68	1,417.93	1,630.00
Total Contractual Services	8,869.54	8,782.93	9,474.00
Capital Outlay			
Total Capital Outlay	39.21	45.49	350.00
Endorsement Fees and Sponsorships			
SDML Endorsement Fee	928.32	823.56	928.00
SDACC Endorsement Fee	569.06	504.70	569.00
Member Safety Awards	50.00	28.03	80.00
Member Schools and Workshops	185.85	222.94	270.00
Total Endorsement Fees & Sponsorships	1,733.23	1,579.23	1,847.00
Other Expenses			
Agent Commissions	1,775.76	1,286.98	1,000.00
Board Expenses	283.69	220.41	300.00
Depreciation	404.28	346.31	0.00
Misc Expenses	2.29	9.76	200.00
Total Other Expenses	2,466.02	1,863.46	1,500.00
Total Operating Expenses	208,246.58	155,698.11	177,495.00
Total Expenses	209,018.96	157,516.21	177,495.00
Net Earnings/(Loss) from Operations	(43,696.97)	1,249.59	(23,835.00)
Other Income			
Interest Income	14,099.44	11,154.58	13,000.00
Realized Gain/(Loss)	992.58	(4,537.83)	(750.00)
Unrealized Gain/(Loss)	4,264.54	17,773.41	0.00
Gain/Loss on Asset Disposal	0.00	259.53	0.00
Total Other Income	19,356.56	24,649.69	12,250.00
Net Earnings/(Loss)	\$ (24,340.41)	\$ 25,899.28	\$ (11,585.00)

# **Report Items**

## **Financial Report**

4-Year Loss Ratio Reports

# Loss Ratio by Coverage

For 1/01/2021  
Thru 12/31/2024

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$6,008,384.07	\$293,873.43	\$2,023,624.48	35.4%
Auto Physical Damage	\$9,812,805.69	\$493,694.53	\$6,072,052.90	65.2%
Equipment Breakdown	\$516,292.43	\$0.00	\$7,092.39	1.4%
General Liability	\$23,274,825.85	\$1,177,270.60	\$8,679,755.42	39.3%
Law Enforcement	\$5,584,417.73	\$258,394.30	\$1,882,032.30	35.3%
Property	\$24,414,103.25	\$1,174,028.23	\$19,801,710.81	85.2%
<b>Total</b>	<b>\$69,610,829.02</b>	<b>\$3,397,261.11</b>	<b>\$38,466,268.30</b>	<b>58.1%</b>

\* Loss Ratios = Losses/Net Contributions, Net Contributions = Contributions - Credits

# Loss Ratio by Type

For 1/01/2021  
Thru 12/31/2024

## City

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$3,571,410.44	\$170,044.69	\$1,319,878.03	38.8%
Auto Physical Damage	\$5,496,438.74	\$280,890.18	\$2,325,177.56	44.6%
Equipment Breakdown	\$369,999.54	\$0.00	\$4,458.45	1.2%
General Liability	\$14,541,557.03	\$727,986.39	\$5,055,430.93	36.6%
Law Enforcement	\$2,252,660.56	\$106,179.65	\$688,285.07	32.1%
Property	\$16,709,713.42	\$826,142.00	\$12,677,550.86	79.8%
<b>City Total:</b>	<b>\$42,941,779.72</b>	<b>\$2,111,242.92</b>	<b>\$22,070,780.90</b>	<b>54.1%</b>

## Conservation District

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$105,482.69	\$4,932.28	\$7,563.33	7.5%
Auto Physical Damage	\$96,518.19	\$4,452.77	\$40,515.50	44.0%
Equipment Breakdown	\$8,567.22	\$0.00	\$1,949.85	22.8%
General Liability	\$356,127.69	\$17,673.28	\$7,496.89	2.2%
Property	\$286,357.22	\$13,770.78	\$1,080,826.51	396.5%
<b>Conservation District Total:</b>	<b>\$853,053.00</b>	<b>\$40,829.10</b>	<b>\$1,138,352.08</b>	<b>140.2%</b>

## County

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$2,177,663.69	\$109,948.30	\$658,079.74	31.8%
Auto Physical Damage	\$3,927,157.00	\$191,479.92	\$3,633,371.12	97.3%
Equipment Breakdown	\$132,314.00	\$0.00	\$684.09	0.5%
General Liability	\$6,974,905.53	\$352,188.94	\$3,265,334.87	49.3%
Law Enforcement	\$3,312,631.24	\$151,258.35	\$1,193,747.23	37.8%
Property	\$6,580,297.42	\$290,481.58	\$5,792,145.34	92.1%
<b>County Total:</b>	<b>\$23,104,968.87</b>	<b>\$1,095,357.09</b>	<b>\$14,543,362.39</b>	<b>66.1%</b>

## Township

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$2,791.91	\$168.09	\$0.00	0.0%
Auto Physical Damage	\$0.00	\$0.00	\$0.00	0.0%
General Liability	\$217,387.93	\$10,669.58	\$26,850.23	13.0%
Property	\$37,584.44	\$1,778.90	\$0.00	0.0%
<b>Township Total:</b>	<b>\$257,764.28</b>	<b>\$12,616.57</b>	<b>\$26,850.23</b>	<b>11.0%</b>

## Special Districts & Others

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$151,035.34	\$8,780.08	\$38,103.38	26.8%
Auto Physical Damage	\$292,691.76	\$16,871.66	\$72,988.72	26.5%
Equipment Breakdown	\$5,411.67	\$0.00	\$0.00	0.0%
General Liability	\$1,184,847.67	\$68,752.42	\$324,642.50	29.1%
Law Enforcement	\$19,125.94	\$956.30	\$0.00	0.0%
Property	\$800,150.75	\$41,854.98	\$251,188.10	33.1%
<b>Special Districts &amp; Others Total:</b>	<b>\$2,453,263.13</b>	<b>\$137,215.43</b>	<b>\$686,922.70</b>	<b>29.7%</b>

## Total All Types:

Contributions	Credits	Incurred Losses	Incurred Loss Ratio
<b>\$69,610,829.02</b>	<b>\$3,397,261.11</b>	<b>\$38,466,268.30</b>	<b>58.1%</b>

\* Loss Ratios = Losses/Net Contributions, Net Contributions = Contributions - Credits

# Loss Ratio by Type Detail

For 1/01/2021  
Thru 12/31/2024

## City

Type		Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
City	0 to 2,500	10	\$13,011,238.61	\$617,628.16	\$7,634,709.01	61.6%
	2,501 to 10,000	11	\$8,009,259.48	\$420,330.93	\$7,118,430.09	93.8%
	10,001 to 25,000	12	\$16,338,320.26	\$847,573.43	\$5,816,151.18	37.5%
	25,001 to 50,000	13	\$2,016,729.38	\$86,735.44	\$500,432.67	25.9%
	50,001 to 100,000	14	\$0.00	\$0.00	\$0.00	0.0%
	100,001 to 250,000	15	\$3,566,232.00	\$138,974.97	\$1,001,057.95	29.2%
City Total:			\$42,941,779.72	\$2,111,242.92	\$22,070,780.90	54.1%

## Conservation District

Type	Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Conservation District	46	\$853,053.00	\$40,829.10	\$1,138,352.08	140.2%
<b>Conservation District Total:</b>		<b>\$853,053.00</b>	<b>\$40,829.10</b>	<b>\$1,138,352.08</b>	<b>140.2%</b>

## County

Type		Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
County	0 to 2,500	01	\$2,684,202.63	\$123,519.86	\$520,199.23	20.3%
	2,501 to 10,000	02	\$9,385,482.68	\$442,866.50	\$6,297,636.58	70.4%
	10,001 to 25,000	03	\$3,255,013.89	\$163,391.49	\$3,466,180.87	112.1%
	25,001 to 50,000	04	\$3,752,049.14	\$187,456.18	\$2,518,653.86	70.7%
	50,001 to 100,000	05	\$71,037.44	\$1,971.42	\$1,700.94	2.5%
	100,001 to 250,000	06	\$3,957,183.08	\$176,151.65	\$1,738,990.91	46.0%
County Total:			\$23,104,968.87	\$1,095,357.09	\$14,543,362.39	66.1%

## Special Districts & Others

Type	Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Boards & Commissions, Water Shed District, Road District	90	\$331,786.70	\$18,260.15	\$95,592.69	30.5%
Fire or Ambulance District	40	\$157,829.94	\$8,731.00	\$4,847.43	3.3%
Irrigation District	47	\$166,743.25	\$8,851.79	\$55,097.47	34.9%
Miscellaneous	99	\$1,296,100.24	\$80,304.20	\$317,528.84	26.1%
Sanitary Districts	80	\$347,974.16	\$12,340.72	\$153,968.38	45.9%
Solid Waste District	82	\$84,682.20	\$4,419.03	\$46,879.16	58.4%
Village 0 to 2,500	30	\$68,146.64	\$4,308.55	\$13,008.73	20.4%
Special Districts & Others Total:		\$2,453,263.13	\$137,215.43	\$686,922.70	29.7%

## Township

Type		Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Township	0 to 2,500	20	\$257,764.28	\$12,616.57	\$26,850.23	11.0%
Township Total:			\$257,764.28	\$12,616.57	\$26,850.23	11.0%

## Total All Types:

Contributions	Credits	Incurred Losses	Incurred Loss Ratio
<b>\$69,610,829.02</b>	<b>\$3,397,261.11</b>	<b>\$38,466,268.30</b>	<b>58.1%</b>

\* Loss Ratios = Losses/Net Contributions, Net Contributions = Contributions - Credits



# **Report Items**

## **Financial Report**

1-Year Loss Ratio Reports

# Loss Ratio by Coverage

For 1/01/2024  
Thru 12/31/2024

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$1,656,073.92	\$71,580.66	\$442,532.07	27.9%
Auto Physical Damage	\$3,007,785.58	\$132,371.69	\$1,510,815.44	52.5%
Equipment Breakdown	\$184,115.88	\$0.00	\$336.19	0.2%
General Liability	\$5,878,073.46	\$261,546.12	\$1,453,975.74	25.9%
Law Enforcement	\$1,645,905.81	\$77,126.42	\$243,647.64	15.5%
Property	\$8,418,999.80	\$349,902.77	\$3,402,335.80	42.2%
<b>Total</b>	<b>\$20,790,954.44</b>	<b>\$892,527.66</b>	<b>\$7,053,642.88</b>	<b>35.4%</b>

\* Loss Ratios = Losses/Net Contributions, Net Contributions = Contributions - Credits

# Loss Ratio by Type

For 1/01/2024  
Thru 12/31/2024

## City

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$977,904.72	\$42,252.99	\$249,464.42	26.7%
Auto Physical Damage	\$1,639,254.18	\$75,027.46	\$538,495.75	34.4%
Equipment Breakdown	\$117,832.68	\$0.00	\$0.00	0.0%
General Liability	\$3,580,493.14	\$160,329.76	\$849,822.64	24.8%
Law Enforcement	\$638,480.43	\$30,423.82	\$123,252.74	20.3%
Property	\$5,281,726.76	\$242,409.77	\$2,468,989.42	49.0%
<b>City Total:</b>	<b>\$12,235,691.92</b>	<b>\$550,443.81</b>	<b>\$4,230,024.97</b>	<b>36.2%</b>

## Conservation District

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$27,016.35	\$1,082.49	\$0.00	0.0%
Auto Physical Damage	\$27,744.88	\$1,109.39	\$0.00	0.0%
Equipment Breakdown	\$2,235.30	\$0.00	\$0.00	0.0%
General Liability	\$82,813.59	\$3,567.68	\$7,496.89	9.5%
Property	\$85,984.71	\$3,574.28	\$23,065.16	28.0%
<b>Conservation District Total:</b>	<b>\$225,794.83</b>	<b>\$9,333.83</b>	<b>\$30,562.05</b>	<b>14.1%</b>

## County

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$610,230.06	\$26,016.96	\$190,219.34	32.6%
Auto Physical Damage	\$1,256,484.21	\$51,931.02	\$971,696.00	80.7%
Equipment Breakdown	\$62,480.49	\$0.00	\$336.19	0.5%
General Liability	\$1,873,545.91	\$80,064.53	\$419,295.79	23.4%
Law Enforcement	\$1,007,425.38	\$46,702.60	\$120,394.90	12.5%
Property	\$2,714,922.98	\$86,060.16	\$876,700.59	33.3%
<b>County Total:</b>	<b>\$7,525,089.02</b>	<b>\$290,775.26</b>	<b>\$2,578,642.81</b>	<b>35.6%</b>

## Township

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$711.56	\$41.35	\$0.00	0.0%
Auto Physical Damage	\$0.00	\$0.00	\$0.00	0.0%
General Liability	\$52,093.67	\$2,149.44	\$26,288.93	52.6%
Property	\$11,106.35	\$420.24	\$0.00	0.0%
<b>Township Total:</b>	<b>\$63,911.58</b>	<b>\$2,611.02</b>	<b>\$26,288.93</b>	<b>42.9%</b>

## Special Districts & Others

Coverage	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Auto Liability	\$40,211.23	\$2,186.87	\$2,848.31	7.5%
Auto Physical Damage	\$84,302.31	\$4,303.83	\$623.69	0.8%
Equipment Breakdown	\$1,567.41	\$0.00	\$0.00	0.0%
General Liability	\$289,127.15	\$15,434.71	\$151,071.49	55.2%
Law Enforcement	\$0.00	\$0.00	\$0.00	0.0%
Property	\$325,259.00	\$17,438.33	\$33,580.63	10.9%
<b>Special Districts &amp; Others Total:</b>	<b>\$740,467.10</b>	<b>\$39,363.74</b>	<b>\$188,124.12</b>	<b>26.8%</b>

## Total All Types:

Contributions	Credits	Incurred Losses	Incurred Loss Ratio
<b>\$20,790,954.44</b>	<b>\$892,527.66</b>	<b>\$7,053,642.88</b>	<b>35.4%</b>

\* Loss Ratios = Losses/Net Contributions, Net Contributions = Contributions - Credits

# Loss Ratio by Type Detail

For 1/01/2024  
Thru 12/31/2024

## City

Type		Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
City	0 to 2,500	10	\$3,764,771.21	\$154,079.85	\$1,299,231.55	36.0%
	2,501 to 10,000	11	\$2,250,421.61	\$101,204.96	\$1,027,690.82	47.8%
	10,001 to 25,000	12	\$4,753,241.22	\$231,234.02	\$1,713,324.20	37.9%
	25,001 to 50,000	13	\$568,132.42	\$30,129.36	\$51,983.47	9.7%
	50,001 to 100,000	14	\$0.00	\$0.00	\$0.00	0.0%
	100,001 to 250,000	15	\$899,125.46	\$33,795.62	\$137,794.93	15.9%
City Total:			\$12,235,691.92	\$550,443.81	\$4,230,024.97	36.2%

## Conservation District

Type	Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Conservation District	46	\$225,794.83	\$9,333.83	\$30,562.05	14.1%
<b>Conservation District Total:</b>		<b>\$225,794.83</b>	<b>\$9,333.83</b>	<b>\$30,562.05</b>	<b>14.1%</b>

## County

Type		Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
County	0 to 2,500	01	\$872,948.11	\$39,865.21	\$137,257.09	16.5%
	2,501 to 10,000	02	\$2,718,560.78	\$114,590.74	\$1,266,709.63	48.6%
	10,001 to 25,000	03	\$1,286,204.79	\$49,534.28	\$239,343.89	19.4%
	25,001 to 50,000	04	\$1,039,540.08	\$40,635.93	\$372,266.87	37.3%
	50,001 to 100,000	05	\$71,037.44	\$1,971.42	\$1,700.94	2.5%
	100,001 to 250,000	06	\$1,536,797.83	\$44,177.68	\$561,364.39	37.6%
County Total:			\$7,525,089.02	\$290,775.26	\$2,578,642.81	35.6%

## Special Districts & Others

Type	Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Boards & Commissions, Water Shed District, Road District	90	\$90,381.01	\$4,470.77	\$3,695.18	4.3%
Fire or Ambulance District	40	\$41,233.08	\$2,056.98	\$0.00	0.0%
Irrigation District	47	\$44,098.89	\$2,549.16	\$12,598.70	30.3%
Miscellaneous	99	\$427,352.26	\$24,605.88	\$35,130.24	8.7%
Sanitary Districts	80	\$96,650.98	\$3,557.72	\$130,000.00	139.6%
Solid Waste District	82	\$21,166.46	\$985.37	\$6,700.00	33.2%
Village 0 to 2,500	30	\$19,584.42	\$1,137.87	\$0.00	0.0%
Special Districts & Others Total:		\$740,467.10	\$39,363.74	\$188,124.12	26.8%

## Township

Type		Class Code	Contributions	Credits	Incurred Losses	Incurred Loss Ratio
Township	0 to 2,500	20	\$63,911.58	\$2,611.02	\$26,288.93	42.9%
Township Total:			\$63,911.58	\$2,611.02	\$26,288.93	42.9%

## Total All Types:

Contributions	Credits	Incurred Losses	Incurred Loss Ratio
<b>\$20,790,954.44</b>	<b>\$892,527.66</b>	<b>\$7,053,642.88</b>	<b>35.4%</b>

\* Loss Ratios = Losses/Net Contributions, Net Contributions = Contributions - Credits

SOUTH DAKOTA PUBLIC ASSURANCE ALLIANCE

**BOARD OF DIRECTORS MEETING**

May 1, 2025

Oacoma, SD

**Underwriting Report**

Prepared and Presented by

Kristina Peterson and Paytra Nichols

**2025 ACTIVITIES**

- Process renewal, invoice, and declarations packets.
- Create and prepare quote paperwork for potential Members.
- Continuing to study for AU and AFSB exams.
- Processing 2025-26 renewals and Declaration packets.
- Started Discovery phase with new software vendor: Buildable.
  - Data transfer and configuration.
  - Workflows and output documents.
  - Initial design of new interface and Member Portal.

**ON-GOING**

- Assisting Members with additions, deletions, recommendations, etc.
- Processing renewals and day to day changes in coverages.
- Completing and emailing renewal, invoice, and declaration packets.
- Quote potential new Members and additional coverages or changes with current Members.
- Work together with Member Services on Member inquiries and quotes.
- Reviewing all processes and reports to eliminate unnecessary processes and streamline all processes.

**UPCOMING**

- Update 2025-26 rates and guidelines / workflows in Underwriting Manual.
- Research and collaborate on new and existing exposures for potential changes in the market.
- Review workflows and policies, update as necessary.
- Attending SMUG in Dallas, TX (Aug) and IA-NE-SD PRIMA Conference in Lenexa, KS (Sept)
- Continue working with Buildable on new software system.

# **South Dakota Public Assurance Alliance**

Board of Directors Meeting

Oacoma, South Dakota

May 1<sup>st</sup>, 2025

## **MEMBER SERVICES REPORT**

Prepared and Presented by Jerry Krambeck and Becky Brunsing

### **ACTIVITIES SINCE LAST BOARD MEETING**

- Member Services have made 83 visits to potential and existing Members since the last Board Meeting. 61 property valuation booklets were reviewed and delivered.
- SDPAA Total Membership is 502 Members.
- New Members:
  - Ziebach County
  - Big Stone City
  - Garretson
  - Henry
  - Lake Norden
  - Limbo Road District
  - Emery
  - Lane
  - Wittenberg Township
  - Lesterville Rural Fire Protection
  - Holland Township
  - Cottonwood
- Presented/Presenting Quotes:
  - Bon Homme Conservation District
  - Pukwana
  - Wessington Springs
  - Lesterville
- Requested Overview Presentations:
  - Colton
- Not Joining:
  - Pukwana Township
- Attended SDML Legislative Rib Dinner, February 4<sup>th</sup>, 2025, Fort Pierre.
- Attended SDACC Spring Workshop/New Elected Officials Workshop, April 9<sup>th</sup>-10<sup>th</sup>, 2025, Pierre.
- Attended all 10 SDML District Meeting in March and April 2025.
- Becky renewed her Property & Casualty License.

### **ON-GOING**

- Continue one-on-one Member visits statewide – accommodating method requests as requested by the Members.
- Continue with quotes as requested by entities.
- Assist with various calls and emails from Members.

# **South Dakota Public Assurance Alliance**

Board of Directors Meeting

Oacoma, South Dakota

May 1<sup>st</sup>, 2025

## **MEMBER SERVICES REPORT**

- Review property valuation binders and met with Members on their property values.
- Hand out SD Health Pool brochures for interested Members.
- Continued development and delivery of SDPAA marketing materials.
- Attending and presenting at county district meetings as scheduled.
- Ongoing development of as needed sample policies as trends require.
- Register for and continue studying for continuing education.
- Evaluation of policies and procedures utilized by Member Services, draft updated policies, and procedures.

### **UPCOMING EVENTS**

- SDACO/SDACC Spring Workshop, May 14<sup>th</sup>-15<sup>th</sup>, 2025, Pierre.
- SDML Human Resource School, June 10<sup>th</sup>-11<sup>th</sup>, 2025, Pierre.
- SDML Finance Officer's School, June 11<sup>th</sup>-13<sup>th</sup>, 2025, Pierre.

# South Dakota Public Assurance Alliance

## Investment Review

March 31, 2025

Lauren M. Gilbertson  
Institutional Wealth Officer

Kyle C. Cipperley  
CFA, VP, Investments Manager



**First**National  
Wealth Management



# Agenda



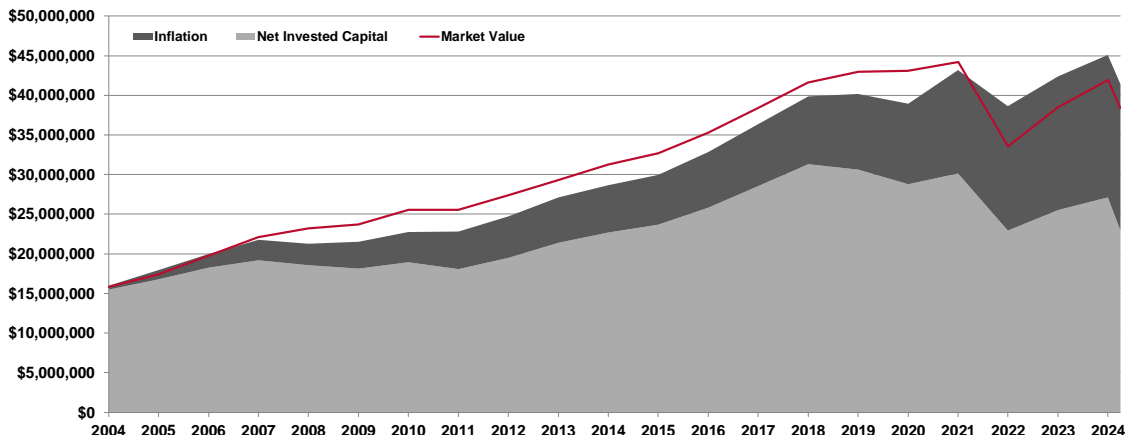
- Investment Review
- Market Overview
- Questions

# Historical Growth Summary



## Comparing Market Value to Contributions and Distributions

Data as of: 3/31/2025



Net invested capital is the beginning period market value plus cumulative net contributions and distributions over time.

## Your Investment Growth (excluding Other Assets)

	All Prior	2018	2019	2020	2021	2022	2023	2024	YTD	Overall
Beginning Market Value	13,790,302	38,395,722	41,595,625	42,984,298	43,075,765	44,236,725	33,540,029	38,463,000	41,932,243	13,790,302
Net Contrib. & Distributions	14,744,270	2,780,000	-674,000	-1,861,000	1,390,000	-7,261,000	2,605,000	1,585,000	-4,150,000	9,158,270
Investment Return (\$)	9,861,150	419,902	2,229,121	1,952,467	-229,040	-3,435,696	2,317,971	1,884,243	616,188	15,616,307
Ending Market Value	38,395,722	41,595,625	42,984,298	43,075,765	44,236,725	33,540,029	38,463,000	41,932,243	38,398,431	38,398,431
Contributions	141,474,872	6,950,000	5,475,000	3,850,000	7,050,000	5,000,000	10,000,000	7,800,000	2,500,000	190,099,872
Distributions	-126,730,602	-4,170,000	-6,149,000	-5,711,000	-5,660,000	-12,261,000	-7,395,000	-6,215,000	-6,650,000	-180,941,602
Inflation (CPI-U)	7,815,763	739,217	976,174	636,607	2,874,088	2,692,246	1,138,392	1,127,842	476,070	18,476,398

From sources believed to be reliable. Investment returns are net of fees when fees are taken from the account.

Market value and investment returns do not include accrued interest. YTD is as of 03/31/2025.

\*All Prior\* Begins at account inception or 1/1/2004, whichever is earlier

\*All Prior\* Begins at account inception or 1/1/2004, whichever is earlier.

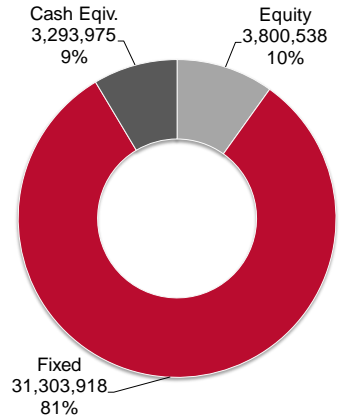
Data believed to be accurate. Certain transactions affect reliability, especially for non-publicly traded assets. No promises or assurances on accuracy.

# Asset Allocation

As of 3/31/25



*The goal...is to maximize the available funds for SDPAA operations while also sharing the benefits of any annual investment income with Members by the provision of Member credits as established by the SDPAA Board of Directors and as earned by Members.*



Portfolio Market Value: \$38,398,431

Asset Class	Minimum	Neutral	Maximum
Cash Equivalents	1%	1.5%	5%
Equity	10%	15%	30%
Fixed Income	65%	83.5%	90%

Bond Ladder (Par)		
Year	Total	% of Total
2025	3,520,149	11.53%
2026	4,280,746	14.02%
2027	4,477,193	14.66%
2028	3,980,424	13.03%
2029	4,281,723	14.02%
2030	2,499,175	8.18%
2031	3,678,074	12.04%
2032	587,655	1.92%
2033	708,279	2.32%
2034	1,550,000	5.08%
2035	200,000	0.65%
2036	100,000	0.33%
2037	550,000	1.80%
2038	0	0.00%
2039	0	0.00%
2040	0	0.00%
2041	0	0.00%
17 +	125,000	0.41%
<b>Total</b>	<b>30,538,418</b>	<b>100.00%</b>

# Performance

As of 3/31/25



	10 YEARS	5 YEARS	3 YEARS	1 YEAR	YTD
<b>TOTAL PORTFOLIO (Net of Fees)</b>	<b>1.72</b>	<b>1.22</b>	<b>2.73</b>	<b>5.05</b>	<b>1.76</b>
<b>EQUITIES - PORTFOLIO</b>	<b>N/A</b>	<b>N/A</b>	<b>7.14</b>	<b>6.22</b>	<b>0.71</b>
<i>US Large: S&amp;P 500 Index</i>	<i>12.50</i>	<i>18.59</i>	<i>9.06</i>	<i>8.25</i>	<i>-4.27</i>
<i>US Small: Russell 2000 Index</i>	<i>6.30</i>	<i>13.27</i>	<i>0.52</i>	<i>-4.01</i>	<i>-9.48</i>
<i>Int'l Developed: MSCI EAFE Index</i>	<i>5.40</i>	<i>11.77</i>	<i>6.05</i>	<i>4.88</i>	<i>6.86</i>
<i>Emerging Markets: MSCI Emerging Index</i>	<i>3.71</i>	<i>7.94</i>	<i>1.44</i>	<i>8.09</i>	<i>2.93</i>
<b>FIXED/TAXABLE - PORTFOLIO</b>	<b>1.77</b>	<b>0.98</b>	<b>2.33</b>	<b>5.36</b>	<b>1.96</b>
<i>Merrill Unsub US Trsys/Agncys 1-10 Yr</i>	<i>1.37</i>	<i>-0.01</i>	<i>1.78</i>	<i>5.42</i>	<i>2.46</i>
<i>Merrill 1-3 yr US Treasury &amp; Agency</i>	<i>1.51</i>	<i>1.17</i>	<i>2.85</i>	<i>5.43</i>	<i>1.59</i>
<i>Merrill US Mtge Backed Security</i>	<i>1.11</i>	<i>-0.70</i>	<i>0.55</i>	<i>5.47</i>	<i>2.97</i>
<b>CASH &amp; EQUIV - PORTFOLIO</b>	<b>1.79</b>	<b>2.58</b>	<b>4.29</b>	<b>4.94</b>	<b>1.07</b>
<i>Citigroup 1 Month T-Bill Index</i>	<i>1.84</i>	<i>2.61</i>	<i>4.35</i>	<i>5.08</i>	<i>1.07</i>
<b>CPI-U (as of 2/28/25)</b>	<b>3.1</b>	<b>4.3</b>	<b>4.0</b>	<b>2.8</b>	

Total account returns are net of fees when fees are deducted from the account(s). Returns over 1 year are annualized. Benchmark indices are not available for direct investment; their performance does not reflect the expenses associated with the management of an actual portfolio. Total returns are geometric and include the income and change in value of the investment assets over the time period shown. Past performance is no guarantee of future results. Investment products are not bank guaranteed, may lose value, are not FDIC Insured.

# Market Overview – April 2025

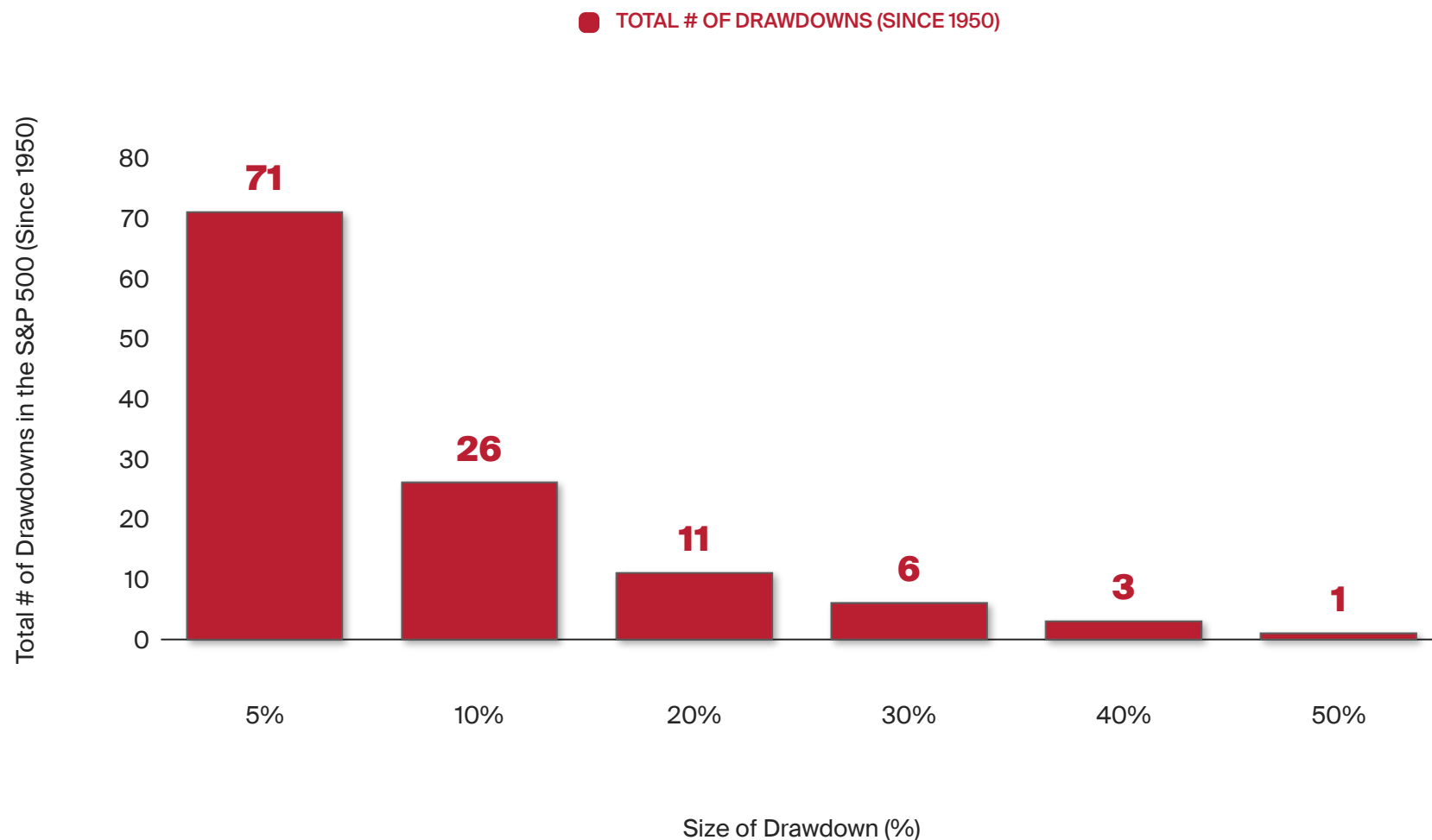
Kyle Cipperley, CFA®

Data as of: 4/15/2025

# Volatility is a Part of Investing

## Total # of 5%, 10%, 20%, 30%, 40%, 50% Drawdowns in the S&P 500

Since 1950



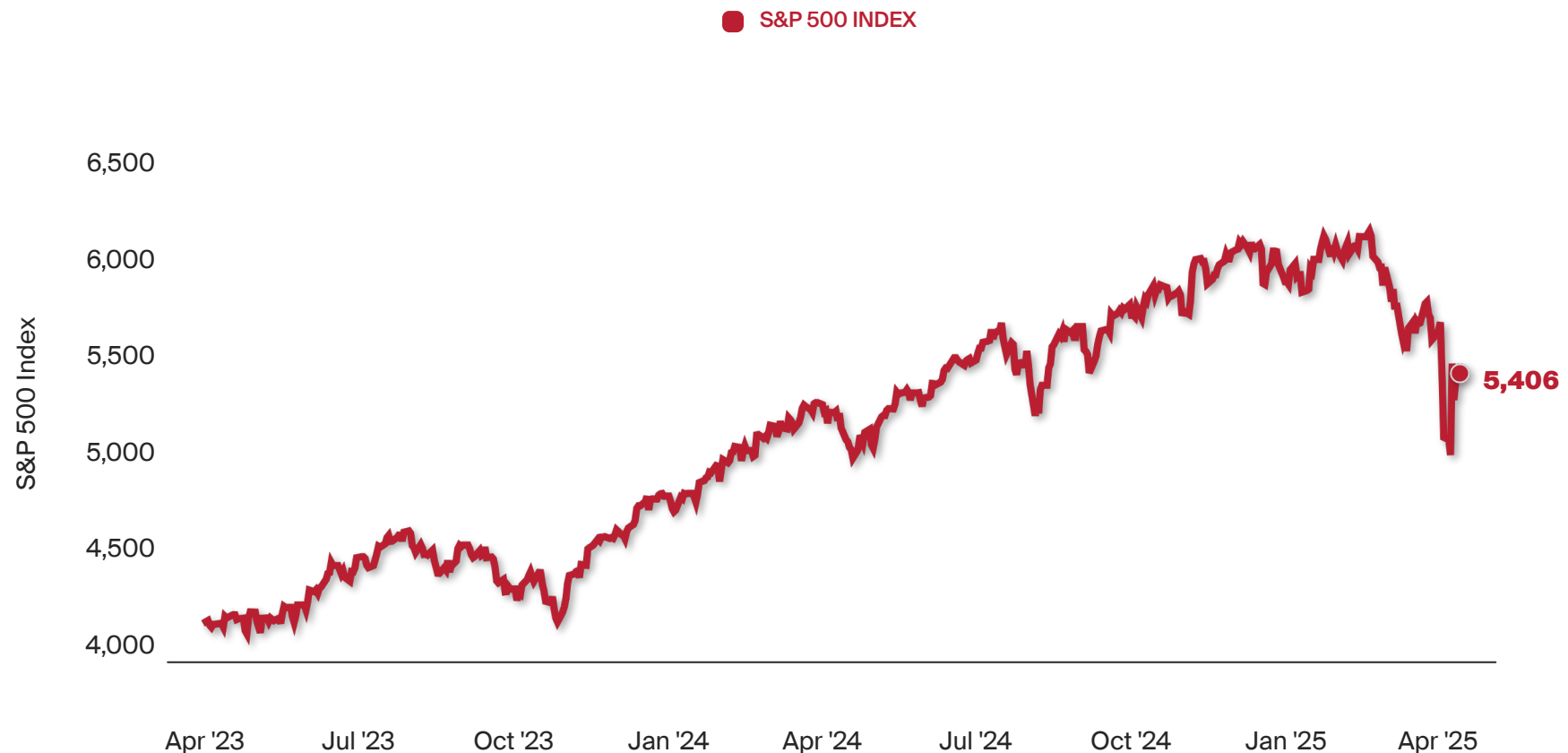
Source: © Exhibit A, FactSet Research Systems Inc., Standard & Poor's | Latest: 2025-04-14

This slide is for informational and illustrative purposes only. The data provided is believed to be accurate, but there is no guarantee of its accuracy, completeness, or timeliness. This is not a recommendation or offer of any financial product. Past performance is not indicative of future results, and investors should consider their own objectives and risk tolerance. Indices, if presented, do not include fees, are unmanaged, and not available for direct investment. Definitions & Methodology: The S&P 500 tracks the performance of 500 large-cap U.S. companies, serving as a benchmark for the U.S. stock market. The index is weighted by market capitalization. The chart shows the total number of 5%, 10%, 20%, 30%, 40%, and 50% drawdowns in the S&P 500 since 1950. Drawdowns are defined as the largest decline in the S&P 500, calculated as the difference between the peak and the trough before the S&P 500 reaches a new high. Returns are price returns. The chart illustrates that while the S&P 500 over the long-term has positive returns, those returns have not come without a significant amount of volatility.

# A Short-Term View Of Stocks

## S&P 500 Index Over The Short-Term

Past 2 Years



Source: © Exhibit A, FactSet Research Systems Inc., Standard & Poor's | Latest: 2025-04-14

This slide is for informational and illustrative purposes only. The data provided is believed to be accurate, but there is no guarantee of its accuracy, completeness, or timeliness. This is not a recommendation or offer of any financial product. **Past performance is not indicative of future results, and investors should consider their own objectives and risk tolerance.** Indices, if presented, do not include fees, are unmanaged, and not available for direct investment. Definitions & Methodology: The S&P 500 tracks the performance of 500 large-cap U.S. companies, serving as a benchmark for the U.S. stock market. The index is weighted by market capitalization. The chart shows the S&P 500 index price over the past 2 years.

Since 1928

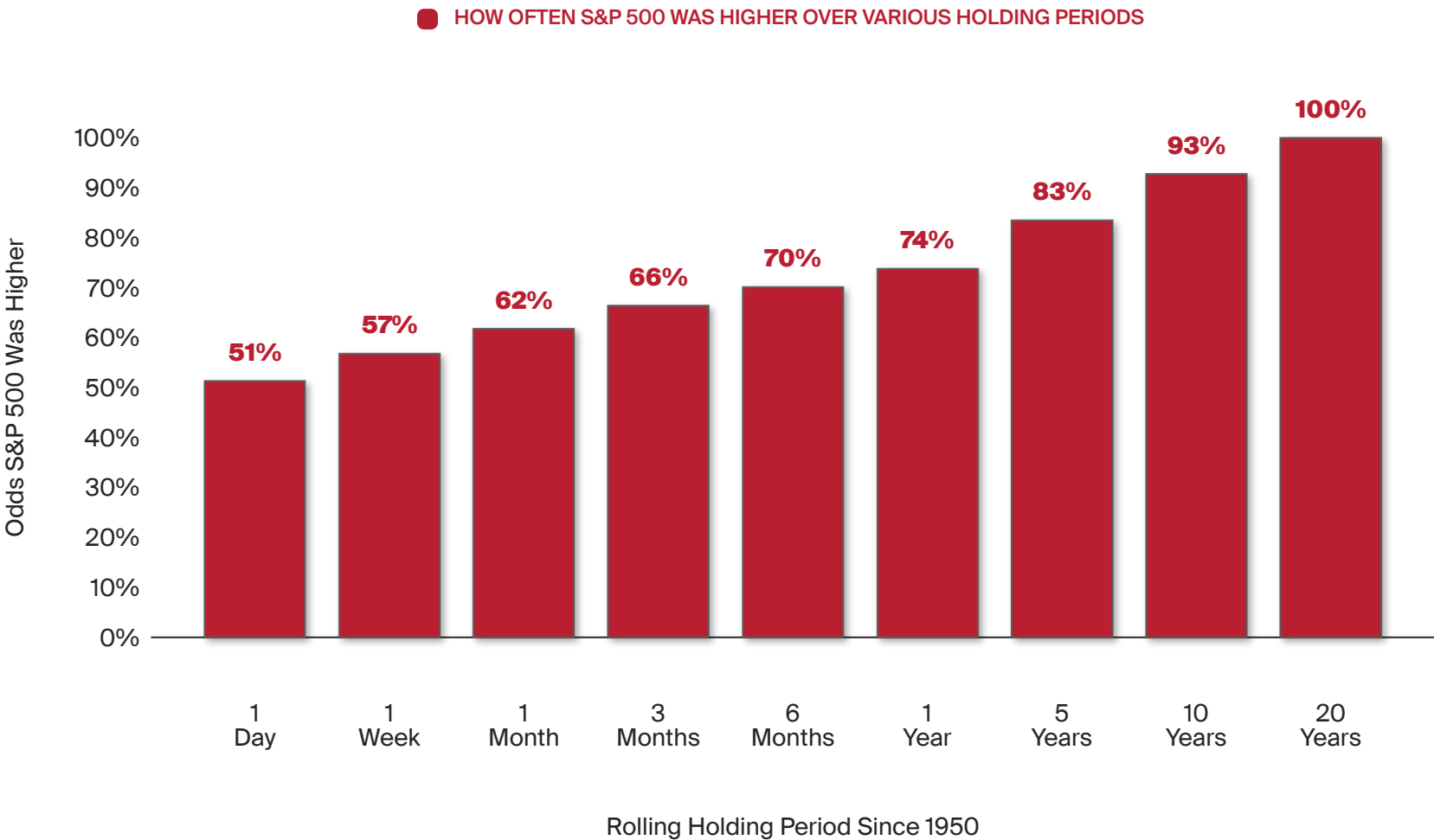




# Historically, Odds of Gains Increase with Holding Period

## How Often S&P 500 Was Higher Over Various Holding Periods

Since 1950



Source: © Exhibit A, FactSet Research Systems Inc., Standard & Poor's | Latest: 2025-04-14

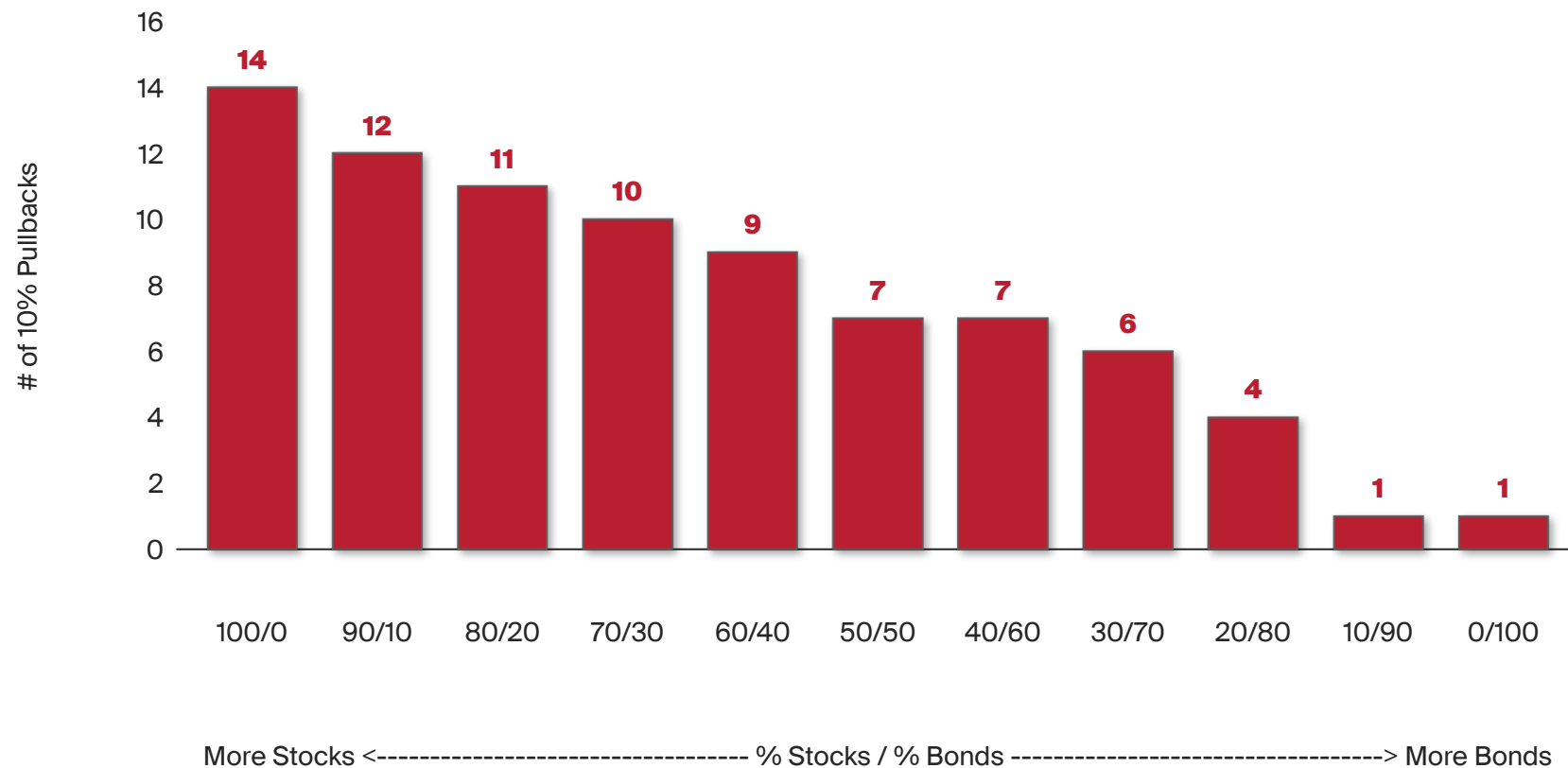
This slide is for informational and illustrative purposes only. The data provided is believed to be accurate, but there is no guarantee of its accuracy, completeness, or timeliness. This is not a recommendation or offer of any financial product. Past performance is not indicative of future results, and investors should consider their own objectives and risk tolerance. Indices, if presented, do not include fees, are unmanaged, and not available for direct investment. Definitions & Methodology: The S&P 500 tracks the performance of 500 large-cap U.S. companies, serving as a benchmark for the U.S. stock market. The index is weighted by market capitalization. The chart shows how often the S&P 500 was higher over various rolling holding periods since 1950. Returns are price returns. The chart shows that as holding period increases, the odds (historically) that the S&P 500 was higher goes up.

# # of 10% Pullbacks by Different Stock / Bond Splits

## # of 10% Pullbacks by different Stock (S&P 500) / Bond (U.S. Bloomberg Agg) Splits

Since 1990

■ # OF 10% PULLBACKS BY DIFFERENT STOCK (S&P 500) / BOND (U.S. BLOOMBERG AGG) SPLITS



Source: © Exhibit A, FactSet Research Systems Inc., Standard & Poor's, Bloomberg Finance L.P. | Latest: 2025-04-14

This slide is for informational and illustrative purposes only. The data provided is believed to be accurate, but there is no guarantee of its accuracy, completeness, or timeliness. This is not a recommendation or offer of any financial product. Past performance is not indicative of future results, and investors should consider their own objectives and risk tolerance. Indices, if presented, do not include fees, are unmanaged, and not available for direct investment. Definitions & Methodology: The S&P 500 tracks the performance of 500 large-cap U.S. companies, serving as a benchmark for the U.S. stock market. The index is weighted by market capitalization. The U.S. Bloomberg Aggregate Bond Index measures the performance of the U.S. investment-grade bond market, including government, corporate, and mortgage-backed securities, reflecting overall bond market performance. The chart shows the # of 10% pullbacks, as defined by a price decline of 10% or more in an index from its recent peak price, by different theoretical portfolios of Stock (S&P 500) / Bond (U.S. Bloomberg Aggregate Bond Index) allocations. The chart illustrates that historically as more bonds are added to a portfolio, the volatility experienced (as measured by 10% pullbacks) has fallen.



# Definitions

---

The S&P 500 tracks the performance of 500 large-cap U.S. companies, serving as a benchmark for the U.S. stock market. The index is weighted by market capitalization.

The maximum drawdown measures the largest decline in the value of an investment, calculated as the difference between the peak and the trough before the investment reaches a new high within a specified period of time.

The U.S. Bloomberg Aggregate Bond Index measures the performance of the U.S. investment-grade bond market, including government, corporate, and mortgage-backed securities, reflecting overall bond market performance.

A 10% Pullback refers to a price decline of 10% from its recent peak price.



# **First National Bank in Sioux Falls Disclosures**

---

This presentation is for informational purposes only.

# Exhibit A Disclosures

---

Copyright © 2025 Exhibit A for Advice LLC. All rights reserved. The materials provided here are based on information from sources believed to be reliable, but no guarantee is made regarding their completeness or accuracy. Exhibit A for Advice LLC does not represent or warrant the fairness, correctness, or accuracy of any information or opinions shared. The content, including charts and analyses, may change without notice. The materials provided are not intended to address the specific financial circumstances or investment goals of any individual and should not be interpreted as an offer or solicitation to buy or sell any securities or other financial instruments. Past performance is not indicative of future results, and no predictions or forecasts should be construed as recommendations. References to company fundamentals, earnings, or market predictions are purely for informational purposes and are not to be construed as investment advice or endorsement to buy, sell, or hold securities. Exhibit A for Advice LLC shall not be held liable for any losses or damages, direct or indirect, arising from the use of this material, including any investment decisions based on the information provided. Users are strongly advised to verify the accuracy of the data independently before making any financial or investment decisions. The data provided by Standard & Poor's (© 2025) and FactSet Research Systems Inc. (© 2025) is used under license and remains the property of those organizations. The use of third-party data from Standard & Poor's and FactSet Research Systems Inc. does not imply any endorsement or affiliation with Exhibit A for Advice LLC. Data sourced from the Federal Reserve Economic Data (FRED) is publicly available and is used here for informational purposes. Note: The materials presented are created by Exhibit A for Advice LLC and may be branded with the advisor's logo for presentation purposes. However, Exhibit A for Advice LLC retains all intellectual property rights to the content, and the advisor is licensed to use this material solely for client education and advisory purposes. Unauthorized use, reproduction, or distribution of these materials is prohibited and constitutes an infringement of Exhibit A for Advice LLC's intellectual property rights. The content, images, and reports created and displayed by Exhibit A for Advice LLC are proprietary intellectual property. Any unauthorized use or reproduction of Exhibit A for Advice LLC's materials will be considered a violation of copyright and other intellectual property rights. Exhibit A for Advice LLC reserves the right to take legal action, including both civil and criminal remedies, for any infringement of these rights. Additionally, Exhibit A for Advice LLC retains the right to monitor the use of its materials and services through electronic tracking or other methods, as allowed by law. These terms and conditions shall be governed by and construed in accordance with the laws of New York. Any disputes shall be resolved in the appropriate courts located in New York. Exhibit A for Advice LLC respects your privacy and adheres to applicable privacy laws. For more information, please refer to our Privacy Policy available on our website. Certain information contained herein constitutes "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "should," "expect," "anticipate," "project," "estimate," "intend," "continue," or "believe," or the negatives thereof or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events, results or actual performance may differ materially from those reflected or contemplated in such forward-looking statements. Nothing contained herein may be relied upon as a guarantee, promise, assurance or a representation as to the future.



**SOUTH DAKOTA PUBLIC ASSURANCE ALLIANCE  
BOARD OF DIRECTORS MEETING**

May 1, 2025

**LOSS PREVENTION REPORT**

By: Tracie Everson, Safety Benefits Inc. (SBI)

**ACTIVITIES**

- *Loss Control Surveys (APR 11)* - A total of 17 (14\*) of the 172 (186\*) loss control surveys to be conducted on behalf of the SDPAA in 2025 are complete. SBI conducts a loss control survey of each Member at least once every three years.

**USE OF SERVICES**

- *Online and On Site Training (APR 11)* - See attached report
- *Jail Training Program (APR 11)* - During the first 4 months of 2025 Matthew Petersen conducted the following jail training sessions:
  - Grant County in JAN - Attendees from Grant County and Roberts County
  - Hughes County in FEB - All attendees from Hughes County
  - Davison County in MAR - Attendees from Brule County, Charles Mix County, Davison County, and Lake County
  - Perkins County in APR - All attendees from Perkins County
  - On the horizon: Brookings County, Meade County, and Yankton County
  - SBI staff attended an LLRMI webinar focused on de-escalation for jails/corrections. We are working with LLRMI in hopes of making this important training readily available to Member jails.
- *Legal & Liability Risk Management Institute (APR 11)*
  - SBI staff will be at the SD Spring Sheriffs and Police Chiefs Conference APR 15-17 in Deadwood. Jack Ryan of LLRMI will conduct a ½ day session on current legal liability issues for law enforcement.
  - SDPAA Members are taking advantage of LLRMI assistance with policy review. Most recently the Cities of Aberdeen and Madison and Jerauld County received policy guidance from LLRMI.
  - LLRMI will be bringing their national annual law enforcement liability conference back to South Dakota on MAY 4-6, 2026.
- *Employment Practices Hotline (APR 11)* - A total of 90 (65\*) calls were made to this Hotline by 45 (34\*) different Members. Of the 90 calls, 55 were from counties, 33 from cities and 2 from special districts. A total of 8 counties, 7 cities and 1 special district made multiple calls to the Hotline. Attorney Lisa Marso handled all 90 (65\*) calls.

Employment Hotline Topics			
Termination	23	Discrimination/Harassment	6
Policy	14	Drug	4
Hiring	12	Medical	3
Benefits	9	Wage/Hour	1
Discipline	8	Medical Marijuana	1
FMLA/ADA	8	Job Offer	1
Total EPH Calls = 90			

\*The number in parenthesis is a comparison for the same time period from 2024.

- *Government Practices Hotline (APR 11)* - This Hotline received 10 (22\*) calls from 10 (13\*) different Members. Of the 10 calls made, 5 came from counties, 3 from cities, and 2 from special districts.

GPH TOPICS	
Planning/Zoning	4
Elections	3
Open Meeting Procedures	2
Public Records Requests	1
<b>TOTAL</b>	<b>10</b>

ATTORNEYS	
Sara Frankenstein	5
Rich Williams	3
Zach Peterson	2
<b>TOTAL</b>	<b>10</b>

## **PUBLICATIONS**

- FEB 2025 – *South Dakota Municipalities* (SDML Magazine) - **New Hire Orientation**
- MAY 2025 - *South Dakota Municipalities* (SDML Magazine) - **Fatigue at Work**

## **EVENTS**

- *South Dakota Ambulance Association (FEB 8)* - SBI, on behalf of the SDPAA and the SDML WCF, presented EMS Safety & Loss Control Awards to 11 (8\*) ambulance services at the Annual Conference of the South Dakota Ambulance Association in Pierre SD.
- *2025 Annual Safety & Loss Control Conference (NOV 12-13)* - Both the conference kickoff speaker and the closing speaker have been signed. In addition, several breakout sessions have been developed. SBI anticipates sending out a Save the Date notice to Members in May.

## **RECENT & UPCOMING**

- *2025 CPSI Recertification (public playground inspector training)* - MAR 3-5; APR 15-17
- *OSHA #503 Trainer Recertification* - MAR 30-APR 2
- *2025 LLRMI Verbal De-Escalation for Jails/Corrections* - APR 4
- *2025 Spring Sheriffs & Police Chiefs Conference* - APR 16-17
- *2024 Mid States Loss Control Meeting* - MAY 8-9 (Iowa hosting)
- *2025 NLC Trustees Conference* - MAY 14-16
- *2025 Annual Safety & Loss Control Conference* - NOV 12-13

\*The number in parenthesis is a comparison for the same time period from 2024.

## Safety Benefits, Inc.

### Member Participation in Safety & Risk Management Training

April 2025

#### ONLINE TRAINING OPTIONS

AP SAFETY	Courses Completed	Members
<i>To Date 2025</i>	785	21
2024	2,836	33
2023	1,797	33
2022	1,530	38
2021	1,171	43

**Top Users:** City of Yankton, Pennington County B&G, Aberdeen

**Popular Topics:**

Back Safety  
Effective Communication  
Defensive Driving

NEO GOV	Courses Completed	Members
<i>To Date 2025</i>	1,423	18
2024	3,948	27
2023	5,235*	
2022	4,082*	
2021	4,858*	

**Top Users:** Brown County, Spearfish, Lawrence County

**Popular Topics:**

Harassment Prevention  
Diversity  
Preventing Slips & Falls

\*numbers from updated tracking program through NEO GOV

#### IN PERSON TRAINING OPTIONS

SBI ONSITE	Hours	Attendees	Members
<i>To Date 2025</i>	41	339	15
2024	112	948	25
2023	123	836	18
2022	129	1,147	17
2021	142	871	19

JAIL TRAINING	Hours	Attendees	Members
<i>To Date 2025</i>	64	48	8
2024	136	70	9
2023	125	116	9
2022	240	196	12
2021	78	210	4

MSHA	Hours	Attendees
2025	294	1,297
2024	287	1,299
2023	280	1,267
2022	287	1,256
2021	266	1,183

ANNUAL CONFERENCE	Attendees
2024	164
2023	166
2022	155
2021	145