



TEXAS SOUTHMOST COLLEGE DISTRICT
THE UNIVERSITY OF TEXAS AT BROWNSVILLE and TEXAS SOUTHMOST COLLEGE

80 Fort Brown • Brownsville, Texas 78520 • (956) 882-3879 • Fax: (956) 882-8811 • <http://blue.utb.edu/vpapa>

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Joe G. Rivera
County Clerk
By

Official Notice of the Deputy
Cameron County

**Texas Southmost College District
Regular Meeting**

**For
April 24, 2008**

Posted
April 21, 2008

AGENDA

The Board of Trustees of the Texas Southmost College District will convene **Thursday, April 24, 2008 at 5:30 p.m.** in the Gorgas Board Room of Texas Southmost College, 80 Fort Brown, Brownsville, Texas 78520.

Call to Order

1. Executive Session

as provided by Government
Code, Chapters 551.071-72

Real Estate

Electric Utility Easement for the
Center for Early Childhood Studies

Contract and Resolution for
Purchase of Lot 25, Block 9,
Colonia Alta Vista Subdivision,
Brownsville, Texas

Contract and Resolution for Purchase of W1/2 Lot 10, Block 14, Paredes Tract Addition, Brownsville, Texas

Legal Matters

- 2. Consideration and Possible Action on Matters Discussed in Executive Session**

Real Estate

Electric Utility Easement for the Center for Early Childhood Studies

Contract and Resolution for Purchase of Lot 25, Block 9, Colonia Alta Vista Subdivision, Brownsville, Texas

Contract and Resolution for Purchase of W1/2 Lot 10, Block 14, Paredes Tract Addition, Brownsville, Texas

- 3. Approval of Minutes of Previous Meeting**
Consideration and possible action on:

Regular Meeting March 27, 2008

- 4. Speakers to Agenda Items and Public Discussion**

- 5. Acceptance of Gift and Resolution**
Consideration and possible action on:

Adoption of Resolution Naming The Arts Center Teaching Studio E the *Dr. Roberto and Perla Robles Teaching Studio*

- 6. Board Briefing**

Update on Early College High School

- 7. District Elections**
Consideration and possible action on:

Authorization to Approve Contract for Elections Services

8. Business Affairs

Partnership Committee

Consideration and possible action on:

Report

Approval of Proposal for General Property Insurance

Approval of Budget Amendments for FY 2008

9. Audit

Consideration and possible action on:

Approval of Proposal for Annual Financial Audit

10. Physical Facilities Committee

Consideration and possible action on:

Approval of Schematic Design for the Science and Technology Learning Center

Report on Selection of Engineering Firms to Conduct Test and Balance Services for Construction Projects

Report on Commissary Building Renovations

11. Second Quarter Financial Statement and Investment Report for FY 2008

12. Construction Report

13. President's Report

14. Proposed Meeting Dates

Thursday, May 15, 2008

Thursday, June 26, 2008

July **no meeting**

Thursday, August 28, 2008

Thursday, September 18, 2008

15. Announcements

Adjournment

Individuals with disabilities are entitled to have access to and participate in public meetings. An individual requiring an accommodation for access to the meeting must notify the Texas Southmost College District in writing 24 hours prior to the scheduled meeting of the necessity of an accommodation. Upon receipt of this request, the Texas Southmost College District will furnish appropriate auxiliary aids and services when necessary to afford an individual with a disability an equal opportunity to participate in and enjoy the benefits of the Board meeting as non-handicapped individuals enjoy.

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Minutes
March 27, 2008

Texas Southmost College District

Minutes of the Regular Meeting of the Board of Trustees

March 27, 2008

The Board of Trustees of the Texas Southmost College District convened in open session on March 27, 2008, at 5:30 p.m., in the Board Room of Gorgas Hall, Texas Southmost College. Board members present were Mr. Chester Gonzalez, Chair, Ms. Rosemary Breedlove, Vice Chair, Mr. Eduardo A. Campirano, Secretary, Dr. Roberto Robles and Mr. José A. Herrera, Jr. Absent were Ms. Dolly Zimmerman and Mr. David Oliveira. Also present was Dr. Juliet V. García, President of The University of Texas at Brownsville and Texas Southmost College.

Call to Order

1. Executive Session

as provided by Government
Code, Chapter 551.071-072

Real Estate

Electric Utility Easement to the
Brownsville Public Utilities Board
for the New Library and Classroom
Building

Legal Matters

Review of Recent Legal Actions
Involving Texas Southmost College

The Board convened in Executive Session at 5:35 p.m.

The Board reconvened in Regular Session at 6:30 p.m.

2. Consideration and possible action on matters discussed in Executive Session

Electric Utility Easement to the Brownsville Public Utilities Board for the New Library and Classroom Building

A motion was made by Ms. Breedlove to approve Electric Utility Easement to the Brownsville Public Utilities Board. The motion was seconded by Mr. Herrera and carried unanimously. *Exhibit "A"*

3. Approval of Minutes of Previous Meeting

Consideration and possible action on Minutes of Regular Meeting on February 14, 2008 Special Meeting on March 06, 2008 Special Meeting on March 20, 2008

A motion was made by Mr. Breedlove to approve the minutes of the Regular Meeting of February 14, 2008, the Special Meeting of March 06, 2008, and Special Meeting of March 20, 2008. The motion seconded by Mr. Herrera and motion carried unanimously.

4. Speakers to Agenda Items and Public Discussion

There were no speakers.

5. Acceptance of Gift

Dr. Ruth Ann Ragland, Vice President for Institutional Advancement, announced the acceptance of a gift for the Green Room at the Arts Center from James D. and Gloria Zellerbach. She called on Dr. Sue Zanne Urbis, Chair of Fine Arts Department, to give a brief biography of the donors and to inform the Board of the support the Zellerbachs have given to our students and the Patron of the Arts Programs at UTB/TSC for the last 25 years.

6. Board Briefing

Dr. José Martin, Provost, gave a brief summary of the work of the Strategic Planning Committee. He called on Dr. Ethel Cantu, Interim Dean for Liberal Arts, to present the Strategic Plan. Dean Cantu identified the members of the committee and informed the Board of the campus-wide representation involved in this initiative. She discussed the terminology that guided the Committee through the process, and

informed the Board that it will continue to meet until a final version of the plan is approved.

7. Academic Affairs Partnership Committee

Report

Ms. Rosemary Breedlove reported that the Academic Affairs Partnership Committee met on March 19, 2008. Ms. Breedlove reported that UTB/TSC received approval from the Texas Higher Education Coordinating Board for a Bachelor in Public Service degree program and that the THECB has asked us to move toward a Master of Arts in Psychology program. She also reported a number of other baccalaureate and masters program requests have been approved by UT System but are still under review by the Coordinating Board. Finally, the AAPC presented seven new certificate and associate level programs that require TSC Board approval and called on Dr. Charles Dameron, Vice President of Academic Affairs, to present the committee's recommendations.

Consideration and possible action on Approval of New Academic Programs.

Dr. Dameron, provided an overview of the recommendations made by AAPC for new programs. He called on Dr. Peter Gawenda, Interim Dean for College of Applied Technology and General Studies, to present five certificate and degree proposals. Dr. Gawenda provided a brief summary of the five certificate and degree proposals pertaining to the College of Applied Technology and General Studies. In addition, Dr. Ethel Cantu, Interim Dean for Liberal Arts, outlined two programs in forensics pertaining to the College of Liberal Arts.

A motion was made by Mr. Campirano to approve the new programs as presented and direct the Vice President for Academic Affairs to forward them to the Texas Higher Education Coordinating Board for approval. The motion was seconded by Mr. Herrera and carried unanimously.
"Exhibit B"

8. Business Affairs Partnership Committee

Report

Mr. Eduardo Campirano reported that the Business Affairs Partnership Committee met on March 24, 2008. Mr. Campirano noted that the committee discussed the TSC Trustee Scholarship and the dollars spent for this purpose this academic year. The committee also discussed the Auditor Contract Renewal and the Insurance Policy Renewal. The committee reviewed and recommended the following item:

Consideration and possible action on

Authorization for Disposition of Items at Annual Auction.

Mr. Campirano reported that the committee discussed the authorization for disposition of items at the annual auction. The Business Office staff collects assets that are obsolete and of no value to the College. Staff is requesting approval to dispose of these items at the annual auction scheduled for May.

A motion was made by Ms. Breedlove to authorize staff to dispose of items at annual auction as discussed. The motion was seconded by Mr. Herrera and carried unanimously. "Exhibit C"

9. Institutional Effectiveness Partnership Committee

Report

Ms. Rosemary Breedlove reported that the Institutional Effectiveness Partnership Committee met on March 4, 2008. The Committee received a draft of the Institutional Effectiveness plan, which covers a number of areas, including: the Mission Statement, the Strategic Plan, institutional governing documents, student learning outcomes, the Quality Enhancement Plan, administrative and supportive services, Dual Enrollment, contractual agreements, and research. The Committee was also provided with the goals, strategic directions, and performance indicators that guide our Strategic Plan. Ms. Breedlove reported that the Strategic Planning Committee is in the final stages of assessing performance indicators, and will prepare a timeline to assess progress. Upon completion of the 2008-2012 Strategic Plan, the Committee will present the plan to the Board for final approval. The committee also discussed the Quality Enhancement Plan, a requirement of the SACS process. The topic of our QEP is "The Power of Two: Improving Student Success through Linked General Education Courses." The goal of the QEP, which involves pairing courses in English and Biology, is to develop students' communication skills while improving learning outcomes.

10. Physical Facilities Committee

Report

Ms. Rosemary Breedlove reported that the Physical Facilities Committee met on March 20, 2008, to consider naming for The Arts Center and the negotiated contract with RGV Paint Center and Construction for the Center for Early Childhood Studies. The committee reviewed and recommended the following three items:

Consideration and possible action on

Adoption of Resolution for the Naming of The Arts Center Green Room honoring Gloria and James D. Zellerbach.

A motion was made by Ms. Breedlove to adopt a resolution for the Naming of The Arts Center Green Room honoring Gloria and James D. Zellerbach as presented. The motion was seconded by Dr. Robles and carried unanimously. "Exhibit D"

Consideration and possible action on Naming Opportunities for the The Arts Center.

Ms. Breedlove reported that the second element of this item is to approve the levels of naming opportunities elsewhere in The Arts Center. Ms. Breedlove called on Dr. Ruth Ann Ragland, Vice President for Institutional Advancement, to give a brief presentation of the naming opportunities. Dr. Ragland defined the different levels of naming opportunities pertaining to The Arts Center interior spaces ranging from \$300,000 to \$25,000.00.

A motion was made by Ms. Breedlove to approve the levels of naming opportunities for The Arts Center as presented. The motion was seconded by Dr. Robles and carried unanimously. "Exhibit E"

Consideration and possible action on Negotiated Contract with RGV Paint Center and Construction for Center for Early Childhood Studies.

Ms. Breedlove reported that the next item by the PFC was the Negotiated Contract with RGV Paint Center and Construction for the Center for Early Childhood Studies. She reported how the cost for the Center for Early Childhood Studies had originally been more than \$1 million over budget. The TSC Board rejected the price and pursued other avenues for construction of this project.

Ms. Breedlove reported that the TSC Board requested competitive sealed proposals for construction services in an attempt to attract local contractors and to get a more competitive price. Proposals were received in December 2007. RGV Construction was determined to be the best value for the College. The price was \$4,379,680, and on February 14, 2008, the TSC Board authorized staff to enter negotiations with RGV to bring the project within budget.

Ms. Breedlove reported that a review team organized by Ms. Veronica Mendez, Assistant Vice President for Planning and Construction, had reviewed the Center for Early Childhood Studies project budget and the recommended the negotiated contract with RGV Paint Center and Construction.

A motion was made by Ms. Breedlove to award the contract to RGV Paint Center and Construction in the amount of \$3,422,611 and authorize the Assistant Vice president for Planning and Construction to execute the contract. The motion was seconded by Mr. Herrera and carried unanimously. "Exhibit F"

11. Construction Report

Dr. Pearson reported the following:

- The 2,700 square foot north wing of the Cavalry Building, are currently under construction for the Center for Gravitational Wave Astronomy. The wall studs are up and the sheetrock is being applied. The facility includes a large seminar classroom, seven faculty-sized offices, as well as a director's office, several storage and work rooms, and a large reception area.
- The new parking areas are under construction in the 21st and 24th areas of Jackson St. The lots will contain a total of 400 parking spaces.
- Renovation has started on the Commandant's Quarters. Additional supports for the facility are being installed, interior renovations have begun.

Ms. Mendez reported the following:

- The entire foundation for the first floor of the New Classroom is complete.
- The foundation for the first floor of the New Library is being poured.
- Construction at the REK Center continues to make progress. Water-proofing is being applied preparatory to the installation of brick.
- All the interior walls are done at the REK Center and work continues on electrical work, mechanical system, air conditioning, and the sprinkler system.
- Exterior approach to the ITECC has been completely demolished. The asphalt has been removed and crews are proceeding with the landscape work.
- The ITECC interior has had concrete poured inside for the classrooms. The mechanical and duct work are continuing.
- The site has been cleared for the Groundbreaking of The Arts Center.

12. President's Report

Dr. García reported the following:

- UTB/TSC just received a grant for \$99,750 from the Texas Higher Education Coordinating Board to offer a summer bridge program for over 100 South Texas high school dual enrollment students. Students will take three classes for a total of seven credits during Summer 1. Students will attend classes in learning communities guided by tutors and mentors. They will attend workshops to learn about career planning, time, stress, financial management, and study

skills. Local high schools have agreed to provide transportation, books, and testing for high school program participants. This program will prepare these students academically, socially, and culturally for success in higher education. Last year's 399 dual summer-bridge students achieved an average GPA of 3.4 and 97% were retained throughout the program. The university held a reunion on campus for last year's participants.

- The Texas Chess Association (TCA) Chess in Education Workshop, March 8, 2008, in Houston. The University of Texas at Brownsville and Texas Southmost College Chess Director Rusty Harwood showcased the city's chess explosion and the university's integral role in its success. Mr. Harwood's presentation discussed the scholastic chess boom in the Brownsville area and how to help duplicate that success elsewhere. Some of that success includes six Brownsville ISD schools taking more than 10 national titles and two BISD elementary students who train with UTB/TSC students and staff tied for the individual national championship. The hope was that those attending the conference would learn or become better informed about the phenomenon in Brownsville and the Rio Grande Valley, that this is something special, and that the attendees would come away with some ideas for building a successful chess program where they lived. At the conference was Grandmaster Susan Polgar from Texas Tech University. UTB/TSC, Texas Tech University, and UTD were co-sponsor participants for the Texas Chess Association.
- The UTB/TSC Criminal Justice Institute held its graduation ceremony on March 7, 2008, in the Science and Engineering Technology Lecture Hall. The keynote speaker was Brownsville City Manager Charlie Cabler, a retired police officer. The 15 cadets in the spring graduating class recently passed their Texas State Law Enforcement Exams. Six cadets from the graduating class are already employed by the Brownsville Police Department. Others are applying to law enforcement agencies throughout the Rio Grande Valley. The Criminal Justice Institute is located in the Workforce Training wing of UTB/TSC's International Technology, Education, and Commerce Campus.
- The seventh annual UTB/TSC Guitar Ensemble Festival returns this week for four days of concerts, performances and competition. UTB/TSC Guitar Orchestra performed at the festival in the Science and Engineering Technology Building Lecture Hall. Ensemble competitions are being held for college students, professionals, and high school, middle school, and elementary school students. Guitar professors Scott Tennant and William Kanengiser of the University of Southern California will perform for two days. Scott Tennant will perform tonight in SETB Lecture Hall, at 8:00 p.m. Tennant has recorded with famous labels like Sony Classical and Deutsche Grammophon and has been praised by American Record Guide. William Kanengiser has won numerous prizes for his guitar work, including first prizes at the New York Concert Artists Guild in 1987 and in the Montreal Competition in 1981 and Paris in 1983. Kanengiser will perform on March 28, 2008, in SETB Lecture Hall at 8:00 p.m. The Los Angeles Guitar Quartet will perform on March 29, 2008, at 8:00

p.m. in SETB Lecture Hall. The performances will consist of jazz, popular, folkloric, and classical music.

- The upcoming 10th annual Symphony in the Park and All That Jazz, benefiting the Brownsville Literacy Center's "Be a Hero for Literacy" annual campaign, will feature "A World of Music," at the UTB/TSC Student Union- Anniversary Plaza on April 12, 2008 at 6:00 pm. Scheduled to perform are the UTB/TSC Symphony Orchestra, the Wind Ensemble, the Master Chorale and the One O'Clock Jazz Band.
- Brownsville Federal Judge Andrew Hanen dismissed a civil action suit Wednesday, March 19, 2008, against The University of Texas at Brownsville and Texas Southmost College after the University and the U.S. Department of Homeland Security reached an agreement regarding access to University property. The University has pursued an agreement with DHS that would allow the agency to proceed with its goal of better securing the border while at the same time allowing the university to preserve the integrity of its educational mission. The agreement, negotiated between DHS officials and attorneys with the UT System and Texas Southmost College, was presented at a scheduled hearing in the U.S. District Court in Brownsville.

13. Proposed Meeting Dates

Thursday, April 24, 2008

Thursday, May 15, 2008

Thursday, June 26, 2008

July 2008 No Meeting

14. Announcements

Dr. David Pearson introduced Ms. Kim Sanchez as the new Operations and Services Manager for the TSC District Office.

Adjournment

The meeting was adjourned by Vice Chair Breedlove at 8:35 p.m.

Mr. Chester Gonzalez
Chairman, Board of Trustees

Mr. Eduardo A. Campirano
Secretary, Board of Trustees

NOTE: The tape of the Regular Board of Trustees meeting held on March 27, 2008 is on file at the District Office of the Texas Southmost College District. The master tape is on file at the UTB/TSC Media center. These minutes were taken and transcribed by Max E. Roca, Administrative Secretary. Videotaping of the Board of Trustees' meetings began on April 11, 1996. They are aired on Channel KISD in cooperation with the Brownsville Independent School District.

Draft

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Acceptance Of Gift

Resolution

THE STATE OF TEXAS §

COUNTY OF CAMERON §

TEXAS SOUTHMOST COLLEGE DISTRICT

RESOLUTION

WHEREAS, Dr. Roberto and Perla Robles are lifelong residents of this community and outstanding friends of The University of Texas at Brownsville and Texas Southmost College; and

WHEREAS, Dr. Roberto and Perla Robles work tirelessly to bring musicians and artists from throughout the United States and Mexico to showcase their work and talents in our community; and

WHEREAS, Dr. Roberto and Perla Robles are dedicated to the development of the Arts and believe strongly that all people should have the opportunity to experience high quality performances and programming; and

WHEREAS, the visual and performing arts at The University of Texas at Brownsville and Texas Southmost College and in our community will be nurtured and showcased in The Arts Center for many years to come;

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Texas Southmost College District that Teaching Studio E in The Arts Center will be named

The Dr. Roberto and Perla Robles Teaching Studio

ADOPTED this 24th day of April 2008.

Chester Gonzalez
Chair, Board of Trustees

Eduardo A. Campirano
Secretary, Board of Trustees

7

Contract for Elections Services



TEXAS SOUTHMOST COLLEGE DISTRICT

BOARD AGENDA REQUEST FORM

Department/Division: TSC District Office/ Facilities Services	Board Meeting Date: April 24, 2008
Agenda Item: Consideration and possible action on authorization to approve contract with Cameron County Elections Administrator for Elections Services.	
Rationale/Background: The District will have an election on May 10, 2008 for two Positions, place 1 and 2. The District's Election Agent received the contract from the Cameron County Elections Administrator. The estimated cost for election is \$78,569.70.	
Recommended Action: Motion to authorize District's Election Agent to approve contract with Cameron County Elections Administrator to conduct election services for the May 10, 2008 election as presented.	
Fiscal Implications: Budgeted Item: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A If no, explain:	
Attachments (list): Contract	

FOR OFFICE USE ONLY:
Board Action: Approved: <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/> Tabled for action on: _____
Certified by: _____ Title: _____ Date: _____

THE STATE OF TEXAS §

COUNTY OF CAMERON §

**THE TEXAS SOUTHMOST COLLEGE
DISTRICT
CONTRACT FOR ELECTION SERVICES**

FOR A GENERAL ELECTION TO BE HELD ON SATURDAY, MAY 10, 2008

TO BE ADMINISTERED BY THE CAMERON COUNTY ELECTIONS DEPARTMENT

I. JURISDICTION

The Texas Southmost College District, 80 Fort Brown, Brownsville, Texas 78520 has called an election for May 10, 2008 and proposes to open 38 Election Day polling locations.

II. ADMINISTRATION

The Cameron County Elections Administrator agrees to coordinate, supervise and handle all aspects of administering the election in accordance to provisions in the Texas Election Code and as outlined in this agreement. The participating authority agrees to pay Cameron County for equipment, supplies, services and administrative costs as outlined in this agreement. The Cameron County Elections Administrator will serve as administrator for the Election; however, the participating authority remains responsible for the lawful conduct of their elections.

III. LEGAL DOCUMENTS

The participating authority will be responsible for preparation, adoption and publication of all required election orders, resolutions, notices and any other pertinent documents required by their pertaining governing bodies.

The Cameron County Elections Administrator agrees to make the submission required by the Federal Voting Rights Act of 1965, as amended, with regard to any changes which require pre-clearance by the U.S. Department of Justice. Preparation of necessary bilingual materials for notices and preparation of the text for the official ballot will also be the responsibility of the participating authority. The Cameron County Elections Administrator will provide a copy of the Justice Submissions to the participating authority.

IV. VOTING LOCATIONS

The Texas Southmost College District will select and arrange for the use of and payment for all voting locations. Voting locations will be, whenever possible, the usual voting locations for the precincts. The proposed voting locations are listed in Attachment "A" of this agreement. In the event a voting location is not available, the Elections Administrator will arrange for the use of an alternate location with the approval of each participating authority. The Elections Administrator will notify the participating authority of any changes from the locations listed in Attachment "A."

V. ELECTION JUDGES, CLERKS AND OTHER ELECTION PERSONNEL

The Elections Administrator will be responsible for the appointment of the presiding judge and alternate for each polling location subject to the approval of each participating authority. The Election Administrator shall arrange for the training and compensation of all presiding judges and clerks. A list, Attachment "B", of the proposed election judges will be submitted to the participating authority. If a person is unable or unwilling to serve, the Elections Administrator will name a judge for the precinct.

The Elections Administrator will send the participating authority an updated version of Attachment "B" which reflects the name of judges who were sent the letter requesting services for this election, and a final version for Attachment "B" which reflects the name of the judges who actually presided on the day of the election.

The election judges are responsible for picking up election supplies at the time and place determined by the Elections Department (which will be set forth in the election judge letter requesting services for this election.)

The presiding judge will receive \$7.25 per hour, alternate judge \$7.00 per hour and the election clerk \$6.75 per hour (for a maximum of 14 hours). The election workers will receive an additional \$10.00 for attending the election training session and \$15.00 for delivery of ballots and supplies to the designated sites after the polls close.

The Elections Administrator will employ other personnel necessary for the proper administration of the election, including such part-time help as is necessary to prepare for the election, to ensure the timely delivery of supplies and equipment during the period of early voting and on Election Day.

VI. EQUIPMENT SUPPLIES AND PRINTING

The Elections Department will arrange for the delivery of programmed and tested equipment to the voting locations. The participating authority will provide maps. The Elections Administrator will instruct the election judges in the reporting precincts that have more than one ballot style on the procedures to properly conduct the election.

The participating authority will furnish the Elections Administrator a list of candidates and or propositions showing the order and the exact manner in which their names and/or proposition(s) are to appear on the official ballot. The list will be delivered to the Elections Administrator as soon as possible after the participating authority has determined ballot positions. The participating authority will be responsible for proofreading and approving the joint ballot in so far as it pertains to that authority's candidates and/or propositions.

VII. EARLY VOTING

Rogelio Ortiz, Elections Administrator, will be appointed as early voting clerk in compliance with Section 31.097 of the Texas Election Code. Deputy early voting clerks will be appointed as needed to conduct early voting at the main and branch locations. Each early voting supervisor will receive \$7.25 per hour and the clerks \$6.75 per hour. The early voting supervisor and the clerks will receive \$10.00 for attending the election training session and \$15.00 for delivery of election supplies to the designated sites.

Early Voting by personal appearance will be conducted each weekday beginning on Monday, April 28, 2008 and continuing through Friday, May 2, 2008 between 8:30 a.m. and 5:30 p.m.; Saturday, May 3, 2008 between the hours of 11:00 am and 4:00 pm.; Monday, May 5, 2007 and continuing through Tuesday, May 6, 2008 between 8:00 a.m. and 8:00 p.m.

For the Los Fresnos Community Center Location, Early Voting by personal appearance will be conducted on Monday, April 28, 2008 between 8:00 a.m. and 5:00 p.m.; April 29, 2008 between 7:00 a.m. and 7:00 p.m.; April 30, 2008 through May 2, 2008 between 8:00 a.m. and 5:00 p.m.; Saturday, May 3, 2008 between 11:00 a.m. and 5:00 p.m.; Monday, May 5, 2008 between 8:00 a.m. and 5:00 p.m.; and, Tuesday, May 6, 2008 between the hours of 7:00 a.m. and 7:00 p.m.

Any qualified voter for this election may vote early by personal appearance at:

MAIN EARLY VOTING POLLING PLACE:

**Cameron County Elections Office
954 E. Harrison St.
Brownsville, Texas**

BRANCH EARLY VOTING LOCATIONS:

**CHRIST THE KING CHURCH
2255 SOUTHMOST
BROWNSVILLE, TEXAS**

**BROWNSVILLE PUBLIC LIBRARY
2600 CENTRAL BLVD.
BROWNSVILLE, TEXAS**

**UTB / TSC
MARY ROSE CARDENAS NORTH HALL
80 FORT BROWN
BROWNSVILLE, TEXAS**

**B.I.S.D. ADMINISTRATION
BUILDING
1900 PRICE ROAD
BROWNSVILLE, TEXAS**

**HON. BENNIE OCHOA III ANNEX BUILDING
505 HIGHWAY 100
PORT ISABEL, TEXAS**

**BROWNSVILLE NAVIGATION DISTRICT OFFICE
1000 FOUST ROAD
BROWNSVILLE, TEXAS**

**LOS FRESNOS
COMMUNITY CENTER
204 BRAZIL STREET
LOS FRESNOS, TEXAS**

Persons voting by mail will send their request and voted ballots to the Cameron County Elections Department. All ballots voted by mail will be prepared for counting by an early voting ballot board appointed in accordance with Section 87.001 of the Texas Election Code.

The participating authorities agree to appoint Maggie Gonzalez as presiding judge of the Early Voting Ballot Board. A list of members will be furnished to the participating authorities. The Early Voting Ballot Board will convene as the Late Ballot Board to consider properly postmarked overseas military ballots to be delivered and any provisional ballots cast.

VIII. RETURNS OF ELECTIONS

The Elections Department will be responsible for establishing and operating the Central Counting Station to receive and tabulate the voted ballots in accordance with the provisions of the Texas Election Code and of this agreement.

The participating authorities hereby, in accordance with Sections 127.002, 127.003, and 127.005 of the Texas Election Code, appoint the following Central Counting Station officials:

Manager
Presiding Judge
Tabulating Supervisor

Rogelio Ortiz, County EA
Marvelia Sandoval
Laura Lee Ortiz

The manager or his representative will deliver timely cumulative reports of the election results as precincts are tabulated. The manager will be responsible for releasing cumulative totals and precinct returns from the election to the participating authorities, the press, and general public. Cameron County will operate an election result center to release election results at the County Courthouse, Central Jury Room, 974 East Harrison, Brownsville, Texas. The participating authority, upon request, may require release of returns be given only at a specified location other than from the result center.

The Cameron County Elections Department will prepare the unofficial canvass report after all precincts have been counted, and will deliver a copy of the unofficial canvass to each participating authority as soon as possible after all returns have been tabulated. Each participant will be responsible for the official canvass of their elections.

IX. ELECTION EXPENSES

A general administrative fee not to exceed 10% of the total cost of the election shall be assessed as authorized by the Texas Election Code, Sec. 31.100.

Final election expenses will be determined within 30 days after the election. The Elections Administrator will provide each participating authority a final accounting in writing of all funds deposited into their account and an accounting of all payments from each participating authority's account.

If additional funds are needed, the Elections Administrator will bill each participating authority in accordance with the expense formula previously agreed to by the participating authority. Any amount remaining will be refunded accordingly to each participating authority.

In the event of cancellation of this election, the Elections Administrator may assess charges for costs incurred and services rendered in preparation for the election.

X. DEPOSIT OF FUNDS

Each participating authority agrees to deposit with the Cameron County Elections Administrator, by no later than April 10, 2008, a sum equal to 60% of the total estimated cost of election expenses to be paid to Cameron County as administrator of the election. The final payment to be paid within 30 days after receipt of the summary of final cost submitted to the participating authority by the Office of the Elections Administrator. The funds will be placed in a special election account to be used by the County for paying expenses as outlined in this agreement. No funds will be expended by Cameron County except for supplies and services outlined in this agreement, or except as may be agreed to, in writing, by the participating authority.

The amount to be deposited is \$ 47,142.00. Deposits should be delivered to:

Rogelio Ortiz
County Elections Administrator
954 E. Harrison
P. O. Box 3587
Brownsville, Texas 78522

XI. RECORDS OF THE ELECTION

Rogelio Ortiz, Elections Administrator, is hereby appointed general custodian of the voted ballots and all records of the Election as authorized by Section 271.010 of the Texas Election Code.

Access to the election records will be available to each participating authority as well as to the public in accordance with the Texas Public Information Act, Chapter 552, Government Code, at the Elections Department, 954 E. Harrison, Brownsville, Texas, at any time during normal business hours. The Elections Administrator shall ensure that the records are maintained in an orderly manner, so that records are clearly identifiable and retrievable per records storage container.

Records of the election will be retained and disposed of in accordance with the records retention schedules which may have been adopted by each participating authority, and in accordance with the provisions of Title 6, Subtitle C, Chapters 201 through 205, Texas Local Government Code, including the minimum retention requirements established by the Texas State Library and Archives Commission. If records of the election are involved in any pending election contest, investigation, litigation, or Texas Public Request, the Election Administrator shall maintain the records until final resolution or until final judgment, whichever is applicable. It is the responsibility of any participating authority to bring to the attention of the Elections Administrator any notice of any pending election contest, investigation, litigation, or Texas Open Records Request which may be filed with a participating authority.

XII. RUNOFF ELECTION

In the event a runoff is necessary, the agreement will automatically be extended to cover the runoff. The Elections Administrator will provide participants in the runoff election with an estimate of funds to be deposited in a runoff election account. The funds must be deposited no later than seven (7) days after the runoff estimate figures are received from the Elections Administrator.

XIII. CONTRACT WITHDRAWAL

The participants may withdraw from the election contract in accordance with Sections 2.051, 2.052 and 2.053 of the Texas Election Code. Any expenditure incurred prior to withdrawal shall be billed separately and shall be removed from the contract (see also Section IX of this contract).

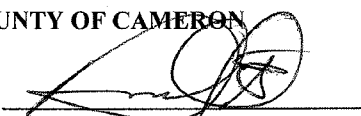
XIII. NOTICE

Whenever this agreement requires any consent, approval notice, request or demand, it must be in writing to be effective and shall be delivered to the party intended to receive it as shown below:

Rogelio Ortiz
County Elections Administrator
954 East Harrison St.
P. O. Box 3587
Brownsville, Texas 78522

RECOMMENDED FOR APPROVAL BY:

3/26/04
DATE

COUNTY OF CAMERON

BY: ROGELIO ORTIZ
COUNTY ELECTIONS ADMINISTRATOR

ACCEPTED AND AGREED TO BY THE SOUTHMOST COLLEGE DISTRICT:

DATE

BY:

APPROVED AS TO FORM:

DATE

BY:

Cameron County Elections Department

ELECTION COST ESTIMATE FOR

10-May-08

TSC District Trustee Election

Political Subdivision:

**Texas Southmost College
District**

ADVERTISEMENTS

Early Voting and Public Testing announcements

\$ 170.00

BALLOTS

Est Quantity	<u>24,000</u>	Price each:	.29/2	\$	<u>3,480.00</u>	(SHARED)
Est Quantity	<u>3,000</u>	Price each:	0.29	\$	<u>870.00</u>	
Est Shipping and Handling				\$	<u>1,050.00</u>	

\$ 5,400.00

EARLY VOTING LAPTOPS LEASE

\$ 1,920.00

ELECTION KITS (Polling Place)

\$ 410.00

ELECTION NIGHT TECH SITE SUPPORT

\$ 1,790.00

MAPS

\$ -

MOBILE PHONES

\$ 520.00

AutoMarks 36 @ \$540, M100's 36 @ \$475 / 2

\$ 18,270.00

AutoMarks 2 @ \$540, M100's 2 @ \$476

\$ 2,030.00

OPTICAL SCANNER RENTAL

Quantity 0.4595 \$ 3,975.00 Cost of Each

\$ 1,830.00

PERSONNEL

Temporary Employees	\$ <u>3,670.00</u>
Department Overtime	\$ <u>2,235.00</u>
Early Voting Deputy Clerks	\$ <u>13,300.00</u>
Early Voting Ballot Board	\$ <u>60.00</u>
Election Presiding Judges	\$ <u>1,980.00</u>
Election Alternate Judges	\$ <u>1,911.00</u>
Election Day Clerks	\$ <u>5,628.00</u>
Training	\$ <u>975.00</u>
Delivery Fees	\$ <u>295.00</u>
Central Count Staff	\$ <u>600.00</u>
Security	\$ <u>893.00</u>

\$ 31,547.00

OFFICE SUPPLIES

\$ 2,500.00

POSTAGE

\$ 490.00

TABULATION SYSTEM PROGRAMMING

\$ 4,200.00

MISCELLANEOUS

\$ 350.00

Sub-Total

\$ 71,427.00

Administrative Fee (10%)

\$ 7,142.70

Texas Southmost College District Estimate

\$ 78,569.70

Contractual 60% Deposit of \$ 47,142 due by April 10, 2008.

NOTE: This estimate is assuming the cost is shared by three jurisdictions on a joint election. The ballot cost most polling places, programming, equipment, staff, and tech support will be shared by two. Other costs may be shared by three. The jurisdictions participating are TSC District, BNDistrict, and Los Fresnos CISD.

**Notice of Early Voting Locations for the Joint Elections
to be held on May 10, 2008**

Early voting by personal appearance will be conducted for the Brownsville Navigation District and the Texas Southmost College District Elections at the following locations, dates and times:

LOCATION	ADDRESS	DATES	TIMES
Main Office	Cameron County Elections Department 954 E. Harrison Brownsville, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.
Christ the King Catholic Church	2255 Southmost Road Brownsville, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.
Brownsville Public Library	2600 Central Blvd. Brownsville, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.
The University of Texas and Texas Southmost College	Mary Rose Cardenas Hall North 80 Fort Brown Brownsville, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.
Brownsville Independent School District	1900 Price Road Brownsville, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.
Brownsville Navigation District Office	1000 Foust Road Brownsville, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.
Hon. Benny Ochoa III Annex Building	505 Highway 100 Port Isabel, Texas	Monday, April 28 thru Friday, May 2	8:30 a.m. to 5:30 p.m.
		Saturday, May 3	11:00 a.m. to 4:00 p.m.
		Monday, May 5 thru Tuesday May 6	8:00 a.m to 8:00 p.m.

Early voting by personal appearance will be conducted for Texas Southmost College District Brownsville Navigation District and the Los Fresnos CISD at the following location, dates and times:

Los Fresnos Community Center	204 Brazil Street Los Fresnos, Texas	Monday, April 28	8:00 a.m. to 5:00 p.m.
		Tuesday, April 29	7:00 a.m. to 7:00 p.m.
		Wednesday, April 30 thru Friday, May 2	8:00 a.m to 5:00 p.m.
		Saturday, May 3	11:00 a.m. to 5:00 p.m.
		Monday, May 5	8:00 a.m. to 5:00 p.m.
		Tuesday, May 6	7:00 a.m. to 7:00 p.m.

**POLLING PLACES FOR THE TEXAS SOUTHMOST COLLEGE DISTRICT ELECTION
MAY 10, 2008**

1 & 83	Garriga Elementary School	600 Washington	Port Isabel
Part 2 & 2A	Las Yescas Elementary	FM 803 & FM 106	Las Yescas
3, Part 50, 65, 66	Los Fresnos Community Center	204 Brazil	Los Fresnos
Part 4	Villarreal Elementary School	7700 E. Lakeside	Olmito
5	Victoria Heights Elementary School	2801 E. 13th St.	Brownsville
6	Brownsville Learning Academy	1351 E. Polk St.	Brownsville
8	Resaca Elementary School	901 E. Filmore St.	Brownsville
7 & 9	UTB/TSC Mary Rose Cardenas Hall North	80 Fort Brown	Brownsville
10, 69	Cromack Elementary School	3200 E. 30th St.	Brownsville
11	Skinner Elementary School	411 W. St. Charles St.	Brownsville
12	Russell Elementary School	800 Lakeside	Brownsville
13	First Presbyterian Church	435 Palm Blvd.	Brownsville
14 & 82	El Jardin Elementary School	6911 Boca Chica Blvd.	Brownsville
15	R.L. Martin Elementary School	1701 Stanford St.	Brownsville
Part 16 & Part 17	VillaNueva Elementary School	7 Mi. Military Hwy.	Brownsville
37	J.T. Canales Elementary School	1811 E. International Blvd.	Brownsville
38	Sharp Elementary School	1439 Palm Blvd.	Brownsville
45	Faulk Middle School	2000 Roosevelt St.	Brownsville
46	Gonzalez Elementary School	4350 Coffeepport Rd.	Brownsville
47, 49	Stell Middle School	1105 Los Ebanos St.	Brownsville
48	Yturria Elementary School	2955 W. Tandy Rd.	Brownsville
52	South Padre Island City Hall	4501 Padre Blvd.	So. Padre Island
53	Palm Grove Elementary School	7942 Southmost Rd.	Brownsville
54	Burns Elementary School	1974 Alton Gloor Rd.	Brownsville
59	Port Isabel High School	Highway 100	Laguna Heights
60	Morningside Elementary School	1025 Morningside Rd.	Brownsville
61,72	Hudson Elementary School	2920 FM 802	Brownsville
62 & 62a	James Pace High School	314 W. Los Ebanos Blvd.	Brownsville
63	Oliveira Middle School	444 Land O' Lakes Dr.	Brownsville
67	Laguna Vista City Hall	122 Fernandez St.	Laguna Vista
68 & 86	Rivera High School	6955 FM 802	Brownsville
70	Christ the King Catholic Church	2255 Southmost Rd.	Brownsville
71	Perkins Middle School	4750 Austin Rd.	Brownsville
73	Brownsville Country Club Golf Center	1800 W. San Marcelo Blvd.	Brownsville
74	Cameron Park Community Center	2100 Gregory Avenue	Brownsville
75	Garden Park Elementary	855 Military Hwy.	Brownsville
76	Hanna High School	2615 Price Rd.	Brownsville
77	Garza Elementary School	200 Esperanza Ln.	Brownsville

Attachment "A"

8

Property Insurance



TEXAS SOUTHMOST COLLEGE DISTRICT

BOARD AGENDA REQUEST FORM

Department/Division: Finance Office/Partnership Affairs	Board Meeting Date: April 24, 2007
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Agenda Item:
Consideration and possible action on Request for Proposals for General Property Insurance

Rationale/Background:
On April 26, 2007, The University of Texas System (UT System), UTB and TSC reached an agreement to include TSC facilities in UT System's system-wide Comprehensive Property Protection Plan (CPPP). TSC participated in the plan through April 1, 2008. The CPPP renewed on April 1, 2008 and TSC facilities have been included in the plan as per the Partnership Agreement for a premium of \$227,923. The terms and conditions for TSC's participation in the CPPP for the plan year April 1, 2008 – March 31, 2009 are the same as in the original agreement. One of the terms includes the purchase of Texas Windstorm Insurance Association (TWIA) for all facilities.

The District requested proposals for Windstorm and Hail Insurance Property Insurance from TWIA through a request for proposals process. Three proposals were received from Insurance Associates of the Valley, Shepard Walton King and R.N. Jones insurance agencies. Evaluations of the proposals are currently underway. Staff will be making a recommendation at the BAPC meeting on April 24th based on these evaluations.

Recommended Action:
Motion to approve payment to UT System in the amount of \$227,923 for participation in the CPPP for Fire and All Other Perils and Named-windstorm and Flood coverages.

Motion to accept proposal for Windstorm Insurance through the Texas Windstorm Insurance Association.

Fiscal Implications: Budgeted Item: Yes No N/A If no, explain:

Attachments (List):
RFP Evaluation Matrix, Proposals from Insurance Associates of the Valley, Shepard Walton King and R.N. Jones, UT System Alternative Insurance Proposal

FOR OFFICE USE ONLY:		
Board Action: Approved:	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/> Tabled for action on:	_____
Certified by: _____	Title: _____	Date: _____

FY08 PROPERTY INSURANCE RFP EVALUATION

Selection Criteria	<i>Insurance Associates of the Valley</i>	<i>Shepard Walton King Ins Group</i>	<i>R.N. Jones Agency, Inc.</i>
Responsible Party for District's account	Dayna Olivarez 10+ yrs in ins bus; Ins Background: 10+ HS & Texas A&M Graduate; 16 Other Public Entities Served	Raul Cabaza III, CIC 21 yrs in ins bus; Manage lg Prop/Cas accts incl public; BBA Finance, CIC Design, Cont Prof Development; 13 Other Public Entities Served	Sidney P. Brown, PhD, CPCU, CIC 30 yrs in ins bus; Tx A&M – BS in EE, MS in IE and PhD in Oper Research; 1 Other Public Entity Served
Back up Person for District's account	Albert Salinas 10+ yrs in ins bus; HS Grad & Attended College; 16 Other Public Entities Served	Arnetta Oropeza, CIC 23 yrs in ins bus; HS Graduate, Various Insurance & Risk Manager courses; 2 Other Public Entities Served & 8 School Districts	T.R. (Bob) Jones 60 yrs in ins bus; Extensive exp in commercial property/casualty insurance; BS in Engineering – Rice, Maryland Casualty Special Agents School; 1 Other Public Entity Served
Number of Texas School Districts agency provides coverage on behalf of	16	17	None
Premium Volume with Texas School Districts & Other Public Entities	School Districts: \$2.4M Other Public Entities: (Blank)	School Districts: \$5M Other Public Entities: (included)	School Districts: None Other Public Entities: \$15K
Licensed to conduct fire/casualty insurance in TX for past 5 years	Yes	Yes	Yes
Agency produced a min annual gross fire and casualty premiums income of at least \$1M avg for past 3 years	Yes	Yes	Yes
Documents included:			
Current License	Yes	Yes	Yes
E&O Coverage for at least \$2M aggregate limit	Yes	Yes	Yes
Premiums:			
1% Deductible	\$587,287	\$570,239	\$558,140
2% Deductible	\$562,287	\$545,968	\$534,451
5% Deductible	\$508,317	\$493,486	\$482,797

**Insurance
Associates
of the Valley**

INSURANCE ASSOCIATES OF THE VALLEY

521 SOUTH 77 SUNSHINE STRIP
HARLINGEN, TEXAS 78550
(956) 423-0490
FAX: (956) 423-7668
TOLL FREE: 1-800-750-0490

ARNIE OLIVAREZ

APRIL 16, 2008

TEXAS SOUTHMOST COLLEGE DISTRICT
80 FORT BROWN
BROWNSVILLE, TX. 78520

TO WHOM IT MAY CONCERN:

ON BEHALF OF INSURANCE ASSOCIATES OF THE VALLEY, WE ARE PLEASED TO HAVE SUBMITTED FOR YOUR CONSIDERATION A PROPOSAL FROM THE FOLLOWING CARRIER:

TEXAS WINDSTORM INSURANCE ASSOC.

ONCE YOU REVIEW THE PROPOSAL IF YOU WOULD LIKE TO ALTER BENEFITS OR REDUCE COSTS, WE WOULD BE HAPPY TO OFFER YOUR EXPERTISE TO CUSTOMIZE THE PLAN. WE WOULD APPRECIATE YOUR REVIEW OF OUR CREDENTIALS TO BE CONSIDERED AS AGENT.

INSURANCE ASSOCIATES IS A LOCAL INDEPENDENT, DIVERSIFIED INSURANCE AGENCY WHICH HAS BEEN IN OPERATION FOR OVER 75 YEARS. PLEASE SEE THE ATTACHED RESUME PORTFOLIO OF ITS PROFESSIONAL STAFF. OUR FIRM HAS PROVIDED HIGH QUALITY, REPUTABLE INSURANCE POLICIES FOR A BROAD BASE OF CLIENTS IN THE FOLLOWING AREAS:

GROUP HEALTH - PPO, TRADITIONAL INDEMNITY AND HMO PRODUCTS (ON A SELF OR FULLY FUNDED BASIS). OUR HEALTH INSURANCE DEPT. ENCOMPASSES SALES, FIELD SERVICE AND IN HOUSE CUSTOMER SERVICE PERSONNEL AND OFFERS OVER 45 YEARS OF COMBINED EXPERTISE. THESE YEARS OF MANAGED HEALTH CARE EXPERIENCE WITH MAJOR HEALTH INSURANCE CARRIERS WILL ASSIST YOUR ORGANIZATION WITH THE SELECTION AND MAINTENANCE OF THE MOST EFFECTIVE, COMPREHENSIVE HEALTH BENEFIT PROGRAM. WE CURRENTLY ARE THE AGENT FOR OVER 28 PUBLIC ENTITIES AND SERVICE OVER 15,000 MEMBERS WITH VARIOUS CARRIERS AND A WIDE RANGE OF OTHER ANCILLARY PRODUCTS.

PROPERTY & CASUALTY - PERSONAL & COMMERCIAL LINES.

AUTO • HOME



LIFE • BUSINESS

IN SUMMARY, INSURANCE ASSOCIATES HAS HELPED NUMEROUS OTHER CLIENTS SUCCESSFULLY EVALUATE THE MOST APPROPRIATE INSURANCE PRODUCT(S) WITH A SERIOUS AND DEDICATED ATTITUDE. ITS COMMITMENT TO THE CLIENT IS TO MAINTAIN A STANDARD OF EXCELLENCE AND ESTABLISH A FIRM, LONG LASTING RELATIONSHIP OF MUTUAL TRUST AND SERVICE WITH EACH CLIENT.

WE LOOK FORWARD TO BEING GIVEN THE OPPORTUNITY TO REPRESENT OUR CAREFULLY SELECTED GROUP OF FINANCIALLY SOUND, REPUTABLE COMPANIES AT YOUR ORGANIZATION.

THANK YOU FOR YOUR REVIEW OF OUR PROPOSALS WHICH WERE SUBMITTED UNDER SEPARATE COVER AND CREDENTIALS WHICH ARE ATTACHED.

SINCERELY,

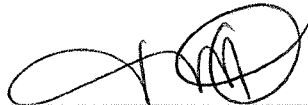

DAYNA OLIVAREZ

ANTI-COLLUSION CERTIFICATION

By submission of this proposal, the Proposer certifies that:

1. This proposal has been independently arrived at without collusion with any other Proposer or with any competitor;
2. This proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of proposals for this project, to any other proposer competitor or potential competitor;
3. No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a proposal;
4. The person signing this proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the proposer as well as to the person signing in its behalf.

Insurance Assoc. of the Valley
Company Name


Authorized Signature

521 S. 77 Sunshine Strip
Address **Harlingen, TX. 78550**

Dayna Olivarez V.P.
Type Signatory's Name & Title

956-423-0490
Telephone Number

Dayna Olivarez
Agent Name

956-423-0490
Telephone Number

521 S. 77 Sunshine Strip
Agent Address **Harlingen, TX. 78550**

956-423-7668
Fax Number

PROPOSAL VARIATION STATEMENT

I certify that all specified coverage and services will be provided except as indicated below. If needed, please add a separate sheet(s) to explain reasons why your proposal differs from criteria outlined in the specifications.

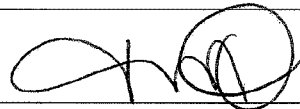
The Windstorm, Hurricane & Hail quotations provided are based on the
building schedule that was included in the bid specs.

Premiums quoted are not binding or guaranteed by Texas Windstorm Insurance
Assoc. Premium or policy conditions are subject to change and may affect
final policy issuance. All Applications are subject to underwriter review.
WPI-8's will be needed on all new construction, re-roofs and remodeling
work that has been done after January 1, 1988.

Insurance Assoc. of the Valley
Company Name

521 S. 77 Sunshine Strip
Address Harlingen, TX. 78550

956-423-0490
Agent's Telephone



Authorized Signature

Dayna Olivarez V.P.
Type Signatory's Name & Title

4/16/2008
Date

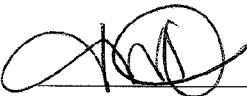
956-423-7668
Agent's Facsimile

INSURANCE AGENCY QUESTIONNAIRE

- A. Who will have primary responsibility for the District's account? Dayna Olivarez
1. Number of years in the insurance business: 10+
 2. Insurance background: 10+
 3. Educational background: High School Graduate & Texas A & M Graduate
 4. Number of other public entities serviced: 16
- B. Who will be the back up person for the District's account? Albert Salinas
1. Number of years in the insurance business: 10+
 2. Insurance background: 10+
 3. Educational background: High School Graduate & Attended College
 4. Number of other public entities serviced: 16
- C. How many Texas school districts does your agency (this office, if a national broker) provide coverage on behalf of: 16
- D. What is your (this office, if a national broker) estimated premium volume with Texas school districts: 2.4 M
Other public entities: _____
- E. Has your agency been licensed to conduct fire/casualty insurance in Texas for the past five years? X Yes No
- F. Has your agency produced a minimum annual gross fire and casualty premiums income of at least \$1,000,000 average for each of the past three years? X Yes No
- G. The District will expect an annual summary of premium and losses by coverage.
- H. Please attach a copy of the following documents:
1. A copy of the current license.
 2. A certificate for agent's errors and omissions coverage insured for at least \$2,000,000 aggregate limit.

General Certifications

1. Do you acknowledge that unless you have specifically made comment otherwise, you will be held to strict compliance with these specifications? Yes No

Signature:  _____
Agent: Dayna Olivarez
Address: 521 S. 77 Sunshine Strip
Harlingen, TX. 78550
Telephone: 956-423-0490
Facsimile: 956-423-7668

WINDSTORM & HAIL SUBMISSION FORM

A. General Information

Windstorm & Hail Insurance is presently provided through the Texas Windstorm Insurance Association. The district wishes to renew their Windstorm & Hail Insurance through the Texas Windstorm Insurance Association and is seeking quotes to do so. Only quotes through the Texas Windstorm Insurance Association will be accepted.

There have been no property losses in the past five years.

B. Desired Program

1. Limits to Insure (See schedules in appendix): \$77,002,534.
2. Coverage is to be provided on a replacement cost basis.
3. Desired Deductible: 1% per item
Please provide alternate quotes at 2% and 5% deductibles.
4. Co-insurance should be at 80%, except it should be waived on items where co-insurance is shown as waived on the schedule. Note: On structures where co-insurance is waived, the replacement cost shown on the schedule is to be shown as the basis for the waived co-insurance.
5. The proposal MUST include a copy of the TWIA rate sheets to be considered.

C. Proposed Policy Questionnaire

1. Does the quote reflect 80% co-insurance on all items, Yes No
Except on buildings where total insured values exceed \$4,000,000?
2. Is co-insurance waived on all items shown with waived Yes No
co-insurance on the schedule in the appendix ?
3. Is the basis of recovery replacement cost new, both on Yes No
building and contents?
4. Have TWIA rate sheets been submitted? Yes No
5. Will your agency take all photographs needed for Yes No
Placement of coverage at no charge to the district?

Windstorm & Hail

Limit of Insurance: \$77,002,534.00

Proposed Deductible: 1%, 2% & 5%

Proposed Premium: **1% Deductible \$ 587,378.00** **5% Deductible \$508,317.00**
~~2% Deductible \$ 562,287.00~~

Policy Term: 1 year

D. Exact Name of Insurer (*not company group or wholesaler*)

Texas Windstorm Insurance Assoc.

E. A. M. Best's Rating on RFP due date.

F. Deviation from Specifications

Please describe coverage deviations, restrictions, modifications, recommendations, not outlined in your answers above or provide any other information you feel is appropriate that will clarify the proposal or benefit *Texas Southmost College District*. Attach additional page if necessary.

ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
04/16/2008

PRODUCER (956)423-0490 FAX (956)423-7668
 Ins. Associates of the Valley
 521 S. 77 Sunshine Strip
 Harlingen, TX 78550

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED Insurance Assoc Of The Valle
 Spilman-Mills Inc/dba
 521 So. 77 Sunshine Strip
 Harlingen, TX 78550

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Allstate Insurance Co.	
INSURER B:	
INSURER C:	
INSURER D:	
INSURER E:	

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	050 781901	02/17/2008	02/17/2009	EACH OCCURRENCE \$ 1,000,000
					DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000
					MED EXP (Any one person) \$ 5,000
					PERSONAL & ADV INJURY \$ 1,000,000
					GENERAL AGGREGATE \$ 2,000,000
					PRODUCTS - COMP/OP AGG \$ 2,000,000
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$
	GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$
	EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE \$ RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				WC STATU-TORY LIMITS OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
	OTHER				

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS
 Additional Insured: Texas Southmost College District

CERTIFICATE HOLDER

Texas Southmost College District
 80 Fort Brown
 Brownsville, TX 78520

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

Arnie Olivarez 

IMPORTANT

If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

DISCLAIMER

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

INSURANCE ASSOCIATES OF THE VALLEY

521 SOUTH 77 SUNSHINE STRIP
HARLINGEN, TEXAS 78550
(956) 423-0490
FAX: (956) 423-7668
TOLL FREE: 1-800-750-0490

ARNIE OLIVAREZ

2008 Mission Statement

We are an Independent Insurance Agency established in 1917. We have the commitment to maintain a high standard of excellence in all that we do and to establish a firm relationship of mutual trust and service with each of our clients.

We work on your side when you have a loss and follow through to see that you get fair, prompt payment.

We represent a carefully selected group of financially sound reputable insurance companies, and we place your policy with the company offering the best coverage at a competitive price.

Our expertise is based on a well-trained experienced professional staff and a serious conscientious attitude toward our clients.

AUTO • HOME



LIFE • BUSINESS

SPILMAN-MILLS, INC.
dba
INSURANCE ASSOCIATES OF THE VALLEY, INC.

1917- Claude Hamilton founded Hamilton Insurance Agency.

1931- John Challes joined the agency and the operation became Challes-Hamilton.

1959- Local banker, Newton Spilman, came on board with the agency, changing the name of the business to Challes-Hamilton-Spilman.

1977- Following a series of acquisitions, and the retirements of Mr. Hamilton and Mr. Challes, the agency became Spilman Agency, Inc.

1978- Charles Mills and Newton Spilman became partners in Spilman-Mills, Inc.

1982- Following the retirement of Mr. Spilman, Arnie Olivarez and Gray Sullivan joined the partnership and the agency operated under the dba Insurance Associates of the Valley.

1982- Olivarez and Sullivan became equal partners and within the next 4 years acquired L.R. Baker Insurance Agency and Sea-Land Insurance Agency.

Insurance Associates of the Valley is a diversified property and casualty agency with a broad range of accounts, including personal lines and commercial accounts. The company also handles the group health market, specializing in the larger risks.

GROUP HEALTH & ANCILLARY PRODUCTS SERVICE GUIDELINES

For the Employer:

1. Negotiate new business pricing and benefits on fully funded or self funded programs with well known carriers such as Blue Cross Blue Shield, Aetna, Humana, and Allstate.
2. Act as a liaison with the in-force carrier to negotiate pricing and benefits for the plan renewal by analyzing claims experience and other pertinent factors that affect pricing. Ascertain that current costs are competitive by requesting bids from other carriers, if applicable.
3. Conduct continuous review of the group's experience and present ongoing reports to designated personnel. Take appropriate steps to maintain the most cost effective plan for the company.
4. Maintain a close working relationship with designated individual from the Insured's entity on claims issues.
5. Monitor large ongoing claims and insure that any stop loss claim is paid by Stop Loss carrier and not the insured's entity.
6. Assure that the claim processing is expeditious and accurate.
7. Keep you abreast of any issues or potential problems with claims that are not covered due to exclusions in your benefit package, (i.e) pre-existing condition, and educate members with payment expectations.

For the Employee:

1. Provide a toll free number, 1-800-750-0490, for any questions the insured may have on claims coverages.
2. Help with completing claim forms and filing claims. (Bilingual Staff)
3. Explain to claimants how claims are processed and the amounts due by the employee to providers so they are aware of the amount the carrier will pay and what they are responsible for. It is difficult enough to have to worry about being ill, let alone worry about the cost.
4. Conduct seminars at the beginning of each year to familiarize the present and new employees with the benefits you provide and answer questions. (Available in English and Spanish.)
5. Availability of a service person at your location to help your employees with forms or to answer questions at your discretion.

PROPERTY & CASUALTY SERVICE GUIDELINES

For the Employer:

1. Prior to an insurance policy's expiration date, the Agency will meet with the Client to discuss the requirements and to develop a plan for the renewal process to include reviewing of the following:
 - A. Buildings & Contents Schedule
 - B. Automobile Schedule
 - C. Musical Instrument Schedule
 - D. Radio Schedule
 - E. Computer Schedule
 - F. Contractor Equipment Schedule ie., Tractors, etc.
 - G. Audio/Visual and Camera Equipment Schedule
 - H. Boiler & Machinery Schedule
 - I. Worker's Compensation Payrolls
 - J. Liability Exposures
 - K. School Board Legal Exposures
 - L. Crime Exposures
 - M. Bonding Needs
 - N. Other items which may be deemed necessary
2. Agency will use its best effort to cause the prompt and timely receipt of insurance quotations and proposals and will prepare a comparative analysis of all quotations and proposals submitted for delivery to the Client no later than 60 days prior to the policy renewal date.
3. After the Client's directions to place the insurance coverage, the Agency will provide the Client the insurance policy and related documents. Upon receipt of the insurance policy, the Agency will analyze it to determine compliance with the coverage proposed to and accepted by the Client.
4. Agency will prepare an analytical summary for each insurance contract it procures on behalf of Client.
5. Agency will assist, as requested, in claims inquiries, follow-ups, negotiations, claims settlements and will act as an advocate of the insured(s) in all dealings with the insurance companies.
6. Upon request of the Client, the Agency will review Client's business contracts and agreements to determine Client's insurance requirements and risk management issues.
7. Upon request of the Client the Agency will assist in the development of risk and loss control programs.
8. The agency will meet with the client to discuss any insurance related matters. Furthermore, the Agency will participated in all other meetings deemed necessary by the Client, upon reasonable notice but no later than forty eight hours before any meeting.
9. Agency agrees to comply with local policies and state and federal laws in providing his services to the Client. Specifically the Agency will assure that he will comply with all rules, policies, and laws relating to the purchase of insurance by Client.

ARNULFO C. OLIVAREZ (ARNIE)

SUMMARY

As a Rio Grande Valley native Arnie has made it his profession to be in the business of knowing what is best for his clients and their insurance needs. After 24 years in the industry he has had the opportunity to serve as chairman on various community boards and has had the pleasure of both gaining and sharing knowledge in his field. He has also served on the the Blue Cross Blue Shield Producer Council as well as on the Hartford and Prudential Statewide Advisory Board.

Arnie has carefully and personally selected a group of financially sound and dependable insurance companies. He has shared and taught his philosophy of Team Concepts. Through his effort at Insurance Associates of the Valley, a strong Team spirited staff has been built. It is because of the Team Concept that his organization is able to achieve its goals in a timely manner. Insurance Associates of the Valley has Team leaders for each branch of insurance needs. The Team leaders work hand in hand with office and support staff to complete the task at hand and achieve the ultimate goal of satisfied clients.

Whether your insurance needs are Medical, Commercial, Voluntary or Personal, Arnie and the Team at Insurance Associates of the Valley are focused on the immediate. They understand deadlines, punctuality and the individual needs of a large company or single individual.

ARNULFO C. OLIVAREZ (ARNIE)
521 South 77 Sunshine Strip, Harlingen, Texas 78550
Ph: (956) 423-0490, Fax: (956) 423-7668
Toll Free: 1-800-750-0490
Licensed by TDI

GENERAL

Born December 28, 1949 in Roma, Texas
Graduated - Mission Public Schools 1969
Attended Pan American University, Edinburg, Texas
Two Daughters, Dayna and Amanda
Served in U.S. Army and Army National Guard - 6 years
Honorable Discharge 1975
Local Property Owner, Residential and Commercial

EMPLOYMENT

Shary Golf Course, Mission, Texas 1963-68
Carl's Minimax Grocery Store, Mission, Texas 1968-71
Falcon Record Co., McAllen, Texas 1971-72
CIT Financial Services - Manager 1972-79
Self Employed - Owner, Insurance Associates of the Valley 1979 to Present

CIVIC ACTIVITIES

Harlingen Golf Course Advisory Board - Chairman 1986-93
Harlingen Insurance Women - Boss of the Year 1992-93
Harlingen Citizens Police Academy - Participant 1992
Pan American Golf Association - Member 1975
Knights of Columbus - Member 1977
Rio Grande Valley Policy Academy, Board of Directors Civilian Member
Harlingen City Commission 1980-82
Cameron County Housing Authority 1976-80
Cameron County Housing Finance Corporation 1976-1984
Cameron County Commissioner's Court Businessman's Advisory Committee 1975-80
Pan American Golf Association - Tournament Chairman 1986
Travis Elementary School PTA - President 1985
Harlingen Housing Authority - Chairman 1983-87
ALCUR Association for Local Control of Utility Rates Secretary 1981
Harlingen Independent School District
Insurance Committee 1984-86
Harlingen City Charter Review Committee - Chairman 1984
Region I Board of Directors - Elected 1996
Harlingen Housing Finance Corp. - Chairman 1981
City of Harlingen Capital Improvement Board 1997 - Present
Capital Advisory Board
Our Lady of Assumption Finance Committee
Blue Cross/Blue Shield of Texas - Producer Council - 2001 to Present

DAYNA M. OLIVAREZ
Licensed by TDI

WORK EXPERIENCE

Insurance Associates of The Valley, Harlingen, Texas
Vice President, 1999 - Present
Phone marketing, 1993- - 1997
National Plan Administrators, Austin, Texas
Claims Examiner, 1997 - 1999

EDUCATION

Texas A&M University, College Station, Texas
Bachelor of Arts, Biology - 1997

HIGHLIGHTS OF QUALIFICATIONS

Exceptional interpersonal and communication skills
Honest, efficient, articulate and enthusiastic
Professional and personable
Hardworking and committed to getting the job done right
Bilingual: English/Spanish

RELEVANT EXPERIENCE

Sales and Customer Service

Developed outstanding retail skills:

Greeted customers and determined their specific needs, followed up encouraging customers to return, generating repeat business, resolved a wide range of customer problems applying assertiveness and diplomacy.

Did market research over the telephone for an insurance company.

Process and pay claims, obtain information from doctors, hospitals, and school districts.

Group 1 License (Health, Life & Accident)
Local Recording Agent License

COMMUNITY SERVICE AND ORGANIZATIONS

Currently on Board of Directors
Harlingen Hispanic Chamber of Commerce
Served on Directors Board for Harlingen Proud
Served in Omega Phi Alpha for one and a half years.
Participated in Habitat for Humanity, Bonfire Replant, and the Branch Buddy Program.
Volunteered at Brazos Valley Hospital for one Summer.
Member of Minority Association of Pre Med Aggies.

ALBERT SALINAS

Licensed By TDI

WORK EXPERIENCE

Insurance Associates of The Valley
Employee Benefits, 1998 - Present

EDUCATION

Attended San Antonio Community College
Attended Texas State Technical College
Graduated from Harlingen High School, 1994
Insurance seminars

RELEVANT EXPERIENCE

Group 1 License (Health, Life & Accident)
Life & Health Insurance Counselor

COMMUNITY SERVICE & ORGANIZATIONS

Board Member-Harlingen Hispanic Chamber of Commerce

CINDY RIVERA
Licensed by TDI

WORK EXPERIENCE

Insurance Associates of the Valley
Commercial Lines ISR, 1998 - Present
State Farm Insurance-Ruben Garcia Insurance Agency
Customer Service Representative, 1995 - 1998
Lette Insurance Agency
Commercial Lines ISR, 1986 - 1995
Personal Lines CSR, 1981 - 1986

EDUCATION

Solicitors License, 1982
Property and Casualty Seminars

REFERENCES

Tony Martinez
Martinez & Barreda, Attorneys
1201 E. Van Buren, Brownsville, Texas 78520
956/546-7159

Lizzy Parra
Hughston Insurance Agency
46 Cove Circle, Brownsville, Texas 78520
956/542-4387

Ruben Garcia
State Farm Insurance-Ruben Garcia Insurance Agency
1335 Palm Blvd., Brownsville, Texas 78520
956/544-2464

THERESA GONZALES

Licensed by TDI

EXPERIENCE

Insurance Associates of The Valley
Account Service Representative, 1996 - Present
Insurance Clerk, 1985 - 1990
Colonial Life & Accident Insurance Company
Sales Specialist, 1994 - 1996
Harlingen Consolidated Independent School District - Harlingen High School
Secretary, 1990 - 1994

EDUCATION

Group 1 License-1994
Attended Texas Southmost College
Graduated from San Benito High School, 1982
Insurance Seminars

REFERENCES

Tom Snyder
Marketing Director, Colonial Life & Accident Insurance Company
801 E. Harrison, Harlingen, Texas 78550
956/425-8573

Bob Swinnea
Sales Director, Colonial Life & Accident Insurance Company
801 E. Harrison, Harlingen, Texas 78550
956/425-8573

REBECCA SILVA
Licensed by TDI

WORK EXPERIENCE

Insurance Associates of The Valley
Customer Service Representative, 1999 - Present
Valley Women's Clinic
Insurance Clerk, 1991-1999
The Neighborhood Doctor
Insurance & Billing Clerk, 1990 - 1991

EDUCATION

Graduated from Harlingen High School, 1985

REFERENCES

Norma Vento
RR2 Box 938, La Feria, Texas 78559
956/797-3880

Becky Cordova
Rt2 Box 43, Harlingen, Texas 78552
956/425-6845

VIOLA MANZANARES

Licensed by TDI

WORK EXPERIENCE

Insurance Associates of The Valley
Personal Lines CSR, 1984 - Present
State Farm Insurance
Customer Service Representative, 1983 - 1984
R.N. Jones Insurance Agency
Insurance Clerk, 1981 - 1982

EDUCATION

Attended Texas Southmost College
Attended Texas State Technical College
Graduated from San Benito High School, 1974
Insurance seminars and continuing education courses

REFERENCES

Gracie Romero
Administrative Officer, U.S. Small Business Administration
2621 Hunters Crossing, Harlingen, Texas 78550
956/423-5941

Maria Romero
Florist/Owner, M&R Flower Shop
1015 S. Commerce, Harlingen, Texas 78550
956/421-2440

AMANDA OLIVAREZ

WORK EXPERIENCE

Insurance Associates of The Valley
Bookkeeper/Secretary, 1997 - Present
City of Harlingen-Recreation, 1997

EDUCATION

Graduate of Harlingen High School, 1997

REFERENCES

Armando Villarreal
222 E. Van Buren, Se 300
Harlingen, Texas 78550
(956) 423-0474

Ramon Buitron
1221 N 7th St.
Harlingen, Texas 78550
(956) 423-7076

Ted Trapp
I Rancho Viejo Drive
Rancho Viejo, Texas 78575
(956) 350-4000

IRENE PLATAS

WORK EXPERIENCE

Insurance Associates of the Valley, 2005 - Present,
1996 - 2000/Commercial Lines CSR/Accounting
Smith-Reagan Insurance Agency, 1978 - 1996
Personal & Commercial Lines/Accounting

EDUCATION

Property & Casualty Seminars
Graduated San Benito High School - 1966

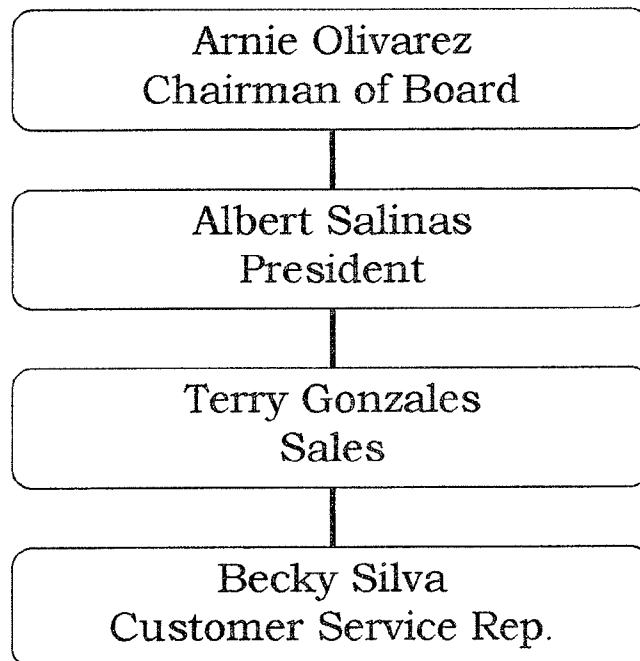
REFERENCES

David R. Smith
Smith-Reagan Insurance Agency
148 N. Sam Houston
San Benito, Texas 78586

Joel Reagan
Smith-Reagan Insurance Agency
148 N. Sam Houston
San Benito, Texas 78586

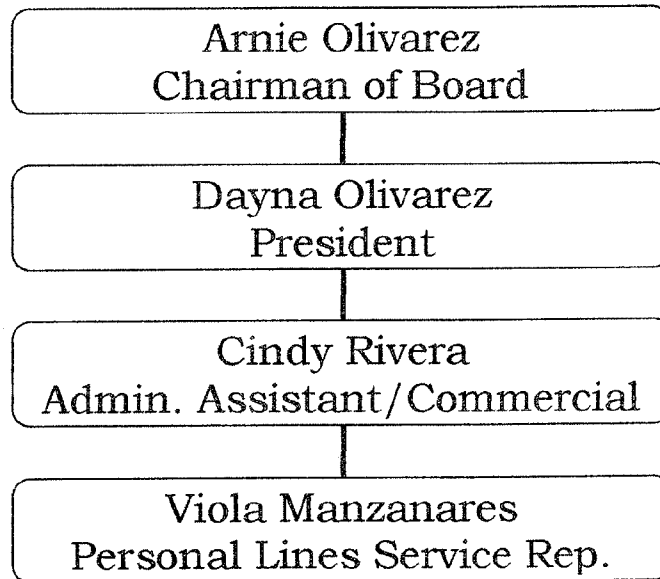
Insurance Associates of The Valley

Employee Benefits Insurance Team



Insurance Associates of The Valley

Property & Casualty Insurance Team



COMPANY REFERENCES

Blue Cross/Blue Shield
Steve Keevan
800/442-1685

Union Standard
Mary Jane Neese
1-800-206-0417

Allstate
Rick Rollins
1-800-877-8669

Aetna US Healthcare
Alex Herrera
210/515-2671

NPA
George Chall
210/229-3600

ACCOUNT REFERENCES

City of Harlingen
Celia Magana
956/216-5040

Harlingen Consolidated Independent School District
Ramiro Flores
956/430-9730

Mission Consolidated Independent School District
Sylvia Cruz
956/580-5545

Edcouch-Elsa Independent School District
Leo Pena
956/262-6000

Roma Consolidated Independent School District
Alfonso (Poncho) Perez
956/849-1377

South Texas Independent School District
Enrique Moya, Jr.
956/565-2454



*The Housing Authority Of
The City of San Benito*

P.O. Box 1900
San Benito, Texas 78586

November 4, 2004

Ms. Arnolfo Olivarez
Insurance Associates of the Valley
521 S. 77 Sunshine Strip
Harlingen, Texas 78550

RE: Letter of Appreciation

Dear Mr. Olivarez,

We wish to express our great respect and appreciation for the exemplary service we, at the Housing Authority of the City of San Benito, have received from your organization and staff. The attention to detail given, regarding our account, specifically by Ms. Terry Rodriguez and Ms. Becky Silva, has played a significant and effective role in streamlining our operations, with respects to our group medical and group life coverage policies. It is service, such as our experience with Insurance Associates, that makes it possible for us to provide advantageous benefits to our employees.

We look forward to a long lasting relationship with Insurance Associates and wish you the best of continued success.

Sincerely,

Syndi Ortiz Reyna
Assistant Director for Administration



956-399-7501 • Fax: 956-399-5413

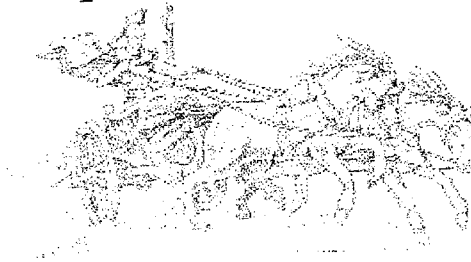


ROMA

Independent School District

Home of the
Mighty Gladiators

Jesus O. Guerra, Jr.
Superintendent



BOARD OF TRUSTEES

Mr. Fausto Garza
Mr. Romeo Gonzalez
Mr. Jaime U. Maldonado
Dr. Raymond P. Mussett
Mr. Roque Rosales
Mrs. Celia R. Saenz
Mrs. Elisa Vera-Lujano

October 21, 2004


To Whom It May Concern:

I take the greatest personal and professional pleasure in recommending Mr. Arnulfo Olivarez and Insurance Associates of the Valley to you without qualification. For the many years that I have known Arnie, I have found him to be a highly responsible and extremely competent individual.

Mr. Olivarez and Insurance Associates have been employed by the Roma I.S.D. for the past twelve years. Their service has been exemplary and their commitment to serve our employees has been excellent.

Once again, I recommend Mr. Arnie Olivarez to your attention without qualification.

Sincerely,


Jesus O. Guerra, Jr.
Superintendent



Housing Authority of the City of Weslaco

P. O. BOX 95
303 W. SIXTH STREET
WESLACO, TEXAS 78599-0095

20 October 2004

To Whom It May Concern:

Insurance Associates of the Valley is a very professional, hard working, and efficient organization. They have provided the Weslaco Housing Authority (WHA) with excellent health and dental insurance products for several years.

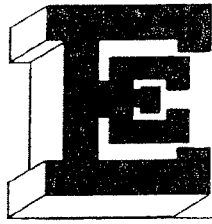
Our confidence for Insurance Associates of the Valley is complete and without question. WHA highly recommends Insurance Associates of the Valley.

Sincerely,

Ruben Sepulveda
Executive Director

8.7 (L)





EDCOUCH - ELSA INDEPENDENT SCHOOL DISTRICT

EDUCATIONAL EXCELLENCE

P.O. Box 127 Edcouch, TX 78538

October 14, 2004

To Whom It May Concern:

I am submitting this letter of recommendation for Mr. Arnie Olivarez and Insurance Associates of the Valley on behalf of the Edcouch-Elsa Independent School District. Mr. Olivarez and his insurance team have varied experiences, talents and skills that have helped our district implement a quality self-insured health insurance program. Mr. Olivarez and Insurance Associates of the Valley assisted the district in negotiating the lowest possible proposal with our current health insurance carrier. His staff members constantly monitor our health insurance plan in order to ensure that our health insurance carrier provides quality health services to all our staff members. His staff members also monitor our loss runs in order to possibly transition into a fully insured plan in the future. Mr. Olivarez stays in constant contact with our current health insurance carrier so that they also fulfill their commitments to the district.

Innovative strength, follow up, professionalism and knowledge of the insurance profession are just some of the factors that make Mr. Arnie Olivarez an asset to any organization. I highly recommend him and Insurance Associates of the Valley to help businesses implement a quality health insurance program.

If you have any questions or need any further information, please do not hesitate to contact me at (956) 262-6000.

Sincerely,

Michael Sandroussi
EEISD Superintendent of Schools



"Focused on Performance"

PHARR-SAN JUAN-ALAMO INDEPENDENT SCHOOL DISTRICT

P.O. Box 1150 • 804 E. Hwy. 83 • Pharr, Texas 78577 • (956) 702-5600 • Fax: (956) 702-5648

MR. ARTURO GUAJARDO
Superintendent of Schools

BOARD OF EDUCATION

Pres.	Mr. Reymundo Gonzalez
Vice-Pres.	Mr. G. Jaime Santa Mana
Sec.-Tres.	Mrs. Vangie Garcia DeLeon
Asst. Sec.-Tres.	Mr. Pete Garcia
Members	Mr. J. Fernando Lopez
	Mr. Raul "Roy" Navarro
	Mr. Roy Rodriguez

October 12, 2004

TO WHOM IT MAY CONCERN:

Subject: Letter of Reference

Dear Sir or Madam:

I am pleased to offer this letter of recommendation from Pharr-San Juan-Alamo ISD, on behalf of Mr. Arnie Olivarez and Insurance Associates of the Valley. They are a team of individuals with varied experiences, talents and skills.

Insurance Associates of the Valley has assisted the district with our health insurance needs and Mr. Olivarez has helped us in negotiating the lowest possible bid with our health insurance carrier. He oversees that the health insurance carrier provides quality health services to all our staff and follows through by checking that the company delivers on all their commitments to the district.

Innovating strength and a personal self-motivating desire to excel are factors that make Mr. Arnie Olivarez an asset to any company, and I recommend him and Insurance Associates of the Valley, without reservation.

If you have any questions or need any further information, please do not hesitate to contact me.

Respectfully,

Arturo Guajardo
Superintendent of Schools



Texas Department of Insurance

Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.state.tx.us

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (TIC) Ch. 4054, including variable contracts.

General Lines - P&C licensees may sell any line authorized by TIC Ch. 4051.

Limited Lines licensees may sell any line authorized by TIC Secs. 4054.101 and 4051.101.

SPILMAN-MILLS INC
521 S 77 SUNSET STRIP
HARLINGEN TX 78550

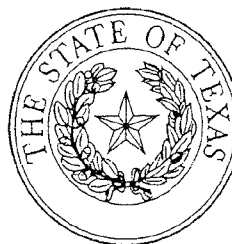
**Texas Department of Insurance
SPILMAN-MILLS INC**

License Number: 5900

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as General Lines Agency
Qualified for Life, Accident, Health & HMO
Property and Casualty

Effective Date Expiration Date
03-21-1975 03-21-2010
04-13-1994
03-21-1975



Matt Ray, Deputy Commissioner
Licensing Division

Signature required on wallet license.

Cut along exterior dotted line and fold in the middle.

Texas Department of Insurance

License Number: 5900

SPILMAN-MILLS INC
521 S 77 SUNSET STRIP
HARLINGEN TX 78550

Signature of Licensee

Texas Department of Insurance
SPILMAN-MILLS INC

License Number: 5900

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for Effective Date Expiration Date
General Lines Agency 03-21-1975 03-21-2010
Life, Accident, Health & HMO 04-13-1994
Property and Casualty 03-21-1975

Matt Ray, Deputy Commissioner

ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
04/17/2007

PRODUCER (956)423-0490 FAX (956)423-7668

Ins. Associates of the Valley
521 S. 77 Sunshine Strip
Harlingen, TX 78550

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURERS AFFORDING COVERAGE

NAIC #

INSURED Insurance Assoc Of The Valle
Spilman-Mills Inc/dba
521 So. 77 Sunshine Strip
Harlingen, TX 78550

INSURER A: Allstate Insurance Co.
INSURER B: GREAT AMERICAN E&S INS. CO.
INSURER C:
INSURER D:
INSURER E:

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	GENERAL LIABILITY	050 781901	02/17/2008	02/17/2009	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (Any one person) \$ 5,000
					PERSONAL & ADV INJURY \$ 1,000,000
					GENERAL AGGREGATE \$ 2,000,000
					PRODUCTS - COMP/OP AGG \$ 2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC				
	AUTOMOBILE LIABILITY				COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident) \$
	GARAGE LIABILITY				AUTO ONLY - EA ACCIDENT \$
	<input type="checkbox"/> ANY AUTO				OTHER THAN AUTO ONLY: EA ACC \$
					AGG \$
A	EXCESS/UMBRELLA LIABILITY	049914111	02/17/2008	02/17/2009	EACH OCCURRENCE \$ 2,000,000
	<input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				AGGREGATE \$ 2,000,000
	<input type="checkbox"/> DEDUCTIBLE				\$ 0
	<input checked="" type="checkbox"/> RETENTION \$ 10,000				\$
					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY				WC STATU-TORY LIMITS OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?				E.L. EACH ACCIDENT \$
	If yes, describe under SPECIAL PROVISIONS below				E.L. DISEASE - EA EMPLOYEE \$
					E.L. DISEASE - POLICY LIMIT \$
3	OTHER E & O LIABILITY	TER925-66-32	04/17/2007	06/17/2008	1,000,000 LIMIT EACH CLAIM 1,000,000 AGGREGATE 10,000 DEDUCTIBLE EACH CLAIM

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

CERTIFICATE HOLDER

CANCELLATION

EVIDENCE OF INSURANCE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

Arnie Olivarez 

IMPORTANT

If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

DISCLAIMER

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

**Shepard Walton
King**

CAMERON INVESTMENT COMPANY, INC. DBA

SHEPARD WALTON KING

INSURANCE GROUP

TEXAS SOUTHMOST COLLEGE DISTRICT

INSURANCE PROPOSAL FOR WINDSTORM & HAIL INSURANCE TSC#08-03

Due: April 17, 2008

Effective Date: May 1, 2008

Submitted By:

**CAMERON INVESTMENT COMPANY, INC. DBA
SHEPARD WALTON KING INSURANCE GROUP**

Raul Cabaza III, CIC – Vice President

**801 N. Main / P.O. Box 1630
McAllen, Texas 78501**

Tel. (956) 682-2841

Fax (956) 630-4015

This proposal represents only a summary of proposed policies and is not a contract. This summary is provided to help you understand the insurance program proposed. Please refer to or request copies of specimen policies that would be issued to you for specific terms, conditions, limitations and exclusions that apply in the case of a loss event. Higher limits, alternate deductibles and additional coverage may be available to you and can be requested by contacting our office.

TEXAS SOUTHMOST COLLEGE DISTRICT

IMPORTANT NOTICE

The enclosed proposal is provided to present an overview of certain terms of your policy. It is not intended to describe all terms, conditions and exclusions of the policy, so please review specimen policy forms.

While we have made every effort to provide a policy that affords broad protection in a cost conscious fashion, there may be certain terms and conditions that require further discussion and clarification.

The language used in this quotation form is not an exact reproduction of the insuring agreement nor the exclusions used in the company forms. The policy language will always supersede this document.

Since it is to our mutual benefit to avoid possible misunderstandings, we will be pleased to answer any questions about your coverage, or refer your inquiry to the carrier for a response.

**CAMERON INVESTMENT COMPANY, INC. DBA
SHEPARD WALTON KING INSURANCE GROUP**

TEXAS SOUTHMOST COLLEGE DISTRICT

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 - g. Insurance Agency Questionnaire
 - h. Certificate of Liability Insurance
 - i. Certificate of E&O Insurance
 - j. Copy of license

- II Windstorm & Hail - Option I**
 - Texas Windstorm Insurance Association

- III Windstorm & Hail - Option II**
 - Lloyds of London

RAUL CABAZA, III

CERTIFIED INSURANCE COUNSELOR

VICE-PRESIDENT/PARTNER

SHEPARD WALTON KING INSURANCE GROUP

Raul Cabaza is a Certified Insurance Counselor specializing in insurance placement for school districts, utilities, non-profit organizations, medical services, contractors and wholesale/retail sales operations.

- Business Experience:** July 1987 to October 1991 – The Hartford
October 1991 to Present – Shepard Walton King
- Insurance Practice:** Property
Errors and Omission/Directors and Officers Liability
General Liability
Fleet
Workers Compensation
Crime/Fidelity
Life & Health
- Consulting Services:** Develop and Review Insurance Programs
Risk Control Education Programs
Claim Status Reviews
- Primary Accomplishments:** Stockholder – Vice President
Long-Term Customer Relationships
Father and Husband 23 years
- Licensing/Certificates:** Certified Insurance Counselor
General Lines Agent
Limited Lines Agent
Risk Manager
Life & Health Insurance Counselor
- Current Community Service:** Vice Chair – Knapp Medical Foundation
2008 Chair -McAllen Mayors Prayer Luncheon Committee
Chair Harvest Night Steering Committee 2002
Finance Committee/ Lector –St. Pius X
2008 Chairman – Su Casa de Esperanza
Member – Weslaco Civil Service Commission
Fore-Person –Grand Jury 92nd District Court July 2001 Term
Early Ballot Voting Board – Judge – Weslaco City/School
Texas Political Subdivisions – Agent Advisory Council
- Education:** Bachelor of Business Administration Finance
Pan American University
Edinburg, Texas (1987)
- Continuing Education:** Society of Certified Insurance Counselors
Insurance Carrier and Association Sponsored Programs

Introduction of the Servicing Team

Account Manager (McAllen, Texas)

Coordinates Placement of insurance coverage, marketing and underwriting activities, customer relations, claims reviews, and coverage questions. Policy changes, requests for endorsements, Certificates of Insurance, additional insureds, etc. should be routed through your Account Manager/Coordinator, Raul Cabaza, III.

Raul Cabaza, III, CIC

Certified Insurance Counselor (McAllen)

Coordinates underwriting activities, assists Account Manager with underwriting activities, coordinates account information management, endorsements, audits, claims filing, billings and other concerns.

Arnetta Oropeza, CIC, CRM

Operational Back Up Staff:

Cris Palacios, CISR (McAllen)

Risk Control Department (McAllen)

**Juan Davila, Sr.
Risk Control Consultant**

Our local office is also staffed with a Loss Control Consultant that will be available to assist your risk management personnel for a fee. Although, the carrier favored with the School District's account is primarily responsible for offering and providing you with accident prevention services and programs to help you reduce the frequency and severity of accidents in your District.

OUTLINE OF SERVICES:

Engineering Services and inspections are handled by the carrier's personnel after proper notification has been given to Mr. Cabaza and District personnel. The carrier favored with the District's account is primarily responsible for offering accident prevention services at no cost to you. Our local office is also staffed with a Loss Control Consultant that will be available to assist your risk management personnel for a fee.

Claims, suits and/or citations are processed through your local service team. Diligent effort is made to file all claims or suits on the same day they are received. The carrier's duly licensed adjusters or claims litigation departments handle acknowledgement and coverage determination. Depending on the type or severity of the claim, it is either handled by the company's adjuster or assigned to a local licensed adjuster for investigation. Claims settlement procedures: Property/Casualty settlement procedures for licensed carriers in Texas are regulated by the Department of Insurance.

QUALIFICATION OF AGENT:

- 1) Cameron Investment Company, Inc. dba Shepard Walton King Insurance Group is a licensed property and casualty insurance agency of Texas.
- 2) Shepard Walton King Insurance Group carries Errors and Omissions coverage with a limit of \$4,000,000 annual aggregate and \$25,000 deductible each claim. A Certificate for this coverage is available upon request.
- 3) Cameron Investment Company, Inc. has been doing business in the Rio Grande Valley since 1937.
- 4) Cameron Investment Company, Inc. dba Shepard Walton King Insurance Group with the same principals and staff have been servicing public entity and governmental units for over 16 years. Our public entity service team has over 83 years of combined experience gained through serving hundreds of companies and managing accounts ranging from banking to energy, manufacturing to health care, public governmental units to public and private education units, utility districts to electronics industries.

Overseen by an Account Manager, the client's individual account service team is selected according to the experience and technical capabilities required. Resumes of your proposed account representatives are included in the following pages.

ARNETTA OROPEZA
CERTIFIED INSURANCE COUNSELOR

ACCOUNT EXECUTIVE
SHEPARD WALTON KING INSURANCE GROUP

Technical Experience: 1985 to Present
Shepard Walton King Insurance Group (formerly Alexander & Alexander of Texas, Inc.)

1985 Life & Health Insurance department

1986 Commercial Lines

1991 Account Executive – Large Commercial Accounts

Duties:

-Account Analysis and Surveys

-Marketing / Rating

-Correspondance

-Invoicing

-Review of loss experience

Responsible for long term clients as follows:

1995 to Present – Knapp Medical Center

1991 to Present – Inter National Bank

1993 to Present – City of McAllen / Agent of Record

1995 to Present – Rio Grande Valley Sugar Growers

1995 to Present – Bridgepoint Condominium Association

Licenses Held: Solicitor's License

Designations Held: Certified Insurance Counselor (CIC)
Certified Risk Manager (CRM)

Education: Clinton High School, Clinton, WI
Class Valedictorian - 1982

Certified Insurance Counselor courses 1991-1995
Designation obtained in 1995

Certified Risk Manager courses 2000-2004
Designation obtained in 2004

Continuing Education Courses in the form of James K. Ruble Seminars, Certified Insurance Counselor or Certified Risk Manager courses on an annual basis since 1991.

ACCOUNT ASSOCIATE/COMMERCIAL INSURANCE SERVICES

Licenses Held: General Lines Agent – Property and Casualty

Designations Held: Certified Insurance Service Representative (CISR)

Technical Experience: 1985 - Present
Shepard Walton King Insurance Group (Formerly – Alexander & Alexander of Texas, Inc.) Experience in all lines of commercial insurance, including marketing, rating, correspondence, filing, invoicing, bonding, file organization and documentation, account analysis and surveys, customer relations and service. Specializing in large accounts – public entities and schools. Recipient of Technical Excellence Award in 1988. Earned Certified Insurance Services Representative designation in 1991.

1967 – 1985
Whitsitt, Ralston & Stiff Agency – Specialized in personal and commercial property lines of insurance only; same responsibilities as above until 1975 when units reorganized and transferred to Commercial Department where I acquired experience in all lines of commercial property and casualty insurance.

1966 – 1967
Hidalgo Export company (export business belonging to one of the principals of Whitsitt, Ralston & Stiff Agency). Secretarial duties and light bookkeeping – gradually phased into insurance business.

1965 – 1966
Dr. Ivan Kuhl – Receptionist duties including mailing statements, light bookkeeping, answering phone, greeting patients, opening office and setting up lab equipment and supplies and assisting doctor in certain procedures.

Education: McAllen High School
McAllen Business College
Continuing Education Courses (Annually)
IIAT Course work

SR. LOSS CONTROL CONSULTANT

Education:

1981 – Present
Texas Education Agency Tested
Professional Truck Driver Course Instructor
through Canadian Safety Council; National Safety Council
Texas Dept. of Health – EMT Certification
Texas Safety Assoc. – Forklift Truck Operator Teaching Certificate
American Red Cross – Instructor Multimedia First Aid
Texas Workers Comp Commission – Field Safety Representative; and
Approved Professional source for Extra Hazardous Employers
Seminar on Safety & Health Management Program 1992

1981-1974
Attended Department of Transportation Seminars
Attended Texas A&M Sponsored DPS and FBI Seminars

1970 – Certified Peace Officer

1964-1969
Pan American University, Edinburg, Texas
Edinburg, High school

Experience:

1993 – Present:
Shepard Walton King Insurance Group
(Formerly Alexander & Alexander of Texas, Inc.)
Sr. Loss control Consultant
1991-1993: Texas Citrus & Vegetable Insurance Exchange:
Loss Control Manager
1973-1991: Rio Grande Valley Sugar Growers, Inc.
Safety Coordinator sugar mill operations, including training in
Farm Safety, Industrial Safety, Machine Shop safety, Welding
Safety, Dept. of Transportation Rules & Regulations/semi-trailer
driving, Chemical Safety, Pesticide Safety, Back Injury
Prevention, Confined Space Entry, and Mobile Crane Safety;
Transportation Foreman, 1974; and Warehouse Supervisor, 1973.
1970-1973: Mercedes Police Department
Safety Officer/Sergeant Rank

Professional Affiliations:

American Society of Safety Engineers
Past Industrial Accident Board – Employers Advisory Council
Texas Workers Comp Commission – Professional Safety Source
Texas Schools Risk Manager Association

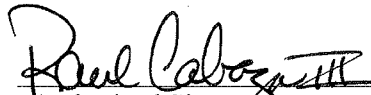
ANTI-COLLUSION CERTIFICATION

By submission of this proposal, the Proposer certifies that:

1. This proposal has been independently arrived at without collusion with any other Proposer or with any competitor;
2. This proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of proposals for this project, to any other proposer competitor or potential competitor;
3. No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a proposal;
4. The person signing this proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the proposer as well as to the person signing in its behalf.

Cameron Investment Company, Inc. dba
Shepard Walton King Insurance Group

Company Name



Authorized Signature

801 N. Main, McAllen, TX 78501

Address

Raul Cabaza, III - Vice President

Type Signatory's Name & Title

(956) 682-2841

Telephone Number

Raul Cabaza III

Agent Name

(956) 682-2841

Telephone Number

801 N. Main, McAllen, TX 78501

Agent Address

(956) 630-4015

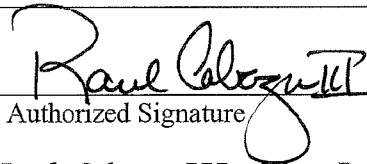
Fax Number

PROPOSAL VARIATION STATEMENT

I certify that all specified coverage and services will be provided except as indicated below. If needed, please add a separate sheet(s) to explain reasons why your proposal differs from criteria outlined in the specifications.

Proposals valid until 5-1-08.

Cameron Investment Company, Inc. dba
Shepard Walton King Insurance Company
Company Name


Authorized Signature

801 N. Main, McAllen, TX 78501
Address

Raul Cabaza III, Vice President
Type Signatory's Name & Title

04-16-08
Date

(956) 682-2841
Agent's Telephone

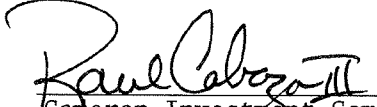
(956) 630-4015
Agent's Facsimile

INSURANCE AGENCY QUESTIONNAIRE

- A. Who will have primary responsibility for the District's account? Raul Cabaza III, CIC
Licensed Risk Manager
1. Number of years in the insurance business: 21
 2. Insurance background: Manages large property/casualty accounts; incl. public
 3. Educational background: BBA Finance, CIC Designation, Continuous Prof. Devel
 4. Number of other public entities serviced: 13
- B. Who will be the back up person for the District's account? Arnetta Oropeza, CIC
1. Number of years in the insurance business: 23
 2. Insurance background: Service of large property/casualty, public entity acct
 3. Educational background: See resume
 4. Number of other public entities serviced: 8 school districts; 2 other public entity
- C. How many Texas school districts does your agency (this office, if a national broker) provide coverage on behalf of: 17
- D. What is your (this office, if a national broker) estimated premium volume with Texas school districts: \$5,000,000.
Other public entities: included
- E. Has your agency been licensed to conduct fire/casualty insurance in Texas for the past five years? X Yes No
- F. Has your agency produced a minimum annual gross fire and casualty premiums income of at least \$1,000,000 average for each of the past three years? X Yes No
- G. The District will expect an annual summary of premium and losses by coverage.
- H. Please attach a copy of the following documents:
1. A copy of the current license.
 2. A certificate for agent's errors and omissions coverage insured for at least \$2,000,000 aggregate limit.

General Certifications

1. Do you acknowledge that unless you have specifically made comment otherwise, you will be held to strict compliance with these specifications? Yes No

Signature: 
Agent: Cameron Investment Company, Inc. dba
Shepard Walton King Insurance Group
Address: P.O. Box 1630, McAllen, TX 78505-1630
Telephone: (956) 682-2841
Facsimile: (956) 630-4015

ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID AO
SHEPA-5

DATE (MM/DD/YYYY)
04/15/08

PRODUCER
Shepard Walton King Ins Group*
1906B E. Tyler
P O. Box 1830
Harlingen TX 78550-1830
Phone: 956-423-8755 Fax: 956-428-0730

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED
Shepard Walton King Ins Group
Cameron Investment Co Inc dba
and Shepard & Walton Life Ins
Agency Inc.
Cameron Investment Co Inc DbA
P O Box 1830
Harlingen TX 78551

INSURERS AFFORDING COVERAGE

NAIC #

INSURER A: Union Standard Insurance Co.
INSURER B:
INSURER C:
INSURER D:
INSURER E:

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A	GENERAL LIABILITY	CPA426131011	01/17/08	01/17/09	EACH OCCURRENCE	\$ 1000000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (Any one person)	\$ 5000
					PERSONAL & ADV INJURY	\$ 1000000
					GENERAL AGGREGATE	\$ 2000000
					PRODUCTS - COMP/OP AGG	\$ 2000000
					GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	Emp Ben.
	AUTOMOBILE LIABILITY				COMBINED SINGLE LIMIT (Ea accident)	\$
	<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per person)	\$
	<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS					
	<input type="checkbox"/> NON-OWNED AUTOS					
	GARAGE LIABILITY				AUTO ONLY - EA ACCIDENT	\$
	<input type="checkbox"/> ANY AUTO				OTHER THAN EA ACC	\$
					AUTO ONLY: AGG	\$
	EXCESS/UMBRELLA LIABILITY				EACH OCCURRENCE	\$
	<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				AGGREGATE	\$
						\$
	<input type="checkbox"/> DEDUCTIBLE					\$
	<input type="checkbox"/> RETENTION \$					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY				WC STATU-TORY LIMITS	OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?				E.L. EACH ACCIDENT	\$
	If yes, describe under SPECIAL PROVISIONS below				E.L. DISEASE - EA EMPLOYEE	\$
	OTHER				E.L. DISEASE - POLICY LIMIT	\$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS
Insurance Agents including products &/or completed operations

CERTIFICATE HOLDER

CANCELLATION

Evidence of Coverage

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL _____ DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

SHEPARD WALTON KING INS GROUP

IMPORTANT

If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

DISCLAIMER

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
1/7/2008

PRODUCER (800)880-7428 FAX: (512)472-1563

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

LIAT Insurance Agency, Inc.
P.O. Box 684487
1115 San Jacinto #100
Austin TX 78768

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Westport Ins. Corporation	
INSURER B:	
INSURER C:	
INSURER D:	
INSURER E:	

INSURED
Shepard Walton King Insurance Group
Cameron Investment Co., Inc. dba
1906-B E. Tyler
Harlingen TX 78550

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS								
		GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC				EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$								
		AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$								
		GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$								
		EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$								
		WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				<table border="1"> <tr> <td>WC STATU-TORY LIMITS</td> <td>OTH-ER</td> </tr> <tr> <td>E.L. EACH ACCIDENT</td> <td>\$</td> </tr> <tr> <td>E.L. DISEASE - EA EMPLOYEE</td> <td>\$</td> </tr> <tr> <td>E.L. DISEASE - POLICY LIMIT</td> <td>\$</td> </tr> </table>	WC STATU-TORY LIMITS	OTH-ER	E.L. EACH ACCIDENT	\$	E.L. DISEASE - EA EMPLOYEE	\$	E.L. DISEASE - POLICY LIMIT	\$
WC STATU-TORY LIMITS	OTH-ER													
E.L. EACH ACCIDENT	\$													
E.L. DISEASE - EA EMPLOYEE	\$													
E.L. DISEASE - POLICY LIMIT	\$													
A		OTHER E&O Liability	WED4TX006031902	1/17/2008	1/17/2009	Limit each claim 3,000,000 Aggregate 6,000,000 Deductible 25,000/75,000								

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS

CERTIFICATE HOLDER

CANCELLATION

EVIDENCE OF COVERAGE

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AUTHORIZED REPRESENTATIVE
David Surles/HOL

David Surles

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Texas Department of Insurance
 Licensing Division, MC 107-1A
 333 Guadalupe • P. O. Box 149104
 Austin, Texas 78714-9104
 512-322-3503 telephone
 www.tdi.state.tx.us

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (TIC) Ch. 4054, including variable contracts.
 General Lines - P&C licensees may sell any line authorized by TIC Ch. 4051.
 Limited Lines licensees may sell any line authorized by TIC Secs. 4054.101 and 4051.101.

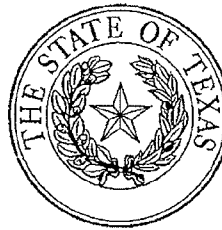
CAMERON INVESTMENT COMPANY INC
 P O BOX 1830
 HARLINGEN TX 78551

Texas Department of Insurance
CAMERON INVESTMENT COMPANY INC

License Number: 1324

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

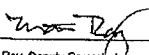

Licensed as Qualified for	General Lines Agency Life, Accident, Health & HMO Property and Casualty	Effective Date	Expiration Date
		11-20-1970	11-20-2009
		09-13-2002	
		11-20-1970	




 Matt Ray, Deputy Commissioner
 Licensing Division

Signature required on wallet license.

Cut along exterior dotted line and fold in the middle.

<p style="text-align: center;">Texas Department of Insurance</p> <p style="text-align: center;">License Number: 1324</p> <p style="text-align: center;">CAMERON INVESTMENT COMPANY INC P O BOX 1830 HARLINGEN TX 78551</p> <hr style="border: 0; border-top: 1px solid black; margin-top: 20px;"/> <p style="text-align: center;">Signature of Licensee</p>	<p style="text-align: center;">Texas Department of Insurance</p> <p style="text-align: center;">CAMERON INVESTMENT COMPANY INC</p> <p style="text-align: center;">License Number: 1324</p> <p>BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a</p> <table border="0" style="width: 100%;"> <thead> <tr> <th style="text-align: left;">Licensed as/Qualified for</th> <th style="text-align: left;">Effective Date</th> <th style="text-align: left;">Expiration Date</th> </tr> </thead> <tbody> <tr> <td>General Lines Agency</td> <td>11-20-1970</td> <td>11-20-2009</td> </tr> <tr> <td>Life, Accident, Health & HMO</td> <td>09-13-2002</td> <td></td> </tr> <tr> <td>Property and Casualty</td> <td>11-20-1970</td> <td></td> </tr> </tbody> </table> <p style="text-align: center;"> Matt Ray, Deputy Commissioner</p> <p style="text-align: right;"></p>	Licensed as/Qualified for	Effective Date	Expiration Date	General Lines Agency	11-20-1970	11-20-2009	Life, Accident, Health & HMO	09-13-2002		Property and Casualty	11-20-1970	
Licensed as/Qualified for	Effective Date	Expiration Date											
General Lines Agency	11-20-1970	11-20-2009											
Life, Accident, Health & HMO	09-13-2002												
Property and Casualty	11-20-1970												

WINDSTORM & HAIL SUBMISSION FORM

OPTION I

A. General Information

Windstorm & Hail Insurance is presently provided through the Texas Windstorm Insurance Association. The district wishes to renew their Windstorm & Hail Insurance through the Texas Windstorm Insurance Association and is seeking quotes to do so. Only quotes through the Texas Windstorm Insurance Association will be accepted.

There have been no property losses in the past five years.

B. Desired Program

1. Limits to Insure (See schedules in appendix): \$77,002,534.
2. Coverage is to be provided on a replacement cost basis.
3. Desired Deductible: 1% per item
Please provide alternate quotes at 2% and 5% deductibles.
4. Co-insurance should be at 80%, except it should be waived on items where co-insurance is shown as waived on the schedule. Note: On structures where co-insurance is waived, the replacement cost shown on the schedule is to be shown as the basis for the waived co-insurance.
5. The proposal MUST include a copy of the TWIA rate sheets to be considered.

C. Proposed Policy Questionnaire

1. Does the quote reflect 80% co-insurance on all items, Yes No
Except on buildings where total insured values exceed \$4,000,000?
2. Is co-insurance waived on all items shown with waived Yes No
co-insurance on the schedule in the appendix ?
3. Is the basis of recovery replacement cost new, both on Yes No
building and contents?
4. Have TWIA rate sheets been submitted? Yes No
5. Will your agency take all photographs needed for Yes No
Placement of coverage at no charge to the district?

Windstorm & Hail

Limit of Insurance: \$77,002,534.
Proposed Deductible: 1% per item, subject to \$1,000. min per item.
Proposed Premium: \$570,239.
Policy Term: 05-01-08/09

D. Exact Name of Insurer *(not company group or wholesaler)*

Texas Windstorm Insurance Association

E. A. M. Best's Rating on RFP due date.

Not Applicable

F. Deviation from Specifications

Please describe coverage deviations, restrictions, modifications, recommendations, not outlined in your answers above or provide any other information you feel is appropriate that will clarify the proposal or benefit *Texas Southmost College District*. Attach additional page if necessary.

Alternate Quotes:

2% Deductible - \$545,968.

5% Deductible - \$493,486.

TEXAS SOUTHMOST COLLEGE DISTRICT

WINDSTORM & HAIL

Option I

Insurance Company: Texas Windstorm Insurance Assoc.
A.M. Best Rating: Not Applicable

Limits: \$77,002,534. (See Schedule)

Deductibles: 1% Per item, subject to \$1,000. minimum per item

Valuation: Replacement Cost

Co-Insurance: 80%, except waived on structures valued over \$4,000,000.

Coverage: Windstorm, Hurricane & Hail

Premium: \$570,239.

Increased Cost of Construction available at following additional premiums:

% of Building Limit	Rate as % of Building Prem.
5%	7%
10%	11.6%
15%	14%
25%	15.7%

Note: Increased Cost of Construction can be elected on individual buildings.

SUBJECT TO:

1. Check for annual premium to be submitted with application.
2. WPI-8 Certificates of Compliance are required for any structural repairs or addition performed since last renewal.

**R.N. Jones
Agency, Inc.**

**TEXAS SOUTHMOST COLLEGE
DISTRICT**

80 Fort Brown
Brownsville, Texas 78520

SPECIFICATIONS

**Windstorm and Hail Insurance Through
Texas Windstorm Insurance Association**

TEXAS SOUTHMOST COLLEGE DISTRICT

TERMS AND CONDITIONS

Texas Southmost College District requires the following terms and conditions from each vendor responding to the Windstorm and Hail Insurance through Texas Windstorm Insurance Association proposal.

1. The District reserves the right to increase and/or decrease the number of units of each item on the basis of the unit price quoted at any time during the Fiscal Year.
2. Proposals must be FOB, Texas Southmost College District Office, 80 Fort Brown, Brownsville, Texas 78520 and delivery must be made in accordance with the specifications provided for each project.
3. All proposals will remain firm for a period of forty-five (45) days and may not be withdrawn for a period of forty-five (45) days.
4. Proposals must be signed, dated, and submitted prior to deadline to be considered valid.
5. All proposals must include a general liability policy with Texas Southmost College District named additionally insured. Such policy shall not be less than \$1,000,000 of coverage.
6. Substitutions will not be allowed after a proposal has been submitted for consideration.
7. All addenda and/or cancellations will be issued in writing by Texas Southmost College District or its designee.
8. The District reserves the right to reject any and all proposals.

TEXAS SOUTHMOST COLLEGE DISTRICT

**Windstorm & Hail Insurance
Texas Windstorm Insurance Association**

Request for Proposals (RFP) Specifications

RFP # TSC 08-03

Policy Inception: May 1, 2008

Proposals due: 2:30 p.m. on April 17, 2008

TABLE OF CONTENTS

<u>Description</u>	<u>Page</u>
General Requirements & Instructions.....	3
Anti-Collusion Certification.....	6
Proposal Variation Statement.....	7
Insurance Agency Questionnaire.....	8
Windstorm & Hail.....	10

Exhibits

- A. Property Schedule

GENERAL REQUIREMENTS / INSTRUCTIONS

A. General Information

Texas Southmost College District -Windstorm & Hail Insurance is presently provided through the Texas Windstorm Insurance Association. The district has All Other Perils coverage and excess windstorm and flood insurance in place through the University of Texas System which requires that the underlying windstorm coverage be provided through the Texas Windstorm Insurance Association. In this light, only quotes from the Texas Windstorm Insurance Association will be accepted.

In no case is it the desire of *Texas Southmost College District* for insurers to use illegal forms or in any manner to deviate from approved or acceptable insurance practice in the State of Texas.

B. Timetable

1. Specifications will be available on March 31, 2008.
2. Proposals are due at 2:30 p.m. on April 17, 2008. Sealed envelopes will be opened and disclosure of responses will be available after the board awards the contract. Please label any trade secrets or confidential information to avoid public disclosure.
3. Proposals will be considered at the board meeting on April 24, 2008. The selected proposer will be notified after the board meeting in which the contract is awarded
4. Binders are to be delivered to *Texas Southmost College District* on or before April 30, 2008.
5. Policies are due to *Texas Southmost College District* by August 15, 2008.

C. Selection

Texas Southmost College District reserves the right to accept or reject all or part of the proposals, waive technicalities, and award the proposal that best serves its interest. The contract will be awarded to the vendor who submits the most responsive proposal based on coverage, insurance company financial condition, reputation, and the quality of service.

D. Submission of Proposal

Proposals shall be submitted in a sealed envelope plainly marked “Proposal for Windstorm & Hail Insurance” and shall be submitted to:

Texas Southmost College District
Attn: Melba Sanchez, Assistant Vice President for Finance
80 Fort Brown
Brownsville, TX 78520

Proposals must be received at or before 2:30 p.m. on April 17, 2008. Telephone, telephonic email or fax proposals will not be accepted. *Texas Southmost College District* is not responsible for misdirected mail or packages. Any delay in mail or delivery is at the risk of the proposer. Proposals received after the deadline will be returned unopened.

E. Underwriting Information

Quotations shall be based on the underwriting information furnished in these specifications. Rating deviations from the attached spreadsheet will not be considered.

Due care and diligence have been used in preparation of the specifications and/or applications and the information contained therein is believed to be substantially correct. The ultimate responsibility, however, for determining the full extent of the exposures and the verification of information rests solely on the proposer.

F. Proposal

Proposals are to be submitted in accordance with these specifications. Any restrictions, deviations, or other modifications, which either restrict or broaden coverage, should be noted in the proposals. In the absence of notification of these modifications, companies will be held to the specifications.

G. Qualifications of Agents

The proposer must meet these qualifications:

1. The recording agent must have been licensed to conduct fire and casualty insurance business in Texas for the last five years.
2. The agency must be producing a minimum annual gross fire and casualty premium income of at least \$1,000,000 average for each of the past five years.

3. The agency must provide a Certificate of Errors and Omissions Coverage with the minimum limits of \$2,000,000 annual aggregate with a maximum deductible of \$50,000
4. Provide a description of your agency and resumes on the personnel who would be assigned to service *Texas Southmost College District*.
5. Provide information on Toll Free Services, such as claims handling, underwriting questions, endorsements, and loss control services.

H. Questions Concerning These Specifications

Question should be addressed to Melba Sanchez (956) 882-7306 melba.sanchez@utb.edu

I. General Policy Conditions

1. Name Insured and Address

Texas Southmost College District dba Texas Southmost College.

2. Term of Policy

Policy effective date is to be May 1, 2008 for a 1-year period with the option to renew for two annual terms at rates deemed acceptable by the district.

3. Cancellation Provisions

60 days notice of cancellation (except for non-payment) and 60 days notice of non-renewal or material change.

J. Disqualification Provision

It is necessary for the proposer/vendor to provide the documentation requested and complete response pages. Failure to comply may result in disqualification.

ANTI-COLLUSION CERTIFICATION

By submission of this proposal, the Proposer certifies that:

1. This proposal has been independently arrived at without collusion with any other Proposer or with any competitor;
2. This proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of proposals for this project, to any other proposer competitor or potential competitor;
3. No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a proposal;
4. The person signing this proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the proposer as well as to the person signing in its behalf.

R. N. Jones Agency, Inc.

Company Name


Authorized Signature

510 E. Harrison Avenue (78550)

Address

Sidney P. Brown PhD, CPCU, CIC, President

Type Signatory's Name & Title

P. O. Box 532267, Harlingen TX 78553-2267

956/423-1147

Telephone Number

Sidney P. Brown

Agent Name

956/423-1147

Telephone Number

510 E. Harrison Avenue (78550)

Agent Address

956/423-3906

Fax Number

P. O. Box 532267, Harlingen TX 78553-2267

PROPOSAL VARIATION STATEMENT

I certify that all specified coverage and services will be provided except as indicated below. If needed, please add a separate sheet(s) to explain reasons why your proposal differs from criteria outlined in the specifications.

For additional information concerning the reasons for some of these variations,
please see Section F of the Windstorm & Hail Submission Form.

TERMS AND CONDITIONS:

1. Will be done to the extent allowed by TWIA.
2. Will be done to the extent allowed by TWIA.
5. A copy of the existing general liability policy that can provide the additional insured status by policy provisions has been included. As this is not a normal request and the specific additional endorsement required has not been specified, the policy can be endorsed to comply with the specified requirements.

GENERAL REQUIREMENTS/INSTRUCTIONS

B. Timetable

(continued on attached page)

R. N. Jones Agency, Inc.

Company Name

P. O. Box 532267, Harlingen

Address

956/423-1147

Agent's Telephone



Authorized Signature

Sidney P. Brown PhD, CPCU, CIC, President

Type Signatory's Name & Title

4/17/2008

Date

956/423-3906

Agent's Facsimile

PROPOSAL VARIATION STATEMENT (CONTINUED)

4. A binder can probably be provided by TWIA. The earliest that the binder can be available is after the renewal application is sent to TWIA with full payment of premium and the binder may be mailed to the agent at that time. The binder can then be provided to Texas Southmost College District.

5. This will be done to the extent allowed by TWIA. Many factors not under the control of the agent can affect the availability of the policy. Situations such as the unavailability of a WPI-8 can delay or even exclude the availability of insurance on items.

I. General Policy Conditions

3. The cancellation provisions are not a part of the TWIA policy and are not available.

WINDSTORM & HAIL SUBMISSION FORM

B. Desired Program

1. The limits of insurance on five items have been increased by \$1.00, so the Limit of insurance is \$77,002,539 as specified in the rating sheets enclosed. The replacement cost submitted to TWIA for these five items will be increased by the same \$1.00. There are other items where the amount of insurance on an item can be increased by \$1.00 at a savings, but the amount of insurance on a corresponding item must be reduced by \$1.00 and this may be prohibited by the excess wind and hail policy.

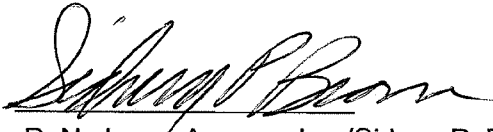


INSURANCE AGENCY QUESTIONNAIRE

- A. Who will have primary responsibility for the District's account? Sidney P. Brown, PhD, CPCU, CIC
1. Number of years in the insurance business: 30 Years
 2. Insurance background: Extensive experience in commercial property/casualty insurance.
 3. Educational background: Texas A&M University (BS in EE, MS in IE, and PhD in
 4. Number of other public entities serviced: One Operations Research)
- B. Who will be the back up person for the District's account? T. R. (Bob) Jones
1. Number of years in the insurance business: 60
 2. Insurance background: Extensive experience in commercial property/casualty insurance.
 3. Educational background: BS in Engineering at Rice Univ & Maryland Casualty Special
 4. Number of other public entities serviced: One Agents School.
- C. How many Texas school districts does your agency (this office, if a national broker) provide coverage on behalf of: None
- D. What is your (this office, if a national broker) estimated premium volume with Texas school districts: None
Other public entities: \$15,000
- E. Has your agency been licensed to conduct fire/casualty insurance in Texas for the past five years? XX Yes No
- F. Has your agency produced a minimum annual gross fire and casualty premiums income of at least \$1,000,000 average for each of the past three years? XX Yes No
- G. The District will expect an annual summary of premium and losses by coverage.
- H. Please attach a copy of the following documents:
1. A copy of the current license.
 2. A certificate for agent's errors and omissions coverage insured for at least \$2,000,000 aggregate limit.

General Certifications

1. Do you acknowledge that unless you have specifically made comment otherwise, you will be held to strict compliance with these specifications? XX Yes ____ No

Signature: 
Agent: R. N. Jones Agency, Inc./Sidney P. Brown PhD, CPCU, CIC
Address: 510 E. Harrison (78550), P. O. Box 532267, Harlingen TX 78553-2267
Telephone: 956/423-1147
Facsimile: 956/423-3906

WINDSTORM & HAIL SUBMISSION FORM

A. General Information

Windstorm & Hail Insurance is presently provided through the Texas Windstorm Insurance Association. The district wishes to renew their Windstorm & Hail Insurance through the Texas Windstorm Insurance Association and is seeking quotes to do so. Only quotes through the Texas Windstorm Insurance Association will be accepted.

There have been no property losses in the past five years.

B. Desired Program

1. Limits to Insure (See schedules in appendix): \$77,002,534.
2. Coverage is to be provided on a replacement cost basis.
3. Desired Deductible: 1% per item
Please provide alternate quotes at 2% and 5% deductibles.
4. Co-insurance should be at 80%, except it should be waived on items where co-insurance is shown as waived on the schedule. Note: On structures where co-insurance is waived, the replacement cost shown on the schedule is to be shown as the basis for the waived co-insurance.
5. The proposal MUST include a copy of the TWIA rate sheets to be considered.

C. Proposed Policy Questionnaire

1. Does the quote reflect 80% co-insurance on all items, XX Yes No
Except on buildings where total insured values exceed \$4,000,000?
2. Is co-insurance waived on all items shown with waived XX Yes No
co-insurance on the schedule in the appendix ?
3. Is the basis of recovery replacement cost new, both on XX Yes No
building and contents?
4. Have TWIA rate sheets been submitted? XX Yes No
5. Will your agency take all photographs needed for XX Yes No
Placement of coverage at no charge to the district?

Windstorm & Hail

Limit of Insurance:	<u>\$77,002,539</u>	<u>\$77,002,539</u>	<u>\$77,002,539</u>
Proposed Deductible:	<u>1% per item</u>	<u>2% per item</u>	<u>5% per Item</u>
Proposed Premium:	<u>\$558,140.00</u>	<u>\$534,451.00</u>	<u>\$482,797.00</u>
Policy Term:	<u>5/1/08 to 5/1/09</u>	<u>5/1/08 to 5/1/09</u>	<u>5/1/08 to 5/1/09</u>

D. Exact Name of Insurer (not company group or wholesaler)

Texas Windstorm Insurance Association

E. A. M. Best’s Rating on RFP due date. Not applicable

F. Deviation from Specifications

Please describe coverage deviations, restrictions, modifications, recommendations, not outlined in your answers above or provide any other information you feel is appropriate that will clarify the proposal or benefit *Texas Southmost College District*. Attach additional page if necessary.

The Texas Windstorm Insurance Association (TWIA) has no agents. No insurance agent has the authority to make any commitments for TWIA concerning many situations including future rate, the length of time a proposal is valid or even issue a binder. As a result, all of the variations involving TWIA are applicable to any agent.

T. R. (Bob) Jones wrote the first policy issued by the Texas Catastrophe Property Insurance Association (TCPIA policy number 00001 effective June 4, 1971) through this agency. As TCPIA was the predecessor of TWIA, no other agency has experience with TWIA as long as this agency. R. N. Jones Agency, Inc. is a family agency that has been providing superior service for more than 50 years. The personnel from the agency can be available at any time to answer questions, request endorsements, or offer loss control services. Sidney P. Brown is also licensed as a risk manager. (Continued)

F. Deviation from Specifications (Continued)

Additional information will be required from Texas Southmost College District to finalize the policy. The renewal application requires that any additions or repairs that require certification be identified, so this information will need to be known. There were some buildings on the schedule that had a significant increase in the amount of insurance. This might indicate that there were some additions or improvements made to these buildings. Hopefully any required certifications are already available. If not, the items can be bound by TWIA for 60 days pending receipt of the certifications. Under certain situations, TWIA might extend the 60 days. Failure to provide the required certifications will result in the need to cancel coverage on the items to avoid cancellation of the policy. Additional information can be provided if needed.

The construction of several buildings is listed as HC and the prior policy was based upon this construction classification. The Insurance Service Office (ISO) does not recognize HC as a construction classification. In other cases, the recognized construction classification of the building is based on the criteria of the old Texas construction classification. There has been pressure from ISO for TWIA to no longer use the old Texas construction classification such as HC and to have ISO inspect any buildings that have a published rate based on the old criteria. In most cases, TWIA has renewed policies using the construction classifications of the expiring policies. The old construction classifications such as HC still appear on the TWIA web site. Should TWIA choose to require the ISO ratings, the premium could be changed.

Payment of the full premium is due prior to the application being submitted. Failure to provide the full premium can delay the effective date of the policy.

TWIA specifies that there can be no new or increased coverage if there is a storm in the gulf (I can provide additional information on their criteria if needed). In the remote chance that there is such a storm at the time the application is sent to TWIA and continues through the inception date, the increased amounts of insurance cannot be provided (I can provide additional information on their criteria if needed).

6	ITECC Center	Brownsville	Cameron	TX	78520	ITECC Center	Brick	602,701	2	1972	\$ 60,154,900	\$ 1,614,848	\$ 3,800,000	Waived	\$ 200,000	Waived
	301 Mexico Blvd. TR	Brownsville	Cameron	TX	78520	Auto Mechanics (Wards out building)	SVMR	16,444	1	1980	\$ 1,398,250	\$ 37,536	\$ 1,398,250	80%	\$ 37,536	80%
	301 Mexico Blvd. 2R	Brownsville	Cameron	TX	78520	UT Brownsville Vacant (Payless out bldg)	Brick	3,070	1	1980	\$ 255,000	\$ 6,845	\$ 255,000	80%	\$ 6,845	80%
	301 Mexico Blvd. 3R	Brownsville	Cameron	TX	78520	Auto Body Shop (JCPenney out-build)	Brick	10,000	1	1974	\$ 1,000,000	\$ 18,825	\$ 1,000,000	80%	\$ 18,825	80%
	SUBTOTAL										\$ 62,808,150	\$ 1,878,054				
7	Dormitories	Brownsville	Cameron	TX	78520	Previous Holiday Inn										
						Main Hotel Bldg (48 rooms) interior	BV	20,160	3	1963	\$ 1,512,000	\$ 40,589	\$ 1,512,000	80%	\$ 40,589	80%
						Hotel (52 rooms) exterior corridors	BV	21,840	3	1963	\$ 1,638,000	\$ 43,972	\$ 1,638,000	80%	\$ 43,972	80%
						Hotel (68 rooms) interior corridors	BV	28,560	2	1963	\$ 2,142,000	\$ 57,502	\$ 2,142,000	80%	\$ 57,502	80%
						Restaurant/Lounge/Meeting	BV	18,650	1	1963	\$ 1,398,750	\$ 37,549	\$ 1,398,750	80%	\$ 37,549	80%
						Laundry/Maintenance	BV	2,000	1	1963	\$ 150,000	\$ 4,027	\$ 150,000	80%	\$ 4,027	80%
	SUBTOTAL										\$ 6,840,750	\$ 183,639				
8	Cueto Bldg	Brownsville	Cameron	TX	78520	Cueto Building-historical bldg un	Brick	8,500	2	1883	\$ 425,000	\$ 11,409	\$ 425,000	80%	\$ 11,409	80%
	SUBTOTAL										\$ 425,000	\$ 11,409				
9	Port Mansfield	Port Mansfield	Willacy	TX	78598	Duplex Housing	Brick	3,224	2	1984	\$ 257,920	\$ 4,327	\$ 257,920	80%	\$ 4,327	80%
						Bachelors Quarter	Brick	1,697	1	1984	\$ 135,760	\$ 2,278	\$ 135,760	80%	\$ 2,278	80%
						Administration/Shop	Brick	1,496	1	1984	\$ 84,001	\$ 2,003	\$ 84,001	80%	\$ 2,003	80%
						Detached Garage	Brick	484	1	1984	\$ 24,200	\$ 650	\$ 24,200	80%	\$ 650	80%
						Storage Building	Brick	400	1	1984	\$ 16,394	\$ 322	\$ 16,394	80%	\$ 322	80%
						Storage Building	Brick	240	1	1984	\$ 12,000	\$ 322	\$ 12,000	80%	\$ 322	80%
						Storage Building	Brick	80	1	1984	\$ 5,688	\$ 107	\$ 5,688	80%	\$ 107	80%
	SUBTOTAL										\$ 535,963	\$ 10,014				
10	Raymondville	Raymondville	Willacy	TX	78580	Previously Wal-Mart store	Brick	30,000	1	1986	\$ 1,280,000	\$ 18,558	\$ 1,280,000	80%	\$ 18,558	80%
	SUBTOTAL										\$ 1,280,000	\$ 18,558				
											\$ 151,573,426	\$ 3,991,948	\$ 74,542,547		\$ 2,459,987	TWIA Limit
															\$ 77,002,534	

\$ 155,565,372



Texas Department of Insurance
 Licensing Division, MC 107-1A
 333 Guadalupe • P. O. Box 149104
 Austin, Texas 78714-9104
 512-322-3503 telephone
 www.tdi.state.tx.us

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (TIC) Ch. 4054, including variable contracts.
 General Lines - P&C licensees may sell any line authorized by TIC Ch. 4051.
 Limited Lines licensees may sell any line authorized by TIC Secs. 4054.101 and 4051.101.

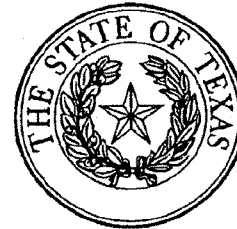
R N JONES AGENCY INC
 510 E HARRISON/BOX 532267
 HARLINGEN TX 78553

Texas Department of Insurance
R N JONES AGENCY INC

License Number: 3746

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as	General Lines Agency	Effective Date	Expiration Date
Qualified for	Property and Casualty	01-22-1982	01-22-2010
		01-22-1982	



Matt Ray

Matt Ray, Deputy Commissioner
 Licensing Division

Signature required on wallet license.

Cut along exterior dotted line and fold in the middle.

<p>Texas Department of Insurance</p> <p style="text-align: center;">License Number: 3746</p> <p>R N JONES AGENCY INC 510 E HARRISON/BOX 532267 HARLINGEN TX 78553</p> <p>_____ Signature of Licensee</p>	<p>Texas Department of Insurance</p> <p style="text-align: center;">R N JONES AGENCY INC</p> <p style="text-align: center;">License Number: 3746</p> <p>BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a</p> <table border="0"> <tr> <td>Licensed as/Qualified for</td> <td>Effective Date</td> <td>Expiration Date</td> </tr> <tr> <td>General Lines Agency</td> <td>01-22-1982</td> <td>01-22-2010</td> </tr> <tr> <td>Property and Casualty</td> <td>01-22-1982</td> <td></td> </tr> </table> <p style="text-align: right;"><i>Matt Ray</i></p> <p style="text-align: right;">Matt Ray, Deputy Commissioner</p>	Licensed as/Qualified for	Effective Date	Expiration Date	General Lines Agency	01-22-1982	01-22-2010	Property and Casualty	01-22-1982	
Licensed as/Qualified for	Effective Date	Expiration Date								
General Lines Agency	01-22-1982	01-22-2010								
Property and Casualty	01-22-1982									



Texas Department of Insurance

Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.state.tx.us

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code

(TIC) Ch. 4054, including variable contracts.

General Lines - P&C licensees may sell any line authorized by TIC Ch. 4051.

Limited Lines licensees may sell any line authorized by TIC Secs. 4054.101 and 4051.101.

SIDNEY PRESTON BROWN
PO BOX 532267
HARLINGEN TX 78553-2267

**Texas Department of Insurance
SIDNEY PRESTON BROWN**

License Number: 704144 NPN: 1114988

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as General Lines Agent
Qualified for Property and Casualty

Effective Date **Expiration Date**
01-22-1982 11-01-2008
01-22-1982



Matt Ray, Deputy Commissioner
Licensing Division

Signature required on wallet license.

Cut along exterior dotted line and fold in the middle.

Texas Department of Insurance

License Number: 704144 NPN: 1114988

SIDNEY PRESTON BROWN
PO BOX 532267
HARLINGEN TX 78553-2267

Signature of Licensee

Texas Department of Insurance

SIDNEY PRESTON BROWN

License Number: 704144 NPN: 1114988

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for **Effective Date** **Expiration Date**
General Lines Agent 01-22-1982 11-01-2008
Property and Casualty 01-22-1982

Matt Ray, Deputy Commissioner





Texas Department of Insurance

Licensing Division, MC 107-1A
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.state.tx.us

General Lines - LAH & HMO licensees may sell any line authorized by Texas Insurance Code (TIC) Ch. 4054, including variable contracts.

General Lines - P&C licensees may sell any line authorized by TIC Ch. 4051.

Limited Lines licensees may sell any line authorized by TIC Secs. 4054.101 and 4051.101.

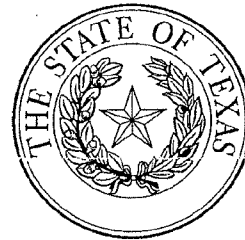
SIDNEY PRESTON BROWN
PO BOX 532267
HARLINGEN TX 78553-2267

**Texas Department of Insurance
SIDNEY PRESTON BROWN**

License Number: 91541 NPN: 1114988

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as	Risk Manager	Effective Date	Expiration Date
Qualified for		11-01-1988	11-01-2008




Matt Ray, Deputy Commissioner
Licensing Division

Signature required on wallet license.

Cut along exterior dotted line and fold in the middle.

Texas Department of Insurance

License Number: 91541 NPN: 1114988

SIDNEY PRESTON BROWN
PO BOX 532267
HARLINGEN TX 78553-2267

Signature of Licensee

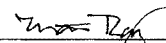
Texas Department of Insurance

SIDNEY PRESTON BROWN

License Number: 91541 NPN: 1114988

BE IT KNOWN, the above named, having fulfilled all requirements for licensure under the laws of the State of Texas, is authorized to engage in the business of insurance in the State of Texas as a

Licensed as/Qualified for	Effective Date	Expiration Date
Risk Manager	11-01-1988	11-01-2008


Matt Ray, Deputy Commissioner



ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
5/11/2007

PRODUCER
IIAT Insurance Agency, Inc.
 P.O. Box 684487
 1115 San Jacinto #100
 Austin TX 78768
 FAX (512) 472-1563

INSURED
R. N. Jones Agency, Inc.
 PO Box 532267
 Harlingen TX 78532267

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Westport Ins Corporation	
INSURER B:	
INSURER C:	
INSURER D:	
INSURER E:	

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS								
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC				EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$								
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$								
	GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$								
	EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$								
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				<table border="1"> <tr> <td>WC STATU-TORY LIMITS</td> <td>OTH-ER</td> </tr> <tr> <td>E.L. EACH ACCIDENT</td> <td>\$</td> </tr> <tr> <td>E.L. DISEASE - EA EMPLOYEE</td> <td>\$</td> </tr> <tr> <td>E.L. DISEASE - POLICY LIMIT</td> <td>\$</td> </tr> </table>	WC STATU-TORY LIMITS	OTH-ER	E.L. EACH ACCIDENT	\$	E.L. DISEASE - EA EMPLOYEE	\$	E.L. DISEASE - POLICY LIMIT	\$
WC STATU-TORY LIMITS	OTH-ER												
E.L. EACH ACCIDENT	\$												
E.L. DISEASE - EA EMPLOYEE	\$												
E.L. DISEASE - POLICY LIMIT	\$												
A	OTHER E & O Liability	WED4TX006849001	05/18/2007	05/18/2008	3,000,000 limit each claim 3,000,000 aggregate 5,000/15,000 deductible								

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS

CERTIFICATE HOLDER

EVIDENCE OF COVERAGE

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 0 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE
 David Surles/HOL *David Surles*

IMPORTANT

If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

DISCLAIMER

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

BUSINESS EXPERIENCE (Continued)

analysis of health claims processing systems including the utilization of forecasting techniques for receipt of claims and queuing theory applicable to claims flow.

Officer **United States Army, Various Locations** **Mar. 1970 to Sep. 1971**

Attended several schools in the United States and was then assigned to MACV Headquarters in Saigon for one year with the rank of Captain. Was the officer in charge of one of the four sections responsible for the computerized data base for all Military Intelligence information.

"Hired Gun" for H. Ross Perot **Electronic Data Systems, Dallas** **Sep. 1971 to Sep. 1978**

Assigned by Perot to any project having no direction, any account having major problems, or any problem needing to be solved. As an example of a project having no direction was a request by the Iranian government for EDS to propose providing services for the Iranian military. Since no one could determine what to propose, was sent with two others to Teheran, Iran to develop a proposal. Within a month, a proposal had been written to provide microfilm services to the Iranian navy producing the first EDS contract in Iran. An example of an account having major problems was an EDS claims processing operation for Medicaid in Louisiana being several hundred thousand dollars over budget. Implementation of a work measurement system, elimination of unnecessary operations by detailed analysis of the claims flow and improved scheduling of work resulted in the termination of several hundred employees which restored profitability to the account. An example of a problem needing to be solved was an EDS customer that was not profitable. An analysis of this Georgia insurance company was needed to determine why the rates being developed were not producing profits. A one week study of their operations revealed that the sales department was "adjusting" the rates downward (without authorization) to increase sales.

During this time, was involved with nearly every EDS account as well as consulting with most EDS customers. A summary of the industries, locations, and techniques utilized follows:

Wall Street Brokerage Firm	New York	Work Measurement
Education	Teheran, Iran	Surveys
Brewery	New York	Job Scheduling and
		Linear Programming
Health Claims Processing	California, New York, Georgia, Ohio	Forecasting, Work
	Massachusetts, Arkansas, Louisiana,	Measurement, ,
	and San Juan, Puerto Rico	Scheduling and Process
		Flow Charting
Prepaid Legal Services	Texas	Probability Theory
Pharmaceuticals	Louisiana	Sequential Sampling
		Model
Credit Unions	Texas	Work Measurement and
		Pricing Models
Microfilming	Texas, California, Texas	Pricing Models
Retail	Texas, Ohio	Linear Programming and
		Inventory Control

President of Insurance Agency **R. N. Jones Agency, Inc., Harlingen, TX** **Oct. 1978 to Present**

Responsible for the management of all operations of the agency. Utilization of numerous management techniques and implementation of computerized operations has produced an agency recognized by insurance companies and clients for the highest quality of service and professionalism. Professional designations as a Chartered Property and Casualty Underwriter (CPCU) and a Certified Insurance Counselor (CIC) have been acquired. In addition, has been a consultant for EDS pertaining to their flood insurance operations.

Currently hold licenses as a property and casualty agent as well as a risk manager.

BILL	POLICY NUMBER	TC	PRODUCER NUMBER	AC	ACCOUNT NUMBER	AUDIT
D	PAS 42174939		18132514		MO13608056-001-00001	NONE
BRANCH ZR SOUTHERN TEXAS						RENEWAL EFF 05/18/2007



ZURICH

MARYLAND CASUALTY COMPANY
PRECISION PORTFOLIO POLICY - COMMON DECLARATIONS
PRECISION AMERICA
OFFICE PROGRAM

This policy consists of the declarations as well as the coverage forms and endorsements listed on the Forms and Endorsements Applicable List.

NAMED INSURED AND MAILING ADDRESS
R. N. JONES AGENCY, INC. P. O. BOX 532267 HARLINGEN TX 78553-2267

AGENCY NAME AND SERVICING ADDRESS
R N JONES AGENCY INC PO BOX 532267 HARLINGEN TX 78553-2267 (956) 423-1147

BRANCH NAME AND SERVICING ADDRESS
SOUTHERN TEXAS OFFICE P.O. BOX 10197 JACKSONVILLE, FL 32247-0197 (800) 800-3907

POLICY PERIOD	
FROM	TO
05/18/2007 12:01 a.m.	05/18/2008 12:01 A.M.

BUSINESS ENTITY: CORPORATION

POLICY PREMIUMS

In return for the payment of the premium, and subject to all the terms of this policy, we agree with you to provide the insurance as stated in this policy.

This policy consists of the following coverage parts. This premium may be subject to adjustment.

	PREMIUM
COMMERCIAL PROPERTY AND GENERAL LIABILITY	\$ 1,834.00
COMMERCIAL UMBRELLA COVERAGE PART	\$ 900.00
PREMIUM SIZE CREDIT	\$ 19.00-
TERRORISM PREMIUM	\$ 46.00
TOTAL ANNUAL PREMIUM	\$ 2,761.00

Countersigned by <u><i>Schuyt Bern</i></u>	Date <u>5/18/2007</u>
Authorized Representative	

Includes copyrighted material of Insurance Services Office, Inc. with its permission
Copyright, Insurance Services Office, Inc., 1984.
Copyright, Maryland Casualty Company, 1992.

BILL	POLICY NUMBER	TC	PRODUCER NUMBER	AC	ACCOUNT NUMBER	AUDIT
D	PAS 42174939		18132514		M013608056-001-00001	NONE
BRANCH ZR SOUTHERN TEXAS						RENEWAL EFF 05/18/2007



PRECISION PORTFOLIO POLICY
COMMERCIAL GENERAL LIABILITY DECLARATIONS
PRECISION AMERICA
OFFICE PROGRAM

This coverage part consists of this declarations form, the common policy conditions, and the coverage forms and endorsements indicated as applicable on the forms list

COVERAGES AND LIMITS OF INSURANCE

Some of these coverages are sublimits or are subject to aggregate limits. Refer to your policy to determine how they apply.

GENERAL AGGREGATE	\$2,000,000
PRODUCTS AND COMPLETED OPERATIONS AGGREGATE	\$2,000,000
EACH OCCURRENCE	\$1,000,000
TENANTS LEGAL LIABILITY	\$1,000,000
MEDICAL EXPENSES - EACH PERSON	\$ 10,000
PERSONAL INJURY AND ADVERTISING INJURY	\$1,000,000

COMMERCIAL GENERAL LIABILITY

9S2008 Ed 3-00

INSURED'S COPY

04/12/2007

- g. All interest on the full amount of any judgment that accrues after entry of the judgment and before we have paid, offered to pay, or deposited in court the part of the judgment that is within the applicable limit of insurance.

These payments will not reduce the limits of insurance.

2. If we defend an insured against a "suit" and an indemnitee of the insured is also named as a party to the "suit", we will defend that indemnitee if all of the following conditions are met:

- a. The "suit" against the indemnitee seeks damages for which the insured has assumed the liability of the indemnitee in a contract or agreement that is an "insured contract";
- b. This insurance applies to such liability assumed by the insured;
- c. The obligation to defend, or the cost of the defense of, that indemnitee, has also been assumed by the insured in the same "insured contract";
- d. The allegations in the "suit" and the information we know about the "occurrence" are such that no conflict appears to exist between the interests of the insured and the interests of the indemnitee;
- e. The indemnitee and the insured ask us to conduct and control the defense of that indemnitee against such "suit" and agree that we can assign the same counsel to defend the insured and the indemnitee; and
- f. The indemnitee:

- (1) Agrees in writing to:

- (a) Cooperate with us in the investigation, settlement or defense of the "suit";
- (b) Immediately send us copies of any demands, notices, summonses or legal papers received in connection with the "suit";
- (c) Notify any other insurer whose coverage is available to the indemnitee; and
- (d) Cooperate with us with respect to coordinating other applicable insurance available to the indemnitee; and

- (2) Provides us with written authorization to:

- (a) Obtain records and other information related to the "suit"; and
- (b) Conduct and control the defense of the indemnitee in such "suit".

So long as the above conditions are met, attorneys' fees incurred by us in the defense of that indemnitee, necessary litigation expenses incurred by us and necessary litigation expenses incurred by the indemnitee at our request will be paid as Supplementary Payments. Notwithstanding the provisions of Paragraph 2.b.(2) of **SECTION I - COVERAGE A - BODILY INJURY AND PROPERTY DAMAGE LIABILITY**, such payments will not be deemed to be damages for "bodily injury" and "property damage" and will not reduce the limits of insurance.

Our obligation to defend an insured's indemnitee and to pay for attorneys' fees and necessary litigation expenses as Supplementary Payments ends when:

- a. We have used up the applicable limit of insurance in the payment of judgments or settlements; or
- b. The conditions set forth above, or the terms of the agreement described in Paragraph f. above, are no longer met.

SECTION II - WHO IS AN INSURED

1. If you are designated in the Declarations as:

- a. An individual, you and your spouse are insureds, but only with respect to the conduct of a business of which you are the sole owner.
- b. A partnership or joint venture, you are an insured. Your members, your partners, and their spouses are also insureds, but only with respect to the conduct of your business.
- c. A limited liability company, you are an insured. Your members are also insureds, but only with respect to the conduct of your business. Your managers are insureds, but only with respect to their duties as your managers.
- d. An organization other than a partnership, joint venture or limited liability company, you are an insured. Your "executive officers" and directors are insureds, but only with respect to their duties as your officers or directors. Your stockholders are also insureds, but only with respect to their liability as stockholders.

Your subsidiaries, and subsidiaries of subsidiaries, are insureds if:

- (1) They are legally incorporated entities; and
- (2) You own more than 50% of the voting stock in them as of the effective date of this policy.

If such subsidiaries are not shown in the Declarations, you must report them to us within 180 days of the inception of this policy.

2. Each of the following is also an insured:

- a. Your "employees", other than either your "executive officers" (if you are an organization other than a partnership, joint venture or limited liability company) or your managers (if you are a limited liability company), but only for acts within the scope of their employment by you or while performing duties related to the conduct of your business. However, none of these "employees" is an insured for:

(1) "Bodily injury" or "personal and advertising injury":

- (a) To you, to your partners or members (if you are a partnership or joint venture), to your members (if you are a limited liability company), or to a co-"employee" while that co-"employee" is either in the course of his or her employment or performing duties related to the conduct of your business;
- (b) To the spouse, child, parent, brother or sister of that co-"employee" as a consequence of Paragraph (1)(a) above;
- (c) For which there is any obligation to share damages with or repay someone else who must pay damages because of the injury described in Paragraphs (1)(a) or (b) above; or
- (d) Arising out of his or her providing or failing to provide professional health care services.

(2) "Property damage" to property:

- (a) Owned, occupied or used by,
- (b) Rented to, in the care, custody or control of, or over which physical control is being exer-

cised for any purpose by you, any of your "employees", any partner or member (if you are a partnership or joint venture), or any member (if you are a limited liability company).

- b. Any person (other than your "employee"), or any organization while acting as your real estate manager.

- c. Any person or organization having proper temporary custody of your property if you die, but only:

- (1) With respect to liability arising out of the maintenance or use of that property; and
- (2) Until your legal representative has been appointed.

- d. Your legal representative if you die, but only with respect to duties as such. That representative will have all your rights and duties under this Coverage Part.

- e. Any person or organization with whom you agree, because of a written contract, to provide insurance such as is afforded under this policy, but only with respect to liability arising out of your operations, "your work" or facilities owned or used by you.

This provision does not apply:

- (1) To any vendor, concessionaire, lessor of leased equipment, grantor of a franchise, engineer, architect or surveyor; or
- (2) Unless the contract has been signed prior to the date of "bodily injury", "property damage", or "personal or advertising injury".

- f. Any person or organization to whom you are obligated by virtue of a written "insured contract" to provide insurance such as is afforded by this policy, but only with respect to liability arising out of the ownership, maintenance, or use of that part of any premises leased to you. This does not apply to:

- (1) Any "occurrence" that takes place after you cease to be a tenant on those premises.
- (2) Structural alterations, new construction or demolition operations performed by or on behalf of such insured.

Budget Amendments



TEXAS SOUTHMOST COLLEGE DISTRICT

BOARD AGENDA REQUEST FORM

Department/Division: Finance Office/Partnership Affairs	Board Meeting Date: April 24, 2008
Agenda Item: Consideration and possible action on Budget Amendments for Fiscal Year 2008	
Rationale/Background: Request for budget amendment #08-001 to adjust expenditures in the General Fund, budget amendment #08-002 to transfer funds in the 2002/2006 General Revenue Bond Debt Service Fund to Campus Facilities and budget amendment #08-003 to transfer funds from the 2002/2006 General Revenue Bond Debt Service Fund and adjust expenditures for property acquisitions in the Campus Facilities Fund.	
Recommended Action: Motion to approve budget amendments #08-001, #08-002 and #08-003 for Fiscal Year 2008 as presented.	
Fiscal Implications: Budgeted Item: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> N/A If no, explain: Fund Balances in General Fund and in 2002/2006 General Revenue Bond Debt Service Fund reduced.	
Attachments (List): Budget Amendments: 08-001 General, 08-002 2002/2006 General Revenue Debt Service and 08-003 Campus Facilities.	

FOR OFFICE USE ONLY:

Board Action: Approved: Yes No N/A Tabled for action on: _____

Certified by: _____ **Title:** _____ **Date:** _____

**TEXAS SOUTHMOST COLLEGE
BUDGET AMENDMENT REQUEST
2007-2008**

Department: General Fund
Date: April 24, 2008

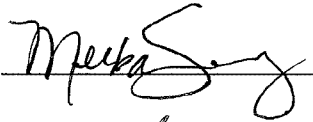
Item No.	Account Number	Account Title	Current Budget	Revenues	Expenses	Amended Budget
1	765.11900	Auditor Fees	\$ 25,000		35	\$ 25,035
2	766.11900	Attorney Fees	\$ 21,000		100,000	\$ 121,000
3	991.11900	Cameron Appraisal District	\$ 165,000		18,000	\$ 183,000
4	7772.11900	Informational Writer	\$ 44,195		405	\$ 44,600
		General Fund Balance *	\$ 3,322,466	-	118,440	\$ 3,204,026

*Adjusted for FY07 Actuals

Reasons for Amendments:

- 1 To adjust for audit fee expenses
- 2 To adjust for attorney fees expenses
- 3 To adjust for Cameron Appraisal District services expenses
- 4 To adjust for Informational Writer

Asst. VP for Finance



President:

 FOR JVG

This amendment has been accepted _____, rejected _____, by the Texas Southmost College Board of Trustees

on _____.

Eduardo A. Campirano, Secretary

08-001

**TEXAS SOUTHMOST COLLEGE
BUDGET AMENDMENT REQUEST
2007-2008**

Department: 2002/2006 General Revenue Debt Service
Date: April 24, 2008


Item No.	Account Number	Account Title	Current Budget	Revenues	Expenses	Amended Budget
1	989.11900	Transfer to Campus Facilities	\$ -		500,000	\$ 500,000
		2002 General Revenue Debt Service Fund Balance*	\$ 2,850,529	-	500,000	\$ 2,350,529

*Adjusted for FY07 Actuals

Reasons for Amendments:

- 1 To transfer to Campus Facilities for Property Acquisitions per Funding Allocation approved November 29, 2007

Asst VP for Finance



President:

 FOR JVG

This amendment has been accepted _____, rejected _____, by the Texas Southmost College Board of Trustees

on _____.

Eduardo A. Campirano, Secretary

08-002

**TEXAS SOUTHMOST COLLEGE
BUDGET AMENDMENT REQUEST
2007-2008**

Department: Campus Facilities
Date: April 24, 2008

Item No.	Account Number	Account Title	Current Budget	Revenues	Expenses	Amended Budget
1	5804.99999	Transfer from 2002/2006 General Revenue Debt	\$ -	500,000		\$ 500,000
2	9198.11900	Property Acquisitions	\$ 1,080,000		500,000	\$ 1,580,000
		Campus Facilities Fund Balance	\$ 965,945	500,000	500,000	\$ 965,945

Reasons for Amendments:

- 1 To transfer from 2002/2006 General Revenue Debt for Property Acquisitions per Funding Allocation approved November 29, 2007
- 2 To adjust Property Acquisition expenses

Asst VP for Finance



President:



This amendment has been accepted _____, rejected _____, by the Texas Southmost College Board of Trustees

on _____.

Eduardo A. Campirano, Secretary

08-003

9

Annual Financial Audit

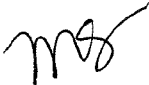


TEXAS SOUTHMOST COLLEGE DISTRICT
THE UNIVERSITY OF TEXAS AT BROWNSVILLE and TEXAS SOUTHMOST COLLEGE

80 Fort Brown • Brownsville, Texas 78520 • (956) 882-7728 • Fax: (956) 882-3827

Memorandum

TO: Dr. David Pearson
Vice President for Partnership Affairs

FROM: Melba Sanchez 
Assistant Vice President for Finance

DATE: April 7, 2008

SUBJECT: TSC District Auditor Contract

In May 2007, the District awarded Long Chilton, LLP the contract for audit services for the fiscal year ending August 31, 2007, with an option to extend for two years.


Staff is pleased with Long Chilton, LLP's service and has had a successful relationship with this firm. The District completed the process of compiling a Comprehensive Annual Financial Report for the fiscal year ended August 31, 2007 with the assistance of staff from Long Chilton. The report was submitted to the Government Finance Officers Association (GFOA) for certification in hope that the District will realize potential benefits from this certification as the District proceeds to issue bonds.

Although policy allows us to change audit firms every year, it is not mandated and would be both costly and inefficient to do so. We recommend that the Board accept the proposal by Long Chilton, LLP to provide auditor services for Fiscal Year 2008 in the amount of \$32,235 (\$25,035 for the TSC District, \$5,200 for Carl Perkins and \$2,000 for the TSC Foundation) with an option to renew for one additional year.

Recommendation

Approved

Not Approved



Dr. David Pearson
Vice President for Administration
and Partnership Affairs

10

Schematic Design for STLC



TEXAS SOUTHMOST COLLEGE DISTRICT

BOARD AGENDA REQUEST FORM

Department/Division: Office for Planning and Construction	Board Meeting Date: April 24, 2008
Agenda Item: Consideration and possible action on approval of schematic design for the Science and Technology Learning Center	
Rationale/Background: <p>Schematic design for the Science and Technology Learning Center project has been completed. The new building is projected to contain approximately 60,000 gross square feet. The proposed site for the Science and Technology Learning Center is in the Life Science and Research area of the campus, in accordance to the 2020 Master Plan. The facility will be comprised of 2 academic wings, connected by a 2nd level pedestrian bridge. The north wing will be three stories and will include Biomedical research labs, support and office space, as well as a Community Outreach department. A partial third floor level will contain the emergency operations center. The south building will be two stories, and will include General classrooms, laboratory and office space for selected programs within the Allied Health Department. The location and design of the building responds to regional climate and campus aesthetics including building orientation, construction assemblies, material selection and landscape in accordance with the 2020 Master Plan.</p> <p>Schematic plans have been completed and reviewed with various campus committees. The schematic design will be presented to the Physical Facilities Committee and the Board Bond Advisory Committee on Monday April 21, 2008 for consideration. The Physical Facilities Committee will be making a recommendation to the Board of Trustees.</p>	
Recommended Action: A recommendation will be made by the Physical Facilities Committee to the TSC Board of Trustees.	
Fiscal Implications: Budgeted Item: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A If no, explain:	
Attachments (List):	

FOR OFFICE USE ONLY:
Board Action: Approved: <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Tabled for action on: _____
Certified by: _____ Title: _____ Date: _____

Report Engineering firm

**Report
Commissary
Building**

11

2nd Quarter Financial Report



TEXAS SOUTHMOST COLLEGE DISTRICT

BOARD AGENDA REQUEST FORM

Department/Division: Finance Office/Partnership Affairs	Board Meeting Date: April 24, 2008
Agenda Item: 2 nd Quarter Financial Statements and Investment Report for FY2008	
Rationale/Background: Presentation of the Fiscal Year 2008 2 nd Quarter Financial Statements and Investment Report as required by the TSC Board Policy, Section V, College Business.	
Recommended Action: For the Board's review. No action necessary.	
Fiscal Implications: Budgeted Item: <input type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> N/A If no, explain:	
Attachments (List): 2 nd Quarter Financial Statements and Investment Report for FY2008	

FOR OFFICE USE ONLY:
Board Action: Approved: <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/> Tabled for action on: _____
Certified by: _____ Title: _____ Date: _____

TEXAS SOUTHMOST COLLEGE DISTRICT
INVESTMENT REPORT
FOR QUARTER ENDED
FEBRUARY 2008

CURRENT FUNDS

UNRESTRICTED (GENERAL)

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
General Fund	\$8,259,230.11	\$8,259,230.11	\$8,434,269.76	\$8,434,269.76	2.11%	N/A	\$69,734.14
Payroll Fund	\$701.44	\$701.44	\$748.86	\$748.86	2.11%	N/A	\$17.42
							\$69,751.56

RESTRICTED

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
Institutional Scholarships	\$84,953.69	\$84,953.69	\$85,586.83	\$84,953.69	2.11%	N/A	\$633.14
Federal Restricted Fund	\$83,145.93	\$83,145.93	\$84,193.97	\$84,193.97	2.11%	N/A	\$690.45
							\$1,323.59

AUXILIARY ENTERPRISES

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
Auxiliary Fund	\$354,210.78	\$354,210.78	\$353,520.00	\$353,520.00	2.11%	N/A	\$2,358.85
Student Union Operating Account	\$52,220.07	\$52,220.07	\$52,609.26	\$52,220.07	2.11%	N/A	\$389.19
							\$2,748.04

LOAN FUNDS

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
TSC Loan Fund Savings	\$35,697.67	\$35,697.67	\$35,963.69	\$35,963.69	2.11%	N/A	\$266.05
							\$266.05

ENDOWMENT & SIMILAR FUNDS

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
TSC Endowment Fund	\$6,451.18	\$6,451.18	\$7,125.23	\$7,125.23	2.11%	N/A	\$48.70
A.G. Edwards & Sons, Inc. Money Fund	\$112.13	\$112.13	\$112.13	\$112.13	0.00%	N/A	\$0.00
2,287 shares RPM Inc.	\$43,567.35	\$43,567.35	\$47,821.17	\$47,821.17	N/A	N/A	N/A
296 shares Xcel Energy	\$6,840.56	\$6,840.56	\$5,866.72	\$5,866.72	N/A	N/A	N/A
323 shares JPM	\$14,735.26	\$14,735.26	\$13,129.95	\$13,129.95	N/A	N/A	N/A
							\$48.70

PLANT FUNDS

UNEXPENDED

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
TSC Improvement & Contingency Fund	\$2,059,291.44	\$2,059,291.44	\$2,754,504.19	\$2,754,504.19	2.11%	N/A	\$14,253.15
TSC Revenue Bond Proceeds	\$3,042,413.34	\$3,042,413.34	\$3,034,834.53	\$3,034,834.53	2.11%	N/A	\$22,532.45
TSC 2005 Bond Proceeds	\$706,841.25	\$706,841.25	\$819,243.04	\$819,243.04	2.11%	N/A	\$12,366.06
TSC 2005 WRKC Bond Proceeds	\$110,537.67	\$110,537.67	\$1,659.81	\$1,659.81	2.11%	N/A	\$1,076.61
TSC Repurchase Agreement	\$11,980,423.60	\$11,980,423.60	\$5,467,331.35	\$5,467,331.35	3.745%	N/A	\$75,901.75
TSC 2006 Bond Proceeds	\$137,270.43	\$137,270.43	\$138,293.47	\$138,293.47	2.11%	N/A	\$1,023.04
TSC 2006 Maintenance Tax Notes	\$93,658.29	\$93,658.29	\$39,556.74	\$39,556.74	2.11%	N/A	\$527.42
TSC WRKC Series 2005 TSB CD	\$10,595,967.16	\$10,595,967.16	\$9,437,624.16	\$9,437,624.16	4.78%	7/1/2009	\$118,157.00
TSC 2006 Bond Proceeds TSB CD	\$26,139,495.20	\$26,139,495.20	\$26,471,558.93	\$26,471,558.93	5.19%	7/1/2009	\$333,574.15
TSC 2006 Maintenance Tax Notes TSB CD	\$1,843,507.94	\$1,843,507.94	\$1,664,536.79	\$1,664,536.79	5.19%	7/1/2009	\$21,028.85
TSC 2007 Bond Proceeds	\$202,161.35	\$202,161.35	\$203,668.01	\$203,668.01	2.11%	N/A	\$1,506.66
TSC 2007 Bond Proceeds TSB CD	\$13,913,980.13	\$13,913,980.13	\$14,080,415.65	\$14,080,415.65	4.665%	7/1/2011	\$166,435.52
TSC 2007 Maintenance Tax Notes	\$31,716.06	\$31,716.06	\$31,952.44	\$31,952.44	2.11%	N/A	\$236.38
TSC 2007 Maintenance Tax Notes TSB CD	\$1,946,046.37	\$1,946,046.37	\$1,969,324.49	\$1,969,324.49	4.665%	7/1/2011	\$23,278.12
							\$791,897.16

RENEWALS AND REPLACEMENTS

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
TSC Restricted Parking Fund	\$582,848.89	\$582,848.89	\$552,895.66	\$552,895.66	2.11%	N/A	\$4,298.96
TSC Restricted Insurance Fund	\$147,102.92	\$147,102.92	\$294,957.72	\$294,957.72	2.11%	N/A	\$1,104.80
							\$5,403.76

TEXAS SOUTHMOST COLLEGE DISTRICT
INVESTMENT REPORT
FOR QUARTER ENDED
FEBRUARY 2008

RETIREMENT OF INDEBTEDNESS

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
TSC Debt Service Fund	\$202,824.93	\$202,824.93	\$204,336.53	\$204,336.53	2.11%	N/A	\$1,511.60
TSC 1987 Tax Debt Service Fund	\$392,633.58	\$392,633.58	\$289,295.65	\$289,295.65	2.11%	N/A	\$2,962.98
TSC 2005 Tax Debt Service Fund	\$527,827.04	\$527,827.04	\$361,441.64	\$361,441.64	2.11%	N/A	\$4,155.67
TSC 2005 WRKC Debt Service Fund	\$3,082,707.22	\$3,082,707.22	\$3,487,272.01	\$3,487,272.01	2.11%	N/A	\$28,085.86
TSC 2006 Tax Debt Service	\$742,635.90	\$742,635.90	\$489,967.71	\$489,967.71	2.11%	N/A	\$5,860.43
TSC 2007 Tax Debt Service	\$1,082,528.49	\$1,082,528.49	\$33,432.78	\$33,432.78	2.11%	N/A	\$7,863.23
TSC 2006 Maintenance Tax Debt Service	\$233,829.35	\$233,829.35	\$61,449.47	\$61,449.47	2.11%	N/A	\$1,749.29
TSC 2007 Maintenance Tax Debt Service	\$128,211.55	\$128,211.55	\$10,455.42	\$10,455.42	2.11%	N/A	\$935.87
TSC Student Union Bldg Fees	\$1,505,030.46	\$1,505,030.46	\$1,651,572.26	\$1,651,572.26	2.11%	N/A	\$13,862.12
							<u>\$66,987.05</u>

AGENCY FUNDS

Instrument	Book Value 11/30/2007	Market Value 11/30/2007	Book Value 2/29/2008	Market Value 2/29/2008	Avg. Yield	Maturity	Interest Earned
TSC Alumni Association Savings	\$10,445.23	\$10,445.23	\$10,523.07	\$10,523.07	2.11%	N/A	\$77.84
							<u>\$77.84</u>

TOTAL INTEREST EARNED THIS QUARTER

\$938,503.75

Note: All investments are in accordance with the stated strategies, District Board Investment Policy 4.60, and relevant provisions of the law.

Interest Summary

FUNDS	Earned 1st Qtr	Earned 2nd Qtr	Earned 3rd Qtr	Earned 4th Qtr
Current Funds	\$55,161.23	\$73,823.19		
Loan Funds	\$333.75	\$266.05		
Endowment & Similar Funds	\$55.67	\$48.70		
Plant Funds	\$909,855.31	\$864,287.97		
Agency Funds	\$97.65	\$77.84		
TOTAL	\$965,503.61	\$938,503.75	\$0.00	\$0.00


Melba Sanchez
Assistant Vice President for Finance


Dr. David Pearson
Vice-President for Partnership Affairs


Nancy Saldaña
Director of Finance

Texas Southmost College
Summary of Net Asset Balances
From 9/1/2007 Through 02/29/2008

(In Whole Dollar)

UNRESTRICTED FOR OPERATIONS

	Ending Balance FY07	Current Period Actual Revenue and Transfers FY08	Current Period Actual Expenses and Transfers FY08	Net Change in Assets FY08	Current Period Net Asset Balance FY08
General Fund	4,308,337	29,052,478	24,134,032	4,918,446	9,226,783
Auxiliary Fund	105,036	622,049	456,936	165,113	270,149
Campus Facilities Fund	69,735,720	3,650,208	13,860,973	(10,210,765)	59,524,955
Restricted Parking Fund	630,496	148,392	72,190	76,202	706,698
Restricted Insurance Fund	0	294,958	0	294,958	294,958
TOTAL FUNDS	\$ 74,779,589	\$ 33,768,085	\$ 38,524,131	\$ (4,756,046)	\$ 70,023,543

RESTRICTED FOR DEBT SERVICE

	Ending Balance FY07	Current Period Actual Revenue and Transfers FY08	Current Period Actual Expenses and Transfers FY08	Net Change in Assets FY08	Current Period Net Asset Balance FY08
1986/87 Tax Debt Service Fund	574,400	223,514	182,475	41,039	615,439
2000 Student Union Debt Service Fund	2,090,436	495,415	171,780	323,635	2,414,071
2002 General Revenue Bond Debt Service Fund	3,277,268	275,222	142,611	132,611	3,409,879
2005 Tax Debt Service Fund	(151,038)	693,366	383,188	310,178	159,140
2005 WRKC Debt Service Fund	2,982,662	946,147	311,278	634,869	3,617,531
2006 Tax Debt Service Fund	(157,759)	1,033,925	574,192	459,733	301,974
2006 Maintenance Notes Tax Debt Service Fund	88,046	330,480	274,314	56,166	144,212
2007 Tax Debt Service Fund	0	1,560,483	1,527,051	33,432	33,432
2007 Maintenance Notes Tax Debt Service Fund	0	184,823	174,368	10,455	10,455
TOTAL FUNDS	\$ 8,704,015	\$ 5,743,375	\$ 3,741,257	\$ 2,002,118	\$ 10,706,133

Texas Southmost College
Statement of Revenues and Expenditures - GENERAL FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Operating Revenues				
Tuition and Fees	23,363,856	23,363,856	9,757,035	(13,606,821)
Federal Grants & Contracts	652,044	652,044	292,510	(359,534)
State Grants & Contracts				
Texas Grant Program	1,417,916	1,417,916	1,703,837	285,921
Building Lease - UTB	1,359,576	1,359,576	679,788	(679,788)
BOT Grants	0	0	8,391	8,391
TEOG Grant	0	0	201,905	201,905
College Workstudy Program	<u>0</u>	<u>0</u>	<u>64,735</u>	<u>64,735</u>
Total State Grants & Contracts	<u>2,777,492</u>	<u>2,777,492</u>	<u>2,658,656</u>	<u>(118,836)</u>
Non-Governmental Grants & Contracts	291,625	291,625	156,782	(134,843)
Other Operating Revenue	<u>44,912</u>	<u>44,912</u>	<u>0</u>	<u>(44,912)</u>
Total Operating Revenues	<u>27,129,929</u>	<u>27,129,929</u>	<u>12,864,983</u>	<u>(14,264,946)</u>
Non-Operating Revenues				
State Appropriations	13,982,821	13,982,821	6,183,721	(7,799,100)
Ad-Valorem Taxes	9,449,453	9,449,453	8,985,614	(463,839)
Investment Income	163,000	163,000	125,166	(37,834)
Other Non-Operating Revenues	<u>111,456</u>	<u>111,456</u>	<u>14,201</u>	<u>(97,255)</u>
Total Non-Operating Revenues	<u>23,706,730</u>	<u>23,706,730</u>	<u>15,308,701</u>	<u>(8,398,029)</u>
Total REVENUES	<u>50,836,659</u>	<u>50,836,659</u>	<u>28,173,684</u>	<u>(22,662,975)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Board of Trustees	108,000	108,000	4,793	103,207
Construction Office	356,917	356,917	96,817	260,100
Finance Office	371,229	371,229	153,623	217,606
Facilities Services Office	140,061	140,061	59,650	80,411
District Operations	207,098	207,098	110,121	96,977
General Institution				
Contracted Services - Cleaning	20,000	20,000	15,000	5,000
Commencement	15,000	15,000	1,493	13,507
Promotional Advertising	40,000	40,000	31,572	8,428
Insurance	465,000	465,000	51,614	413,386
Catalogs/Publications/News	1,000	1,000	495	505
Auditor Fees	25,000	25,000	25,035	(35)
Attorney Fees	21,000	21,000	38,521	(17,521)
Instit. Official Functions	4,000	4,000	1,894	2,106
Consulting Fees	11,000	11,000	0	11,000
Dues/Memberships	29,000	29,000	23,826	5,174
Cameron Appraisal District	<u>165,000</u>	<u>165,000</u>	<u>88,649</u>	<u>76,351</u>
Total General Institution	<u>796,000</u>	<u>796,000</u>	<u>278,099</u>	<u>517,901</u>
STEMS				
STEMS Program	<u>42,000</u>	<u>42,000</u>	<u>26,617</u>	<u>15,383</u>
Total Institutional Support	<u>2,021,305</u>	<u>2,021,305</u>	<u>729,720</u>	<u>1,291,585</u>

Texas Southmost College
Statement of Revenues and Expenditures - GENERAL FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
Due to UTB for Partnership - Tuition				
Tuition	6,504,737	6,504,737	2,791,506	3,713,231
Tuition Differential	3,179,631	3,179,631	1,417,547	1,762,084
Total Due to UTB for Partnership - Tuition	<u>9,684,368</u>	<u>9,684,368</u>	<u>4,209,053</u>	<u>5,475,315</u>
Due to UTB for Partnership - Designated Funds & Fees				
Designated Transfers to UTB	35,410,339	35,410,339	16,266,759	19,143,580
Additional Commitments				
VP External Affairs	71,800	71,800	0	71,800
Institutional Advancement	223,274	223,274	0	223,274
Institutional Grant Writers	262,695	262,695	0	262,695
Informational Writer	44,195	44,195	0	44,195
Library Development	250,000	250,000	0	250,000
Scorpion Scholars	<u>95,000</u>	<u>95,000</u>	<u>0</u>	<u>95,000</u>
Total Additional Commitments	<u>946,964</u>	<u>946,964</u>	<u>0</u>	<u>946,964</u>
Total Operating Expenses	<u>48,062,976</u>	<u>48,062,976</u>	<u>21,205,532</u>	<u>26,857,444</u>
Total EXPENSES	<u>48,062,976</u>	<u>48,062,976</u>	<u>21,205,532</u>	<u>26,857,444</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>2,773,683</u>	<u>2,773,683</u>	<u>6,968,152</u>	<u>4,194,469</u>
Transfers In				
Transfer from Auxiliary	<u>2,097,446</u>	<u>2,097,446</u>	<u>878,794</u>	<u>(1,218,652)</u>
Total Transfers In	<u>2,097,446</u>	<u>2,097,446</u>	<u>878,794</u>	<u>(1,218,652)</u>
Transfers Out				
General Institution				
Transfer to Restricted Insurance	587,000	587,000	293,500	293,500
Transfer to Auxiliary	700,000	700,000	350,000	350,000
Transfer to Unexpended Plant	4,120,000	4,120,000	2,060,000	2,060,000
Transfer to General Revenue Bond	<u>450,000</u>	<u>450,000</u>	<u>225,000</u>	<u>225,000</u>
Total Transfers Out	<u>5,857,000</u>	<u>5,857,000</u>	<u>2,928,500</u>	<u>2,928,500</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>(985,871)</u>	<u>(985,871)</u>	<u>4,918,446</u>	<u>5,904,317</u>

Texas Southmost College
Statement of Revenues and Expenditures - AUXILIARY ENTERPRISES FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Operating Revenues				
Tuition and Fees				
Parking Fees	345,000	345,000	138,654	(483,654)
Student Services Fees	<u>2,097,446</u>	<u>2,097,446</u>	<u>0</u>	<u>(2,097,446)</u>
Total Tuition and Fees	<u>2,442,446</u>	<u>2,442,446</u>	<u>138,654</u>	<u>(2,303,792)</u>
Auxiliary Enterprises				
Raymondville Facility	0	0	48,116	48,116
Port Mansfield	0	0	1,000	1,000
Broadcast (US Wireless)	6,000	6,000	1,000	(5,000)
Condominiums	132,000	132,000	79,460	(52,540)
Bookstore	<u>140,377</u>	<u>140,377</u>	<u>0</u>	<u>(140,377)</u>
Total Auxiliary Enterprises	<u>278,377</u>	<u>278,377</u>	<u>129,576</u>	<u>(148,801)</u>
Total Operating Revenues	<u>2,720,823</u>	<u>2,720,823</u>	<u>268,230</u>	<u>(2,452,593)</u>
Non-Operating Revenues				
Investment Income	<u>3,000</u>	<u>3,000</u>	<u>3,819</u>	<u>819</u>
Total Investment Income	<u>3,000</u>	<u>3,000</u>	<u>3,819</u>	<u>819</u>
Total Non-Operating Revenues	<u>3,000</u>	<u>3,000</u>	<u>3,819</u>	<u>819</u>
Total REVENUES	<u>2,723,823</u>	<u>2,723,823</u>	<u>272,049</u>	<u>(2,451,774)</u>
EXPENSES				
Operating Expenses				
Auxiliary Enterprises				
General Institution	5,000	5,000	0	5,000
Raymondville Facility	80,000	80,000	29,536	50,464
Rancho Del Cielo	235,000	235,000	106,840	128,160
Canon del Novillo	30,000	30,000	17,421	12,579
Port Mansfield	10,000	10,000	2,344	7,656
Condominiums	130,000	130,000	114,368	15,632
Fort Brown Memorial Center	340,945	340,945	0	340,945
Golf Course	<u>137,500</u>	<u>137,500</u>	<u>47,833</u>	<u>89,667</u>
Total Auxiliary Enterprises	<u>968,445</u>	<u>968,445</u>	<u>318,342</u>	<u>650,103</u>
Total Operating Expenses	<u>968,445</u>	<u>968,445</u>	<u>318,342</u>	<u>650,103</u>
Total EXPENSES	<u>968,445</u>	<u>968,445</u>	<u>318,342</u>	<u>650,103</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>1,755,378</u>	<u>1,755,378</u>	<u>(46,293)</u>	<u>(1,801,671)</u>
Transfers In				
From General Fund	<u>700,000</u>	<u>700,000</u>	<u>350,000</u>	<u>(350,000)</u>
Total Transfers In	<u>700,000</u>	<u>700,000</u>	<u>350,000</u>	<u>(350,000)</u>
Transfers Out				
To Restricted Parking	<u>2,442,446</u>	<u>2,442,446</u>	<u>138,594</u>	<u>2,303,852</u>
Total Transfers Out	<u>2,442,446</u>	<u>2,442,446</u>	<u>138,594</u>	<u>2,303,852</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>12,932</u>	<u>12,932</u>	<u>165,113</u>	<u>152,181</u>

Texas Southmost College
Statement of Revenues and Expenditures - CAMPUS FACILITIES FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	<u>Total Original Budget</u>	<u>Total Budget Revised</u>	<u>Current Period Actual</u>	<u>YTD Revised Budget Variance</u>
REVENUES				
Operating Revenues				
Other Operating Revenue				
Bond Proceeds	9,000,000	9,000,000	0	(9,000,000)
Total Other Operating Revenue	9,000,000	9,000,000	0	(9,000,000)
Total Operating Revenues	9,000,000	9,000,000	0	(9,000,000)
Non-Operating Revenues				
Investment Income	2,290,000	2,290,000	1,590,207	(699,793)
Total Non-Operating Revenues	2,290,000	2,290,000	1,590,208	(699,792)
Total REVENUES	11,290,000	11,290,000	1,590,208	(9,699,792)
EXPENSES				
Operating Expenses				
Maintenance and Operations				
Campus Improvements	1,618,000	1,618,000	626,378	991,622
Campus Infrastructure	135,000	135,000	14,265	120,735
College Park				
Consulting Fees	30,000	30,000	0	30,000
Property Acquisitions	1,080,000	1,080,000	1,086,315	(6,315)
Property Site Work	30,000	30,000	0	30,000
Historic Restorations	100,000	100,000	20,334	79,666
Total Maintenance & Operations	2,993,000	2,993,000	1,747,292	1,245,708
Capital Construction				
Bond Projects	11,015,000	11,015,000	8,434,716	2,580,284
ITECC	850,000	850,000	0	850,000
WRKC	15,454,500	15,454,500	3,678,965	11,775,535
Total Capital Construction	27,319,500	27,319,500	12,113,681	15,205,819
Total Operating Expenses	30,312,500	30,312,500	13,860,973	16,451,527
Total EXPENSES	30,312,500	30,312,500	13,860,973	16,451,527
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	(19,022,500)	(19,022,500)	(12,270,765)	6,751,735
Transfers In				
Transfer from General	4,120,000	4,120,000	2,060,000	(2,060,000)
Total Transfers In	4,120,000	4,120,000	2,060,000	(2,060,000)
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	(14,902,500)	(14,902,500)	(10,210,765)	4,691,735

Texas Southmost College
Statement of Revenues and Expenditures - RESTRICTED PARKING FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Investment Income	<u>20,000</u>	<u>20,000</u>	<u>9,798</u>	<u>(10,202)</u>
Total Non-Operating Revenues	<u>20,000</u>	<u>20,000</u>	<u>9,798</u>	<u>(10,202)</u>
EXPENSES				
Operating Expenses				
Operation & Maintenance of Plant				
Parking Fees	7,800	7,800	7,800	0
Parking Lot Repairs/Additions	200,000	200,000	64,391	(59,191)
Capital Construction	<u>360,410</u>	<u>360,410</u>	0	360,410
Total Operation & Maintenance of Plant	<u>568,210</u>	<u>568,210</u>	<u>72,191</u>	<u>496,019</u>
Total Operating Expenses	<u>568,210</u>	<u>568,210</u>	<u>72,190</u>	<u>496,020</u>
Total EXPENSES	<u>568,210</u>	<u>568,210</u>	<u>72,190</u>	<u>496,020</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>(548,210)</u>	<u>(548,210)</u>	<u>(62,392)</u>	<u>485,818</u>
Transfers In				
Transfer from Auxiliary	<u>345,000</u>	<u>345,000</u>	<u>138,594</u>	<u>(206,406)</u>
Total Transfers In	<u>345,000</u>	<u>345,000</u>	<u>138,594</u>	<u>(206,406)</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>(203,210)</u>	<u>(203,210)</u>	<u>76,202</u>	<u>279,412</u>

Texas Southmost College
Statement of Revenues and Expenditures - RESTRICTED INSURANCE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	<u>Total Original Budget</u>	<u>Total Budget Revised</u>	<u>Current Period Actual</u>	<u>YTD Revised Budget Variance</u>
REVENUES				
Non-Operating Revenues				
Investment Income	<u>10,000</u>	<u>10,000</u>	<u>1,458</u>	<u>(8,542)</u>
Total Non-Operating Revenues	<u>10,000</u>	<u>10,000</u>	<u>1,458</u>	<u>(8,542)</u>
EXPENSES				
Operating Expenses				
Operation & Maintenance of Plant	<u>293,500</u>	<u>293,500</u>	<u>0</u>	<u>293,500</u>
Total Operation & Maintenance of Plant	<u>293,500</u>	<u>293,500</u>	<u>0</u>	<u>293,500</u>
Total Operating Expenses	<u>293,500</u>	<u>293,500</u>	<u>0</u>	<u>293,500</u>
Total EXPENSES	<u>293,500</u>	<u>293,500</u>	<u>0</u>	<u>293,500</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>(283,500)</u>	<u>(283,500)</u>	<u>1,458</u>	<u>284,958</u>
Transfers In				
Transfer from General	<u>587,000</u>	<u>587,000</u>	<u>293,500</u>	<u>(293,500)</u>
Total Transfers In	<u>587,000</u>	<u>587,000</u>	<u>293,500</u>	<u>(293,500)</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>303,500</u>	<u>303,500</u>	<u>294,958</u>	<u>(8,542)</u>

Texas Southmost College
Statement of Revenues and Expenditures - 86/87 TAX DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Ad Valorem Taxes	182,025	182,025	217,765	35,740
Investment Income	<u>2,000</u>	<u>2,000</u>	<u>5,749</u>	<u>3,749</u>
Total Non-Operating Revenues	<u>184,025</u>	<u>184,025</u>	<u>223,514</u>	<u>39,489</u>
Total REVENUES	<u>184,025</u>	<u>184,025</u>	<u>223,514</u>	<u>39,489</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>1,500</u>	<u>1,500</u>	<u>450</u>	<u>1,050</u>
Total Operating Expenses	<u>1,500</u>	<u>1,500</u>	<u>450</u>	<u>1,050</u>
Non-Operating Expenses				
Interest on Capital	2,025	2,025	2,025	0
Principal on Capital	<u>180,000</u>	<u>180,000</u>	<u>180,000</u>	<u>0</u>
Total Non-Operating Expenses	<u>182,025</u>	<u>182,025</u>	<u>182,475</u>	<u>1,050</u>
Total EXPENSES	<u>183,525</u>	<u>183,525</u>	<u>182,475</u>	<u>1,050</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>500</u>	<u>500</u>	<u>41,039</u>	<u>40,539</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>500</u>	<u>500</u>	<u>41,039</u>	<u>40,539</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2000 STUDENT UNION DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Operating Revenues				
Tuition and Fees				
Student Union Fees	<u>1,056,425</u>	<u>1,056,425</u>	<u>467,477</u>	<u>(588,948)</u>
Total Tuition and Fees	<u>1,056,425</u>	<u>1,056,425</u>	<u>467,477</u>	<u>(588,948)</u>
Total Operating Revenues	<u>1,056,425</u>	<u>1,056,425</u>	<u>467,477</u>	<u>(588,948)</u>
Non-Operating Revenues				
Investment Income	<u>70,000</u>	<u>70,000</u>	<u>27,938</u>	<u>(42,062)</u>
Total Investment Income	<u>70,000</u>	<u>70,000</u>	<u>27,938</u>	<u>(42,062)</u>
Total Non-Operating Revenues	<u>70,000</u>	<u>70,000</u>	<u>27,938</u>	<u>(42,062)</u>
Total REVENUES	<u>1,126,425</u>	<u>1,126,425</u>	<u>495,415</u>	<u>(631,010)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>6,750</u>	<u>6,750</u>	<u>0</u>	<u>6,750</u>
Total Institutional Support	<u>6,750</u>	<u>6,750</u>	<u>0</u>	<u>6,750</u>
Contracted Services				
Designated Student Union Fees	<u>387,865</u>	<u>387,865</u>	<u>0</u>	<u>387,865</u>
Total Contracted Services	<u>387,865</u>	<u>387,865</u>	<u>0</u>	<u>387,865</u>
Total Operating Expenses	<u>394,615</u>	<u>394,615</u>	<u>0</u>	<u>394,615</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>343,560</u>	<u>343,560</u>	<u>171,780</u>	<u>171,780</u>
Total Interest on Capital	<u>343,560</u>	<u>343,560</u>	<u>171,780</u>	<u>171,780</u>
Principal on Capital				
Principal	<u>325,000</u>	<u>325,000</u>	<u>0</u>	<u>325,000</u>
Total Principal on Capital	<u>325,000</u>	<u>325,000</u>	<u>0</u>	<u>325,000</u>
Total Non-Operating Expenses	<u>668,560</u>	<u>668,560</u>	<u>171,780</u>	<u>496,780</u>
Total EXPENSES	<u>1,063,175</u>	<u>1,063,175</u>	<u>171,780</u>	<u>891,395</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>63,250</u>	<u>63,250</u>	<u>323,635</u>	<u>260,385</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>63,250</u>	<u>63,250</u>	<u>323,635</u>	<u>260,385</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2002 GENERAL REVENUE DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	<u>Total Original Budget</u>	<u>Total Budget Revised</u>	<u>Current Period Actual</u>	<u>YTD Revised Budget Variance</u>
REVENUES				
Non-Operating Revenues				
Investment Income				
Investment Earnings	<u>4,000</u>	<u>4,000</u>	<u>50,222</u>	<u>46,222</u>
Total Investment Income	<u>4,000</u>	<u>4,000</u>	<u>50,222</u>	<u>46,222</u>
Total Non-Operating Revenues	<u>4,000</u>	<u>4,000</u>	<u>50,222</u>	<u>46,222</u>
Total REVENUES	<u>4,000</u>	<u>4,000</u>	<u>50,222</u>	<u>46,222</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>3,750</u>	<u>3,750</u>	<u>0</u>	<u>3,750</u>
Total Institutional Support	<u>3,750</u>	<u>3,750</u>	<u>0</u>	<u>3,750</u>
Total Operating Expenses	<u>3,750</u>	<u>3,750</u>	<u>0</u>	<u>3,750</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>285,223</u>	<u>285,223</u>	<u>142,611</u>	<u>142,612</u>
Total Interest on Capital	<u>285,223</u>	<u>285,223</u>	<u>142,611</u>	<u>142,612</u>
Principal on Capital				
Principal	<u>165,000</u>	<u>165,000</u>	<u>0</u>	<u>165,000</u>
Total Principal on Capital	<u>165,000</u>	<u>165,000</u>	<u>0</u>	<u>165,000</u>
Total Non-Operating Expenses	<u>450,223</u>	<u>450,223</u>	<u>142,611</u>	<u>307,612</u>
Total EXPENSES	<u>453,973</u>	<u>453,973</u>	<u>142,611</u>	<u>311,362</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>(449,973)</u>	<u>(449,973)</u>	<u>(92,389)</u>	<u>357,584</u>
Transfers In				
Transfer from General	<u>450,000</u>	<u>450,000</u>	<u>225,000</u>	<u>(225,000)</u>
Total Transfers In	<u>450,000</u>	<u>450,000</u>	<u>225,000</u>	<u>(225,000)</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>27</u>	<u>27</u>	<u>132,611</u>	<u>132,584</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2005 TAX DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Local Tax Revenues	765,775	765,775	687,422	(78,353)
Investment Income	<u>9,000</u>	<u>9,000</u>	<u>5,944</u>	<u>(3,056)</u>
Total Non-Operating Revenues	<u>774,775</u>	<u>774,775</u>	<u>693,366</u>	<u>(81,409)</u>
Total REVENUES	<u>774,775</u>	<u>774,775</u>	<u>693,366</u>	<u>(81,409)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	4,100	4,100	300	3,800
Total Institutional Support	<u>4,100</u>	<u>4,100</u>	<u>300</u>	<u>3,800</u>
Total Operating Expenses	<u>4,100</u>	<u>4,100</u>	<u>300</u>	<u>3,800</u>
Non-Operating Expenses				
Interest on Capital				
Interest	765,775	765,775	382,888	382,887
Total Interest on Capital	<u>765,775</u>	<u>765,775</u>	<u>382,888</u>	<u>382,887</u>
Total Non-Operating Expenses	<u>765,775</u>	<u>765,775</u>	<u>382,888</u>	<u>382,887</u>
Total EXPENSES	<u>769,875</u>	<u>769,875</u>	<u>383,188</u>	<u>386,687</u>
 INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	 <u>4,900</u>	 <u>4,900</u>	 <u>310,178</u>	 <u>305,278</u>
 INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	 <u>4,900</u>	 <u>4,900</u>	 <u>310,178</u>	 <u>305,278</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2005 STUDENT RECREATION CENTER DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Operating Revenues				
Tuition and Fees				
Student Recreation Fee	<u>2,008,637</u>	<u>2,008,637</u>	<u>889,240</u>	<u>(1,119,397)</u>
Total Tuition and Fees	<u>2,008,637</u>	<u>2,008,637</u>	<u>889,240</u>	<u>(1,119,397)</u>
Total Operating Revenues	<u>2,008,637</u>	<u>2,008,637</u>	<u>889,240</u>	<u>(1,119,397)</u>
Non-Operating Revenues				
Investment Income				
Investment Earnings	<u>80,000</u>	<u>80,000</u>	<u>56,907</u>	<u>(23,093)</u>
Total Investment Income	<u>80,000</u>	<u>80,000</u>	<u>56,907</u>	<u>(23,093)</u>
Total REVENUES	<u>2,088,637</u>	<u>2,088,637</u>	<u>946,147</u>	<u>(1,142,490)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>6,500</u>	<u>6,500</u>	<u>0</u>	<u>6,500</u>
Total Institutional Support	<u>6,500</u>	<u>6,500</u>	<u>0</u>	<u>6,500</u>
Contracted Services				
Designated Transfer to UTB	<u>315,307</u>	<u>315,307</u>	<u>0</u>	<u>315,307</u>
Total Contracted Services	<u>315,307</u>	<u>315,307</u>	<u>0</u>	<u>315,307</u>
Total Operating Expenses	<u>321,807</u>	<u>321,807</u>	<u>0</u>	<u>321,807</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>622,556</u>	<u>622,556</u>	<u>311,278</u>	<u>311,278</u>
Total Interest on Capital	<u>622,556</u>	<u>622,556</u>	<u>311,278</u>	<u>311,278</u>
Principal on Capital				
Principal	<u>360,000</u>	<u>360,000</u>	<u>0</u>	<u>360,000</u>
Total Principal on Capital	<u>360,000</u>	<u>360,000</u>	<u>0</u>	<u>360,000</u>
Total Non-Operating Expenses	<u>982,556</u>	<u>982,556</u>	<u>311,278</u>	<u>671,278</u>
Total EXPENSES	<u>1,304,363</u>	<u>1,304,363</u>	<u>311,278</u>	<u>993,085</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>784,274</u>	<u>784,274</u>	<u>634,869</u>	<u>(149,405)</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>784,274</u>	<u>784,274</u>	<u>634,869</u>	<u>(149,405)</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2006 TAX DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Local Tax Revenues	1,147,784	1,147,784	1,025,831	(121,953)
Investment Income				
Investment Earnings	<u>12,000</u>	<u>12,000</u>	<u>8,094</u>	<u>(3,906)</u>
Total Investment Income	<u>12,000</u>	<u>12,000</u>	<u>8,094</u>	<u>(3,906)</u>
Total Non-Operating Revenues	<u>1,159,784</u>	<u>1,159,784</u>	<u>1,033,925</u>	<u>(125,859)</u>
Total REVENUES	<u>1,159,784</u>	<u>1,159,784</u>	<u>1,033,925</u>	<u>(125,859)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>2,000</u>	<u>2,000</u>	<u>300</u>	<u>1,700</u>
Total Institutional Support	<u>2,000</u>	<u>2,000</u>	<u>300</u>	<u>1,700</u>
Total Operating Expenses	<u>2,000</u>	<u>2,000</u>	<u>300</u>	<u>1,700</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>1,147,784</u>	<u>1,147,784</u>	<u>573,892</u>	<u>573,892</u>
Total Interest on Capital	<u>1,147,784</u>	<u>1,147,784</u>	<u>573,892</u>	<u>573,892</u>
Total Non-Operating Expenses	<u>1,147,784</u>	<u>1,147,784</u>	<u>573,892</u>	<u>573,892</u>
Total EXPENSES	<u>1,149,784</u>	<u>1,149,784</u>	<u>574,192</u>	<u>575,592</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>10,000</u>	<u>10,000</u>	<u>459,733</u>	<u>449,733</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>10,000</u>	<u>10,000</u>	<u>459,733</u>	<u>449,733</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2006 MAINTENANCE NOTES TAX DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Local Tax Revenues	374,628	374,628	328,066	(46,562)
Investment Income				
Investment Earnings	<u>4,000</u>	<u>4,000</u>	<u>2,414</u>	<u>(1,586)</u>
Total Investment Income	<u>4,000</u>	<u>4,000</u>	<u>2,414</u>	<u>(1,586)</u>
Total Non-Operating Revenues	<u>378,628</u>	<u>378,628</u>	<u>330,480</u>	<u>(48,148)</u>
Total REVENUES	<u>378,628</u>	<u>378,628</u>	<u>330,480</u>	<u>(48,148)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>2,000</u>	<u>2,000</u>	<u>300</u>	<u>1,700</u>
Total Institutional Support	<u>2,000</u>	<u>2,000</u>	<u>300</u>	<u>1,700</u>
Total Operating Expenses	<u>2,000</u>	<u>2,000</u>	<u>300</u>	<u>1,700</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>204,628</u>	<u>204,628</u>	<u>104,014</u>	<u>100,614</u>
Total Interest on Capital	<u>204,628</u>	<u>204,628</u>	<u>104,014</u>	<u>100,614</u>
Principal on Capital				
Principal	<u>170,000</u>	<u>170,000</u>	<u>170,000</u>	<u>0</u>
Total Principal on Capital	<u>170,000</u>	<u>170,000</u>	<u>170,000</u>	<u>0</u>
Total Non-Operating Expenses	<u>374,628</u>	<u>374,628</u>	<u>274,014</u>	<u>100,614</u>
Total EXPENSES	<u>376,628</u>	<u>376,628</u>	<u>274,314</u>	<u>102,314</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>2,000</u>	<u>2,000</u>	<u>56,166</u>	<u>54,166</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>2,000</u>	<u>2,000</u>	<u>56,166</u>	<u>54,166</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2007 TAX DEBT SERVICE FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Local Tax Revenues	1,827,820	1,827,820	1,549,754	(278,066)
Investment Income				
Investment Earnings	<u>20,000</u>	<u>20,000</u>	<u>10,729</u>	<u>(9,271)</u>
Total Investment Income	<u>20,000</u>	<u>20,000</u>	<u>10,729</u>	<u>(9,271)</u>
Total Non-Operating Revenues	<u>1,847,820</u>	<u>1,847,820</u>	<u>1,560,483</u>	<u>(287,337)</u>
Total REVENUES	<u>1,847,820</u>	<u>1,847,820</u>	<u>1,560,483</u>	<u>(287,337)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>2,000</u>	<u>2,000</u>	<u>0</u>	<u>2,000</u>
Total Institutional Support	<u>2,000</u>	<u>2,000</u>	<u>0</u>	<u>2,000</u>
Total Operating Expenses	<u>2,000</u>	<u>2,000</u>	<u>0</u>	<u>2,000</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>732,820</u>	<u>732,820</u>	<u>432,051</u>	<u>300,769</u>
Total Interest on Capital	<u>732,820</u>	<u>732,820</u>	<u>432,051</u>	<u>300,769</u>
Principal on Capital				
Principal	1,095,000	1,095,000	1,095,000	0
Total Principal on Capital	<u>1,095,000</u>	<u>1,095,000</u>	<u>1,095,000</u>	<u>0</u>
Total Non-Operating Expenses	<u>1,827,820</u>	<u>1,827,820</u>	<u>1,527,051</u>	<u>300,769</u>
Total EXPENSES	<u>1,829,820</u>	<u>1,829,820</u>	<u>1,527,051</u>	<u>302,769</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>18,000</u>	<u>18,000</u>	<u>33,432</u>	<u>15,432</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>18,000</u>	<u>18,000</u>	<u>33,432</u>	<u>15,432</u>

Texas Southmost College
Statement of Revenues and Expenditures - 2007 MAINTENANCE TAX NOTES FUND
From 9/1/2007 Through 2/29/2008

(In Whole Numbers)

	Total Original Budget	Total Budget Revised	Current Period Actual	YTD Revised Budget Variance
REVENUES				
Non-Operating Revenues				
Local Tax Revenues	216,451	216,451	183,548	(32,903)
Investment Income				
Investment Earnings	<u>2,000</u>	<u>2,000</u>	<u>1,275</u>	<u>(725)</u>
Total Investment Income	<u>2,000</u>	<u>2,000</u>	<u>1,275</u>	<u>(725)</u>
Total Non-Operating Revenues	<u>218,451</u>	<u>218,451</u>	<u>184,823</u>	<u>(33,628)</u>
Total REVENUES	<u>218,451</u>	<u>218,451</u>	<u>184,823</u>	<u>(33,628)</u>
EXPENSES				
Operating Expenses				
Institutional Support				
Fiscal Agent Fees	<u>2,000</u>	<u>2,000</u>	<u>0</u>	<u>2,000</u>
Total Institutional Support	<u>2,000</u>	<u>2,000</u>	<u>0</u>	<u>2,000</u>
Total Operating Expenses	<u>2,000</u>	<u>2,000</u>	<u>0</u>	<u>2,000</u>
Non-Operating Expenses				
Interest on Capital				
Interest	<u>101,451</u>	<u>101,451</u>	<u>59,368</u>	<u>42,083</u>
Total Interest on Capital	<u>101,451</u>	<u>101,451</u>	<u>59,368</u>	<u>42,083</u>
Principal on Capital				
Principal	<u>115,000</u>	<u>115,000</u>	<u>115,000</u>	<u>0</u>
Total Principal on Capital	<u>115,000</u>	<u>115,000</u>	<u>115,000</u>	<u>0</u>
Total Non-Operating Expenses	<u>216,451</u>	<u>216,451</u>	<u>174,368</u>	<u>42,083</u>
Total EXPENSES	<u>218,451</u>	<u>218,451</u>	<u>174,368</u>	<u>44,083</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSFERS	<u>0</u>	<u>0</u>	<u>10,455</u>	<u>10,455</u>
INCREASE (DECREASE) IN NET ASSETS AFTER TRANSFERS	<u>0</u>	<u>0</u>	<u>10,455</u>	<u>10,455</u>