



Mayor Caucuses CAO Session

2012

localMATTERS | 2012



AMSC Services and Key Initiatives Update

localMATTERS | 2012


Existing Core Services



- Energy Services
- General Insurance
- Risk Services
- Benefits Services
- Retirement Services

localMATTERS | 2012

Benefits Services



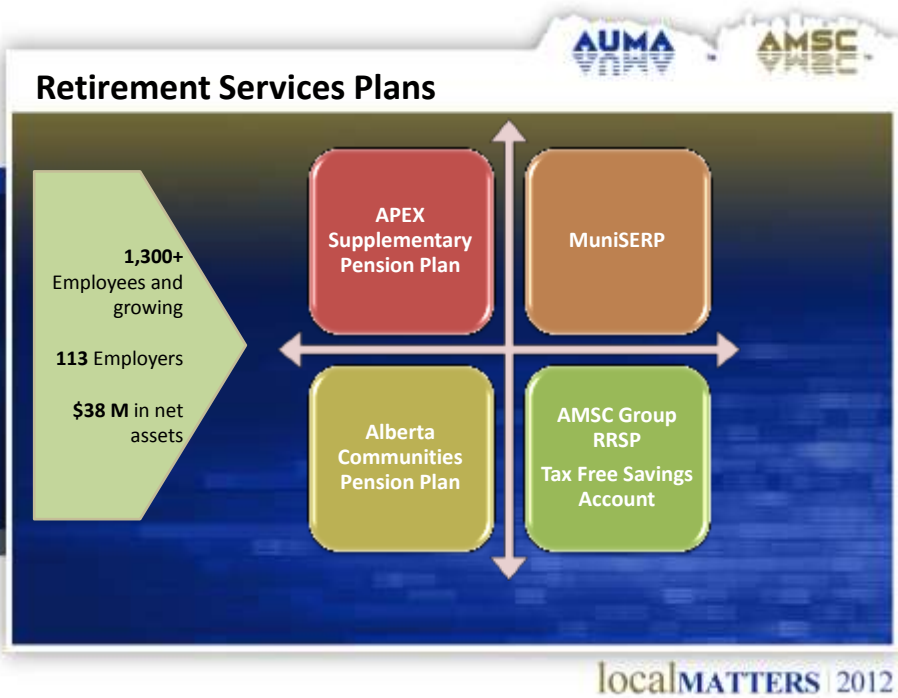
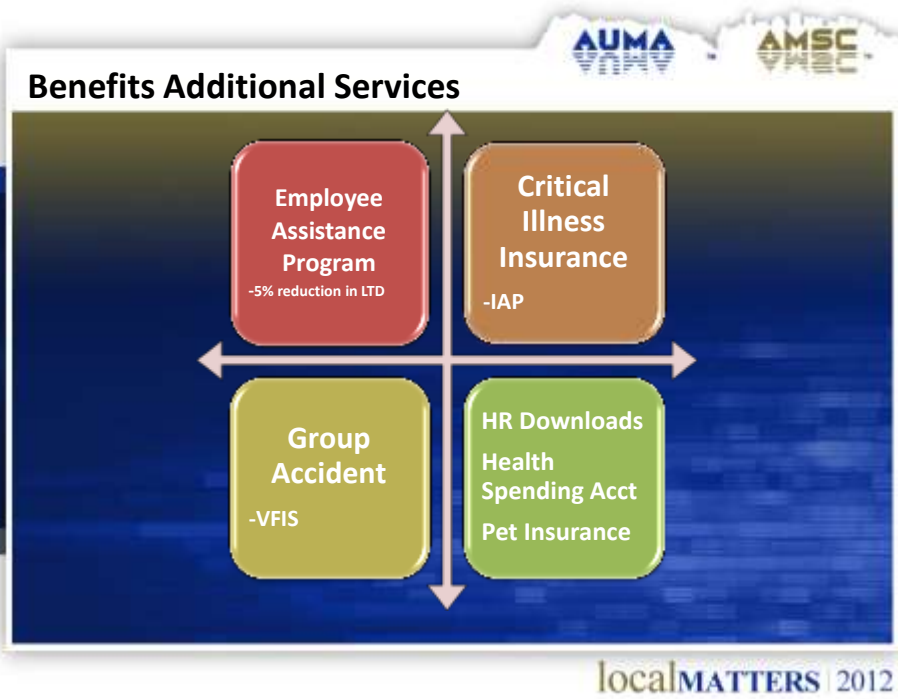
14,000 Employees effective January 1st 2012

410 Employers

\$50 M in annual premium

- Basic Group Life
- Extended Health Care
- Dental
- Short & Long Term Disability
 - Best Doctors
 - Online Toolkit

localMATTERS | 2012



AUMA
VAMA

AMSC
VMSC

Initiatives

Major Initiatives

- **HR Initiative**
 - Aggregated payroll
 - Web portal
 - National job postings/classified
 - Consulting
 - Recruitment
 - Succession planning

localMATTERS | 2012

AUMA
VAMA

AMSC
VMSC

General Insurance & Risk Services

Annual Premium - \$26.1 M
Members - 718

Comprehensive Coverage Lines

- Property, Liability, Automobile, Boiler & Machinery, Environment, Directors & Officers

MUNIX – Reciprocal Insurance Pool

- Property, Liability, Physical Auto

Online Risk Management Modules

- Building valuations and facility loss control reports

Initiatives

- Update MUNIX Subscribers Agreement
- Improve Risk Management Modules
- NavRisk software

localMATTERS | 2012

Energy Services



2009+ Program

Participants – 776

Gas Volume – 17.5 M GJ

Sites – 41,000

Power Volume – 2.2 MWh

Aggregated natural gas, energy and green power

Initiatives

- Electric Franchise Agreement
- Gas Franchise Agreement
- Transition to Retail Energy
- Strategic Partner & Supplier post 2013

localMATTERS | 2012

New Services/Initiatives



- MuniFunds (relaunch) Aggregated Investment Service
- AMSC Consulting
- Water – Loss Control
- Pcards
- Open to suggestions
- LED Street Lights

localMATTERS | 2012



How the money works

AUMA

Advocacy

- Membership fees & Services 1.3M
 - Business Dividends
 - Regular (45%) \$5M
 - Special \$3M
 - Advocacy Expense \$2.1M
- ↓
- Breakeven Budget

AMSC

Business

- Core Services 350+M
- Other Business \$3M
- Income from Operations \$2.8M
- R&D and Program Stabilization \$2M
- Dividend to AUMA \$.8M