

**Los Angeles Unified School District**  
Division of Risk Management and Insurance Services  
*Benefits Administration*

Ramon C. Cortines  
*Superintendent of Schools*

Enrique G. Boull't  
*Interim Chief Operating Officer*



George F. Tischler  
*Chief Risk Officer*

Janice J. Sawyer  
*Director of Benefits Administration*

August 1, 2011

Mr. Brian Graff  
4245 North Fairfax Drive, Suite 750  
Arlington, VA 22203

Dear Mr. Graff,

As the co-chair of the Retirement Investment Advisory Committee and in the absence of Mr. George Tischler, I would like to thank you for attending our June 16, 2011 meeting and presenting your proposal for cooperation on a "transparency project."

Are you aware that CalSTRS has a website, [www.403bcompare.com](http://www.403bcompare.com), which for several years has made available the kind of information you envisioned as the result of the pilot "transparency project"?

In California, availability of this kind of information has not been enough to overcome the large sales forces deployed by 403(b) vendors that sell equity index annuities and other high fee products. At our meeting, you framed this as an issue of choice, but our committee rejects this formulation and premise.

During your presentation, you said, "A while back we had a different point of view," apparently referring to ASPPA's leadership of the "L.A. Unified Task Force," which retained Mayer Brown LLP in February, 2011 as a lobbyist to thwart our efforts to protect and increase the rights of LAUSD's employees.

The Mayer Brown lobbyist registration was terminated in May, but the Committee noted your disposition to impede our efforts to implement significant reforms that are in the best interest of our employees.

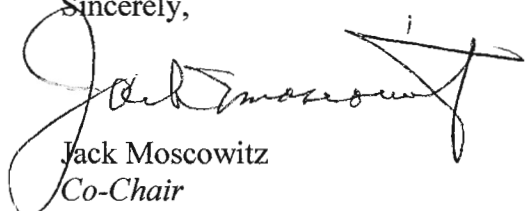
We find it odd that the American Society of Pension Professionals and Actuaries should risk its professional reputation by siding with the most expensive 403(b) vendors against the rights of teachers and other school employees.

We understand that you represent a dues paying membership organization. However, as pension professionals, don't you believe that California school employees should have the same rights as their counterparts in other states? Shouldn't they have the same rights afforded employees in healthcare, universities, government and nonprofit organizations? Shouldn't the employees of LAUSD and other California school and community college districts have the same rights that you and the other employees of ASPPA enjoy?

We reject your position that California's educators should be the objects of discrimination, and we are disappointed that ASPPA has chosen to align itself with those who sell educators expensive, anti-consumer products.

We thank you again for your presentation, but we decline your invitation to collaborate on the pilot "transparency project."

Sincerely,

A handwritten signature in black ink, appearing to read "Jack Moscovitz". The signature is stylized with a large initial "J" and a long horizontal stroke.

Jack Moscovitz  
*Co-Chair*

*Retirement Investment Advisory Committee*