

**HINGHAM CONTRIBUTORY RETIREMENT SYSTEM**  
**Meeting Minutes**  
**January 13, 2026**

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A special meeting of the Hingham Contributory Retirement Board was duly posted and called to order at 11:15 A.M. in the South Hearing Room, on the above date. Ann R. MacNaughton, Eileen A. McCracken, David P. Jones, Marijane C. Deitsch, and Charles J. Cristello were present. The purpose of the meeting was to interview firms in response to the RFP for actuarial services.

**Interviews**

The Board interviewed the following firms:

11:30 A.M. – Stone Consulting, Inc., presented by Colin Edgar  
12:15 P.M. – Gallagher Benefit Services, presented by Hilja Viidemann  
1:00 P.M. – KMS Actuaries, LLC, presented by Linda L. Bournival

Interviews lasted approximately 45 minutes, with each candidate presenting a brief overview of their firm followed by questions from the Board, including the following:

**Explain the overall actuarial process, including timelines and meeting deadlines.**

Each firm explained its process from receiving data to issuing the final valuation and reports. Stone stated they typically complete work ahead of schedule. Gallagher stated valuations are usually completed about six weeks after all data is received. KMS stated preliminary results are typically available within one month after data is received and reviewed.

**What is the biggest actuarial risk facing retirement systems over the next decade?**

Stone identified market volatility as the primary risk. Gallagher cited investment market performance and the relationship between assets and liabilities. KMS stated the requirement to reach full funding by 2040 is the biggest challenge.

**How do you determine when an assumption change is needed or warranted?**

All firms stated that assumption changes are determined using experience studies and gain/loss analysis, including reviews of investment returns, mortality experience, salary growth, and employee turnover.

**What innovative or notable solutions has your firm implemented for retirement systems?**

Stone discussed long-term funding strategies focused on avoiding sharp contribution fluctuations. Gallagher described the use of investment analysis tools, such as GEMS, to support investment return assumptions. KMS discussed pension obligation bond analysis and risk assessment for underfunded systems.

**What guidance has PERAC provided regarding assumptions and rates of return?**

Stone and Gallagher noted limited PERAC pushback on assumed rates of return and ongoing discussion regarding mortality assumptions. KMS stated PERAC's recommended assumed rate of return is 7% and that recent guidance encourages funding levels up to 120%.

**Evaluation and Discussion**

All firms demonstrated strong qualifications. Ann R. MacNaughton noted that Stone clearly explained that retirement funding has no true "finish line" because benefits and liabilities are ongoing. Gallagher provided clear, brief answers and demonstrated knowledge; however, Charles J. Cristello noted some minor errors in their proposal. KMS delivered a good presentation and was also knowledgeable. The Board rated all 3 firms as Highly Advantageous.

After the Board completed its review, the cost proposals were opened. KMS Actuaries, LLC submitted the lowest cost proposal, and Stone Consulting, Inc. submitted the highest cost proposal.

**VOTED** On a motion duly made by Eileen A. McCracken and seconded by David P. Jones it was voted **5-0 to award the actuarial services contract to KMS Actuaries, LLC.**

**Adjournment**

**VOTED** On a motion duly made by Eileen A. McCracken and seconded by David P. Jones it was voted **5-0 to adjourn the special meeting at 1:28 P.M.**

Respectfully submitted,

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Maressa Orellana, Administrator

**APPROVED  
BOARD OF RETIREMENT**

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Ann MacNaughton, Ex-Officio Member

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Marijane C. Deitsch, Elected Member

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Eileen A. McCracken, Appointed Member

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Charles J. Cristello, Appointed Member & Chair

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David P. Jones, Elected Member