



National Cooperative Purchasing Alliance

Proposal for:

Risk/Insurance Management Services
on behalf of itself and other Government Agencies
and made available through the
National Cooperative Purchasing Alliance

RFP #12-15

September 10, 2015, 2:00 pm CST

Submitted by:



McGriff, Seibels & Williams, Inc.

818 Town & Country Blvd., Ste. 500
Houston, Texas 77024

www.mcgriff.com
(713) 877-8975

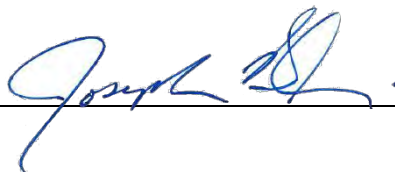
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Tab 1 – Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this bid in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

Company name	McGriff, Seibels & Williams, Inc.
Address	818 Town & Country Blvd., Ste. 500
City/State/Zip	Houston, Texas 77024
Telephone No.	(713) 877-8975
Fax No.	(713) 877-8974
Email address	jblasi@mcgriff.com
Printed name	Joseph R. Blasi, ARM, CPCU
Position with company	Executive Vice President
Authorized signature	

Tab 2 – NCPA Administration Agreement

This Administration Agreement is made as of October 1, 2015, by and between National Cooperative Purchasing Alliance ("NCPA") and McGriff, Seibels & Williams, Inc. ("Vendor").

Recitals

WHEREAS, Region 14 ESC has entered into a certain Master Agreement dated ~~October 10, 2015~~ October 1, 2015 referenced as Contract Number ~~09-05~~ by and between Region 14 ESC and Vendor, as maybe amended from time to time in accordance with the terms thereof (the "Master Agreement") for the purchase of Risk/Insurance Management Services;

WHEREAS, said Master Agreement provides that any state, city, special district, local government, school district, private K---12 school, technical or vocational school, higher education institution, other government agency or nonprofit organization (hereinafter referred to as "public agency" or collectively, "public agencies") may purchase products and services at the prices indicated in the Master Agreement;

WHEREAS, NCPA has the administrative and legal capacity to administer purchases under the Master Agreement to public agencies;

WHEREAS, NCPA serves as the administrative agent for Region 14 ESC in connection with other master agreements offered by NCPA

WHEREAS, Region 14 ESC desires NCPA to proceed with administration of the Master Agreement;

WHEREAS, NCPA and Vendor desire to enter into this Agreement to make available the Master Agreement to public agencies on a national basis;

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, NCPA and Vendor hereby agree as follows:

◆ General Terms and Conditions

- The Master Agreement, attached hereto as Tab 1 and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.
- NCPA shall be afforded all of the rights, privileges and indemnifications afforded to Region 14 ESC under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to NCPA under this Agreement including, but not limited to, the Vendor's obligation to provide appropriate insurance and certain indemnifications to Region 14 ESC.
- Vendor shall perform all duties, responsibilities and obligations required under the Master Agreement in the time and manner specified by the Master Agreement.
- NCPA shall perform all of its duties, responsibilities, and obligations as administrator of purchases under the Master Agreement as set forth herein, and Vendor acknowledges that NCPA shall act in the capacity of administrator of purchases under the Master Agreement.
- With respect to any purchases made by Region 14 ESC or any Public Agency pursuant to the Master Agreement, NCPA (a) shall not be construed as a dealer, re---marketer, representative, partner, or agent of any type of Vendor, Region 14 ESC, or such Public Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Region 14 ESC, any Public Agency or any employee of Region 14 ESC or Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by the Public Agency to (i) comply with procedures or requirements of applicable law, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. NCPA makes no representations or guaranties with respect to any minimum purchases required to be made by Region 14 ESC, any Public Agency, or any employee of Region 14 ESC or Public Agency under this Agreement or the Master Agreement.

- The Public Agency participating in the NCPA contract and Vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the Public Agency and Vendor. NCPA, its agents, members and employees shall not be made party to any claim for breach of such agreement.

◆ **Term of Agreement**

- This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the obligation to pay all amounts owed by Vendor to NCPA through the termination of this Agreement and all indemnifications afforded by Vendor to NCPA shall survive the term of this Agreement.

◆ **Fees and Reporting**

- The awarded vendor shall electronically provide NCPA with a detailed monthly or quarterly report showing the dollar volume of all sales under the contract for the previous month or quarter. Reports shall be sent via e-mail to NCPA offices at reporting@ncpa.us. Reports are due on the fifteenth (15th) day after the close of the previous month or quarter. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. The report shall include at least the following information as listed in the example below:

Entity Name	Zip Code	State	PO or Job#	Sale Amount

Total _____

- > Each quarter NCPA will invoice the vendor based on the total of sale amount(s) reported. From the invoice the vendor shall pay to NCPA an administrative fee based upon the tiered fee schedule below. Vendor's annual sales shall be measured on a calendar year basis. Deadline for term of payment will be included in the invoice NCPA provides.

Annual Sales Through Contract	Administrative Fee
0 - \$30,000,000	2%
\$30,000,001 - \$50,000,000	1.5%
\$50,000,001+	1%


- Supplier shall maintain an accounting of all purchases made by Public Agencies under the Master Agreement. NCPA and Region 14 ESC reserve the right to audit the accounting for a period of four (4) years from the date NCPA receives the accounting. In the event of such an audit, the requested materials shall be provided at the location designated by Region 14 ESC or NCPA. In the event such audit reveals an underreporting of Contract Sales and a resulting underpayment of administrative fees, Vendor shall promptly pay NCPA the amount of such underpayment, together with interest on such amount and shall be obligated to reimburse NCPA's costs and expenses for such audit.

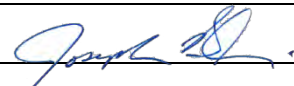
◆ **General Provisions**

- This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.
- Awarded vendor agrees to allow NCPA to use their name and logo within website, marketing materials and advertisement. Any use of NCPA name and logo or any form of publicity regarding this contract by awarded vendor must have prior approval from NCPA.

- If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which such party may be entitled.
- Neither this Agreement nor any rights or obligations hereunder shall be assignable by Vendor without prior written consent of NCPA. Any assignment without such consent will be void.
- This Agreement and NCPA's rights and obligations hereunder may be assigned at NCPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform NCPA's obligations hereunder
- All written communications given hereunder shall be delivered to the addresses as set forth below.

National Cooperative Purchasing Alliance:

Name: Matthew Mackel
Title: Director, Business Development
Address: PO Box 701273
Houston, TX 77270
Signature: 
Date: October 1, 2015

Vendor: McGriff, Seibels & Williams, Inc.
Name: Joseph R. Blasi, ARM, CPCU
Title: Executive Vice President
Address: 818 Town & Country Blvd., Ste. 500
Houston, Texas 77024
Signature: 
Date: September 10, 2015

Tab 3 – Vendor Questionnaire

Please provide responses to the following questions that address your company's operations, organization, structure, and processes for providing products and services.

◆ States Covered

- Bidder must indicate any and all states where products and services can be offered.
- Please indicate the price co-efficient for each state if it varies.

☒ 50 States & District of Columbia (Selecting this box is equal to checking all boxes below)

<input type="checkbox"/> Alabama	<input type="checkbox"/> Maryland	<input type="checkbox"/> South Carolina
<input type="checkbox"/> Alaska	<input type="checkbox"/> Massachusetts	<input type="checkbox"/> South Dakota
<input type="checkbox"/> Arizona	<input type="checkbox"/> Michigan	<input type="checkbox"/> Tennessee
<input type="checkbox"/> Arkansas	<input type="checkbox"/> Minnesota	<input type="checkbox"/> Texas
<input type="checkbox"/> California	<input type="checkbox"/> Mississippi	<input type="checkbox"/> Utah
<input type="checkbox"/> Colorado	<input type="checkbox"/> Missouri	<input type="checkbox"/> Vermont
<input type="checkbox"/> Connecticut	<input type="checkbox"/> Montana	<input type="checkbox"/> Virginia
<input type="checkbox"/> Delaware	<input type="checkbox"/> Nebraska	<input type="checkbox"/> Washington
<input type="checkbox"/> District of Columbia	<input type="checkbox"/> Nevada	<input type="checkbox"/> West Virginia
<input type="checkbox"/> Florida	<input type="checkbox"/> New Hampshire	<input type="checkbox"/> Wisconsin
<input type="checkbox"/> Georgia	<input type="checkbox"/> New Jersey	<input type="checkbox"/> Wyoming
<input type="checkbox"/> Hawaii	<input type="checkbox"/> New Mexico	
<input type="checkbox"/> Idaho	<input type="checkbox"/> New York	
<input type="checkbox"/> Illinois	<input type="checkbox"/> North Carolina	
<input type="checkbox"/> Indiana	<input type="checkbox"/> North Dakota	
<input type="checkbox"/> Iowa	<input type="checkbox"/> Ohio	
<input type="checkbox"/> Kansas	<input type="checkbox"/> Oklahoma	
<input type="checkbox"/> Kentucky	<input type="checkbox"/> Oregon	
<input type="checkbox"/> Louisiana	<input type="checkbox"/> Pennsylvania	
<input type="checkbox"/> Maine	<input type="checkbox"/> Rhode Island	

☒ **All US Territories and Outlying Areas** (Selecting this box is equal to checking all boxes below)

- | | |
|---|--|
| <input type="checkbox"/> American Samoa | <input type="checkbox"/> Northern Marina Islands |
| <input type="checkbox"/> Federated States of Micronesia | <input type="checkbox"/> Puerto Rico |
| <input type="checkbox"/> Guam | <input type="checkbox"/> U.S. Virgin Islands |
| <input type="checkbox"/> Midway Islands | |

◆ **Minority and Women Business Enterprise (MWBE) and (HUB) Participation**

- It is the policy of some entities participating in NCPA to involve minority and women business enterprises (MWBE) and historically underutilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an M/WBE or HUB certified.

- **Minority / Women Business Enterprise**
 - Respondent Certifies that this firm is a M/WBE ☐
- **Historically Underutilized Business**
 - Respondent Certifies that this firm is a HUB ☐

McGriff frequently partners with MWBE and HUB firms.

◆ **Residency**

- Responding Company's principal place of business is in the city of Houston,
State of Texas

◆ **Felony Conviction Notice**

- Please Check Applicable Box;

- ☒ A publically held corporation; therefore, this reporting requirement is not applicable.
☐ Is not owned or operated by anyone who has been convicted of a felony.
☐ Is owned or operated by the following individual(s) who has/have been convicted of a felony

- If the 3rd box is checked, a detailed explanation of the names and convictions must be attached.

◆ **Distribution Channel**

- Which best describes your company's position in the distribution channel:

- | | |
|---|---|
| <input type="checkbox"/> Manufacturer Direct | <input type="checkbox"/> Certified education/government reseller |
| <input type="checkbox"/> Authorized Distributor | <input type="checkbox"/> Manufacturer marketing through reseller |
| <input type="checkbox"/> Value-added reseller | <input checked="" type="checkbox"/> Other: <u>Risk Management Consultant / Broker</u> |

◆ **Processing Information**

- Provide company contact information for the following:

- **Sales Reports / Accounts Payable**

Contact Person: Joe R. Blasi, ARM, CPCU
 Title: Executive Vice President
 Company: McGriff, Seibels & Williams of Texas, Inc.
 Address: 818 Town & Country Blvd., Ste. 500
 City: Houston State: Texas Zip: 77024
 Phone: (713) 877-8975 Email: jblasi@mcgriff.com

▪ Purchase Orders

Contact Person: Joseph R. Blasi
 Title: Executive Vice President
 Company: McGriff, Seibels & Williams, Inc.
 Address: 818 Town & Country Blvd., Ste. 500
 City: Houston State: Texas Zip: 77024
 Phone: (713) 877-8975 Email: jblasi@mcgriff.com

▪ Sales and Marketing

Contact Person: Joseph R. Blasi
 Title: Executive Vice President
 Company: McGriff, Seibels & Williams, Inc.
 Address: 818 Town & Country Blvd., Ste. 500
 City: Houston State: Texas Zip: 77024
 Phone: (713) 877-8975 Email: jblasi@mcgriff.com

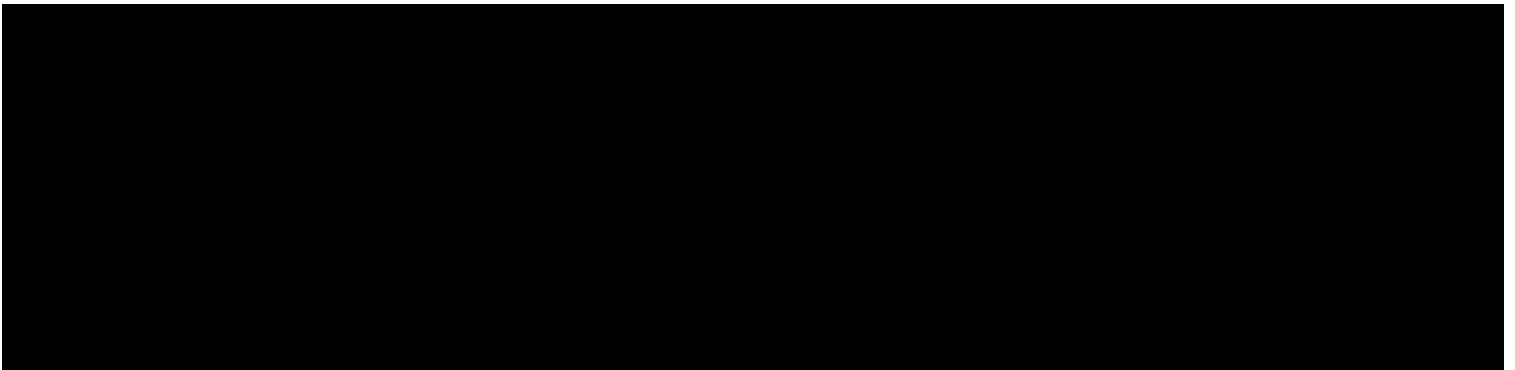
◆ Pricing Information

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.
 - If answer is no, attach a statement detailing how pricing for NCPA participants would be calculated for future product introductions.

☒ Yes ☐ No |
 - Pricing submitted includes the required NCPA administrative fee. The NCPA fee is calculated based on the invoice price to the customer.

☒ Yes ☐ No |
 - Vendor will provide additional discounts for purchase of a guaranteed quantity.

☒ Yes ☐ No |



Tab 4 – Vendor Profile

Please provide the following information about your company:

◆ Company's official registered name.

McGriff Seibels & Williams, Inc.

◆ Brief history of your company, including the year it was established.

Molton, Allen & Williams, Inc. was established in 1886 which is the progenitor of McGriff, Seibels & Williams, Inc. McGriff, Seibels & Williams, Inc. is a corporation that was established in 1968 and McGriff, Seibels & Williams of Texas, Inc. (MCGRIFF) was established in 1992. McGriff is a progressive full-service insurance brokerage and consulting firm. In February 2004, McGriff became a fully-owned subsidiary of Branch Banking & Trust (BB&T), one of the largest financial holding companies in the United States. With the backing of BB&T, McGriff has expanded its operations nationally and globally.

McGriff has over 800 employees company-wide and over 200 are located in the Houston office. MCGRIFF is a leader in the Educational Public Entity marketplace servicing more than 100 Colleges, School Districts, ESC's, and Municipalities. We have approximately 10,000 other clients and have been providing services to educational public entities for over 30 years.

MCGRIFF's Public & Education Entity Group provides risk management solutions to college institutions, city and state governments, educational and transportation districts, and non-profit agencies. We are familiar with the exposures faced by the public sector as well as the usual constraints related to budgets and staffing. Because every educational institution has special needs all their own, we search the globe to find just the right fit. Whether it's Catastrophe Insurance, alternative risk transfer vehicles such as self-insured pools, offshore captives, loss portfolio transfers, OCIP programs, or foreign reinsurance placements, the MCGRIFF team has the contacts and resources to get the job done. In addition, we have significant internal experts such as transportation risk management consultants to provide expertise and resources to owners of large bus/auto fleets.

Key Insurance Coverages

- ☐ Employee Benefits
- ☐ Property
- ☐ Builders Risk
- ☐ General Liability
- ☐ Board/Professional Liability
- ☐ Auto/Fleet
- ☐ Crime
- ☐ Boiler & Machinery
- ☐ Wind/Flood

MSW's Public Entity Group provides risk management solutions to educational institutions, city and state governments, and transportation districts, and non-profit agencies. We are intimately familiar with the exposures faced by the public sector as well as the usual constraints related to budgets and staffing. Because every public entity has special needs all their own, we search the globe to find just the right fit. Whether it's employee benefits, alternative risk transfer vehicles such as self-insured pools, offshore captives, loss portfolio transfers, OCIP programs, or foreign reinsurance placements, the MSW team has the contacts and resources to get the job done. In addition, we have significant internal experts such as transportation risk management consultants to provide expertise and resources to owners of large bus/auto fleets.

Our associations include long-standing, senior level relationships with underwriters that serve the public sector, as well as self-insured pools, third party administrators, and public entity legal defense firms. Your access to all properly credentialed carriers and vendors will be enhanced based on our familiarity with these companies and our knowledge of their performance for other public sector clients. In particular, we have developed very strong relationships with:

- All qualified insurance carriers and self-insured pools.
- Public Entity legal defense firms.
- All qualified third party administrators, appraisal, accounting, actuarial, and public adjusting firms.

Why MSW For Public Entity Risk Management?

- Experts in providing health and welfare consulting services to over 25 municipal governments representing approximately 40,000 employees

- Property insurance advisor for more Texas Public Entities than any other firm
- Strong relationships with all major markets that underwrite construction
- Access to new and untapped markets for Windstorm, Flood and other difficult coverages
- Experts in Alternative Risk Transfer products
- Focused on public entity issues, including statutory tort immunity, Public Officials Liability & disaster recovery
- Experienced in development and administration of wrap-up/OCIP programs
- Ability to solve complex claims issues
- Strength of corporate balance sheet

Key Risk Management Services

- ☐ Conduct RFP Process
- ☐ Marketing & Negotiation
- ☐ Loss Control & Safety Consulting
- ☐ Contract & Risk Allocation Assistance
- ☐ Insurance Committee Participation
- ☐ Employee Communication
- ☐ Competitive Bidding Compliance
- ☐ Claim Management Assistance
- ☐ Administration Assistance



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- All qualified insurance carriers and self-insured pools
- Public Entity legal defense firms
- All qualified third party administrators, appraisal, accounting, actuarial, and public adjusting firms

Key Insurance Coverages

- ☐ Property
- ☐ Builders Risk
- ☐ General Liability
- ☐ Board/Professional Liability
- ☐ Auto/Fleet
- ☐ Crime
- ☐ Boiler & Machinery
- ☐ Wind/Flood

Why MSW For Public Entity Risk Management?

- Property insurance advisor for more Texas Public Entities than any other firm
- Strong relationships with all major markets that underwrite construction
- Access to new and untapped markets for Windstorm, Flood and other difficult coverages
- Experts in Alternative Risk Transfer products
- Focused on public entity issues, including statutory tort immunity, Public Officials Liability & disaster recovery
- Experienced in development and administration of wrap-up/OCIP programs
- Ability to solve complex claims issues
- Strength of corporate balance sheet

Experience

From the “Hail Belt” (Dallas) to the Coast, we understand the unique needs of Public Entities with less-than-perfect claims experience.

◆ Company's Dun & Bradstreet (D&B) number.

80-270-4882

◆ Company's organizational chart of those individuals that would be involved in the contract.

◆ a) Provide organization chart.

Location	Contact	Telephone Number	E-Mail
Overall Team Leader	Joe Blasi	D: 713-940-6565 C: 713-213-9934	jblasi@mcgriff.com

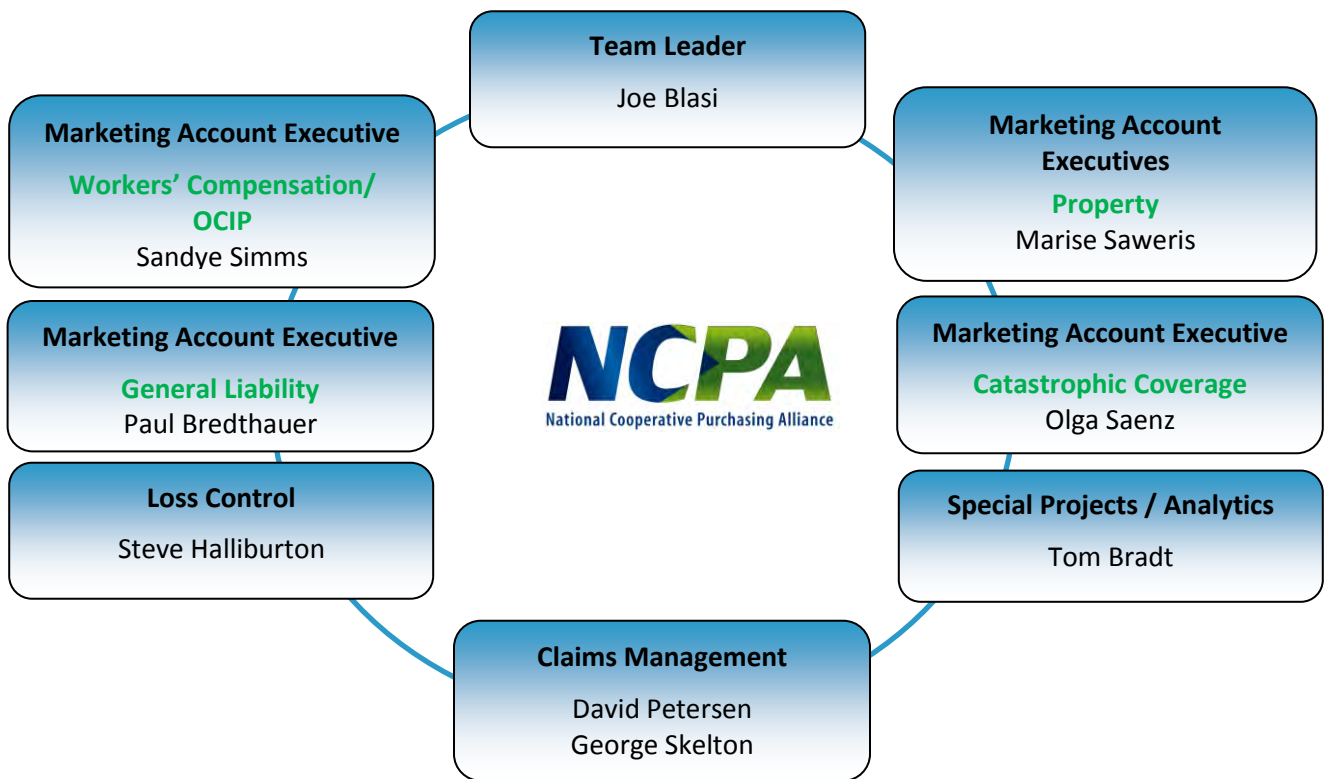
United States			
Region	Name	Phone Number	Email
Southeast Representative	Will Legg	D: 205-252-9871	wlegg@mcgriff.com
Mid Atlantic Representative	Read Davis	D: 404-497-7500	rdavis@mcgriff.com
West Coast Representative	Joe DePaepe	D: 503-943-6621	jdepaepe@mcgriff.com
Midwest Representative	Baxter Southern	D: 314-854-5200	bsouther@mcgriff.com
National Representative	Joe Blasi	See above	See above
Louisiana Representative	Calvin Shaw	D: 504-831-7213	cshaw@mcgriff
Dallas Representative	Johnny Fontenot	D: 469-232-2101	jfontenot@mcgriff.com
Dallas Representative	Robert Wagoneer	D: 469-232-2101	rwagoneer@mcgriff.com
San Antonio Representative	Susan Shoemake	D: 210-695-8583	sshoemake@mcgriff.com

Texas – All Regions			
Title – Line of Coverage	Name	Phone Number	Email
Team Leader – All P&C Insurance	Joe Blasi	See above	See above
Marketing Account Executive Property	Marise Saweris	D: 713-273-2642 C: 713-857-5847	msaweris@mcgriff.com
Marketing Account Executive Workers' Compensation/OCIP	Sandy Simms	D: 713-940-6584 C: 281-221-0766	ssimms@mcgriff.com
Marketing Account Executive Casualty	Paul Bredthauer	D: 713-940-6527 C: 713-213-9938	pbredthauer@mcgriff.com
Marketing Account Executive Catastrophic Coverage	Olga Saenz	D: 713-402-1475	osaenz@mcgriff.com
Loss Control / Safety Services	Steve Halliburton	D: 713-940-6589	shalliburton@mcgriff.com
Special Projects / Analytics	Tom Bradt	D: 713-940-6563	tbradt@mcgriff.com

Below is the service center contact information which is available 24/7.

Claims Service Center			
Title	Name	Phone Number	Email
Claims Management	David Petersen	D: 713-402-1490 C: 713-213-9950	djpetersen@mcgriff.com
Claims Assistant	Debra Taylor	D: 713-273-2679 C: 832-345-8776	dtaylor@mcgriff.com
Claims Management	George Skelton	D: 214-244-1631	gskelton@mcgriff.com

Team Chart – All Regions



♦ Corporate office location.

Corporate:

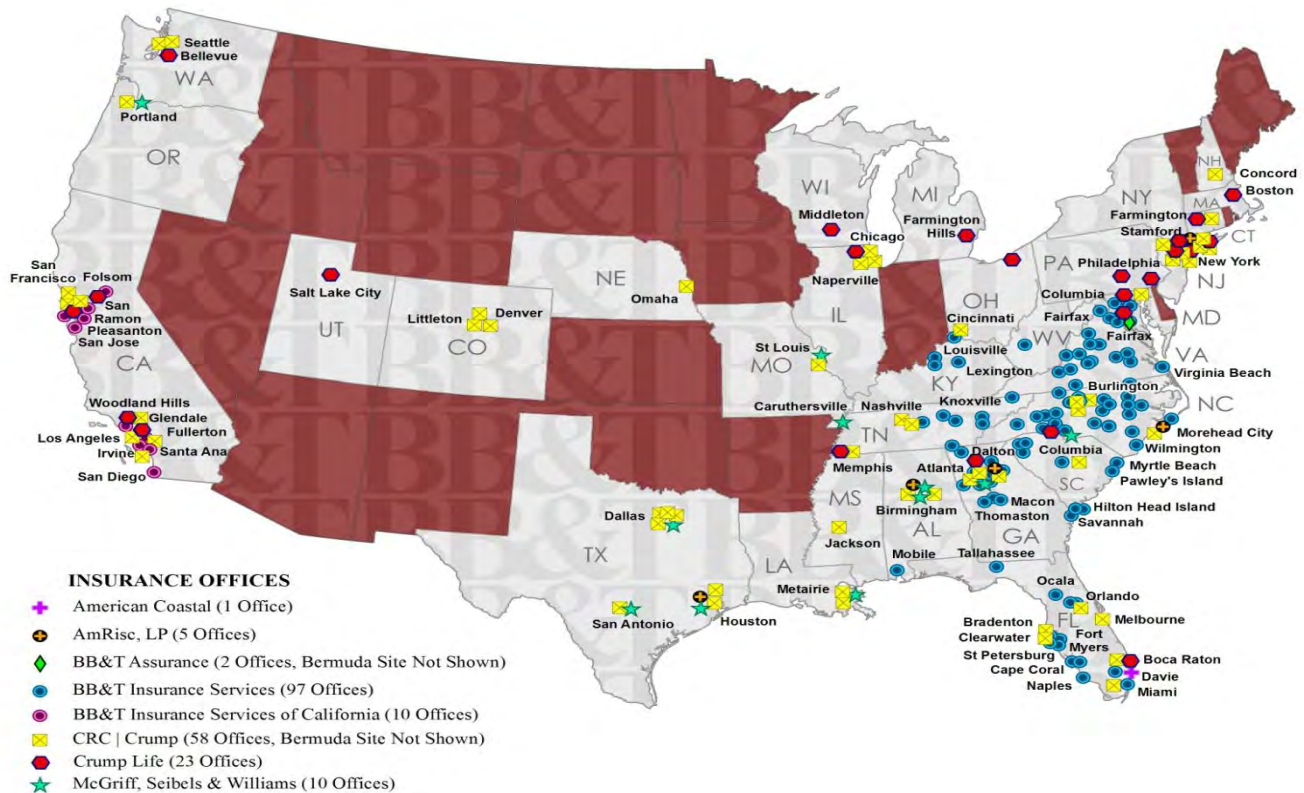
McGriff, Seibels & Williams, Inc.
2211 7th Avenue South
Birmingham, Alabama 35233

Local:

McGriff, Seibels and Williams, Inc.
818 Town & Country Blvd., Suite 500
Houston, Texas 77024

➤ List the number of sales and services offices for states being bid in solicitation.

Location	Contact	E-Mail
Overall	Joe Blasi	jblasi@mcgriff.com
Southeast	Will Legg	wleg@mcgriff.com
Mid Atlantic	Read Davis	rdavis@mcgriff.com
West Coast	Joe DePaepe	jdepaepe@mcgriff.com
Midwest	Baxter Southern	bsouther@mcgriff.com



- List the names of key contacts at each with title, address, phone and e-mail address.

Servicing Office Location

McGriff, Seibels & Williams of Texas, Inc.
818 Town & Country Blvd., Suite 500
Houston, Texas 77024
(800) 877-1449
(713) 877-8975, Fax: (713) 877-8974
www.mcgriff.com

Service Team Contacts

Team Member		Contact Information	
Joe Blasi <i>Executive Vice President Account Executive</i>	Houston, Texas	Direct Number: Cell Phone: E-Mail:	(713) 940-6565 (713) 213-9934 jblasi@mcgriff.com
Marise Saweris <i>Marketing Account Executive</i>	Houston, Texas	Direct Number: Cell Phone: E-Mail:	(713) 273-2642 (713) 857-5847 msaweris@mcgriff.com
Paul Bredthauer <i>Marketing Account Executive</i>	Houston, Texas	Direct Number: Cell Phone: E-Mail:	(713) 940-6527 (713) 213-9938 pbredthauer@mcgriff.com
Katrice Diabaj <i>Vice President, Marketing Account Executive</i>	Houston, Texas	Direct Number: Cell Phone: E-Mail:	(713) 402-1445 (713) 213-2278 kdlabaj@mcgriff.com
David Petersen <i>Commercial Claims Manager</i>	Houston, Texas	Direct Number: Cell Phone: E-Mail:	(713) 402-1490 (713) 213-9950 dpetersen@mcgriff.com
Debra Taylor <i>Claims Representative</i>	Houston, Texas	Direct Number: Cell Phone: E-Mail:	(713) 273-2679 (832) 545-8776 dtaylor@mcgriff.com
Tom Bradt <i>Risk Modeling</i>	Houston Houston	Direct Number: E-Mail:	(713) 940-6563 Tom Bradt
Calvin Shaw <i>Louisiana Representative</i>	Metairie, Louisiana	Direct Number: E-Mail:	(504) 831-7213 cshaw@mcgriff.com
Johnny Fontenot <i>Dallas Representative</i>	Dallas, Texas	Direct Number: E-Mail:	(469) 232-2101 jfontenot@mcgriff.com
Robert Wagoneer <i>Dallas Representative</i>	Dallas, Texas	Direct Number: E-Mail:	(469) 232-2101 rwagoneer@mcgriff.com
Susan Shoemake <i>San Antonio Representative</i>	San Antonio, Texas	Direct Number: E-Mail:	(210) 695-8583 sshoemake@mcgriff.com
Baxter Southern <i>Midwest Representative</i>	St. Louis, Missouri	Direct Number: E-Mail:	(314) 854-5200 bsouthern@mcgriff.com
Read Davis <i>Mid Atlantic Representative</i>	Atlanta, Georgia	Direct Number: E-Mail:	(404) 497-7500 rdavis@mcgriff.com

Joe Depaepe <i>West Coast Representative</i>	Portland, Oregon	Direct Number: (503) 943-6621 E-Mail: jdepaepe@mcgriff.com
Will Legg <i>Southeast Representative</i>	Birmingham, Alabama	Direct Number: (205) 252-9871 E-Mail: wlegg@mcgriff.com

After-Hours Claims Contacts

Contact	Phone
David Petersen <i>Commercial Claims Manager</i>	Direct Number: 713-402-1490 Cell Phone: 713-213-9950 E-Mail: dpetersen@mcgriff.com
Debra Taylor <i>Commercial Claims Representative</i>	Direct Number: 713-273-2679 Cell Phone: 713-504-1537 E-Mail: dtaylor@mcgriff.com

◆ Define your standard terms of payment.

The proposed compensation will be derived by considering:

- The projected work, assuming significant manhours associated with claims resolution;
- The size and scope of the placement undertaking (including expected time and travel for securing all layers of coverage) as respects the program options;
- 24/7 availability of the entire service team; and
- Runoff claims assistance for prior years programs.

Our base service fee covers all services (including claims advocacy) contemplated by this RFP. MSW would also like to propose a performance based compensation system, including deductions or credits applied to our fee should we achieve/not achieve certain agreed upon measurable program objectives (i.e. coverage / costs).

◆ Who is your competition in the marketplace?

As one of the largest Insurance and Risk Management firms in the United States, we compete against firms of all size and structure. For example, we may compete against a small insurance agency or a Fortune 500 Bank. In order to win the day, we must remain flexible and always put the client's needs first. One size does not fit all, and our greatest responsibility is to create a customized solution to each client based on their unique culture and exposures.

◆ What differentiates your company from competitors?

- Over 350 insurance professionals in San Antonio, Houston, and Dallas offering Property & Casualty Insurance and OCIP Administration Services.
- A leader in the Public Entity Insurance marketplace serving more than 1,000 School Districts, ESC's, Cities and Counties nationally.
- MSW administers Public Entity Construction Insurance Program across the US.
- Endorsed by the Region 4 Education Service Center and NCPA for Risk Management Services.
- We have preferred relationships with the Public Entity insurance carriers nationally and abroad.
- Our local service teams and software developers are important assets for our clients.
- **History of Innovations** - MSW has provided many cost-saving innovations and alternatives, including:
 - First broker to provide employee benefits in a captive;
 - First broker to place Unauthorized Trading Insurance for a non-financial institution;
 - First broker to utilize insurance to assume ultimate risk of balance sheet reserves relating to FASB 106 and counter-party credit risk;
 - First broker to structure/implement a multi-year dynamic counter-party credit risk insurance program for an energy trader;
 - First broker to structure Spread Loss/insurance program to retroactively insure trading loss(es);
 - More Section 29 tax liability transactions than any other broker in the U.S.;
 - First broker to structure an insurance supplement for a commercial paper backstop to free up borrowing capacity and enhance commercial paper to A1/P1.

◆ Describe how your company will market this contract if awarded.

The NCPA structure provides important benefits to our clients, which will allow MSW to grow our business. For example, “volume purchasing power” allows us to negotiate better terms for NCPA members with insurance underwriters. By providing a platform specifically designed for Public Entities, we can create enormous economies of scale to drive the value proposition further.

We will use multiple forms of media and communication to promote the NCPA members offering to Public Entities. We are prominent sponsors and supporters of state, local and national Public Entity Risk Management Conferences. We send quarterly mailers and email invitations to over 1,000 governmental entities each month advertising the benefits of our Risk Management Services. We will create brochures that highlight the benefits of contract flow through NCPA.

We will tailor our promotion of NCPA to our audience. Some people are visual and prefer hard-copy brochures, while others prefer digital and PowerPoint presentations. Still others prefer web-based interactive formats. As the enclosed examples demonstrate, we are committed to promote the merits of the NCPA Services offering in the most effective manner possible.

- ☐ Conduct Mass-mailings to all government agencies in our core states (TX, CO, OR, CA, LA, MO, FL, AL, GA, NC, NM, OK & TN)
- ☐ Manage Subscription Bid Services to identify opportunities
- ☐ Promotion at PRIMA & RIMS conferences
- ☐ Hold “NCPA University” Webinars & Seminars within BBT/MSW sales force network
- ☐ Meet regularly with NCPA Leadership to develop strategy
- ☐ Targeted email campaign to Purchasing Directors and CFO’s
- ☐ Dinners & Hospitality Functions jointly with NCPA at various conferences and functions
- ☐ Create “Open Items” tracking system to manage NCPA roll-out to prospective clients
- ☐ Review Leader Feedback and Fine-Tune System
- ☐ Expand Offering to all 50 States

◆ Describe how you intend to introduce NCPA to your company.

With MSW as its principal retail sales subsidiary, BB&T Insurance Services (www.BBT.com NYSE:BBT) represents one of the largest insurance advisory firms in the United States. As disclosed in this proposal, our national sales force is substantial and reaches deep into many regions of the country. We will create a “NCPA University” conference and a quarterly webinar for our national sales force to explain and promote the merits of NCPA.

Utilizing the NCPA contract is a no-brainer for governmental entities. The Purchasing Managers, CFO’s, and boards we serve are practically uniformly supportive of the NCPA Services. Our Texas and national sales forces are eager to include NCPA Services in our toolbox.

◆ Describe your firm's capabilities and functionality of your on-line catalog / ordering website.

Claims Reporting

MSW is online with all major carriers, third-party administrators and other systems where our clients want us engaged. From these systems we can create reports, review development factors, analyze reserves and perform other risk management support services.

Interactive electronic services MSW provides and recommends includes:

System Name	System Function
SharePoint	On-line portal that facilitates storage and communication between NCPA members and MSW's service team.
CertExchange	On-line service to track and issue certificates of insurance by the MSW service team as well as employees as specified by NCPA members.
Client RMS	MSW developed claim interface which can be used to track, monitor and communicate claim activity between MSW and NCPA members.
Risk Management Information System	Depending on the need, we can customize certain RMIS functions and employ resources through any existing service provider relationships to supplement MSW's electronic service capabilities. In addition to customizing certain solutions we also can engage other service providers such as RiskMaster, STARS, SRS, Riskconnect, Shuman Consulting and others.

◆ Describe your company's Customer Service Department (hours of operation, number of service centers, etc.)

Below is the service center contact information which is available 24/7.

Contact	Phone
David Petersen	713-402-1490 Direct Line 713-213-9950 Cell dpetersen@mcgriff.com
Debra Taylor	713-273-2679 Direct Line 713-504-1537 Cell dtaylor@mcgriff.com
Joe Blasi	713-940-6565 Direct Line 713-213-9934 Cell jblasi@mcgriff.com

◆ Green Initiatives

- As our business grows, we want to make sure we minimize our impact on the Earth's climate. We are taking every step we can to implement innovative and responsible environmental practices throughout NCPA to reduce our carbon footprint, reduce waste, energy conservation, ensure efficient computing and much more. To that effort we ask respondents to provide their companies environmental policy and/or green initiative.

We share NCPA's commitment to reduce waste, promote energy conservation and to ensure efficient computing. To that end, as part of the BB&T family of companies, we engage in many contemporary measures to minimize unnecessary paper output/storage as well as working with our strategic business partners in scaling down the number of electronic devices we use across our enterprise. Where appropriate, we have converted to secure, digital file management and MSW encourages our leadership teams to adopt local practices which promote our culture of

continuous operations efficiency. Employees are trained and tested on safe, secure information handling and device disposal practices and in conforming with applicable local, state and federal regulations.

◆ Vendor Certifications (if applicable)

- Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing respondent to perform the covered services including, but not limited to, licenses, registrations, or certifications. Certifications can include M/WBE, HUB, and manufacturer certifications for sales and service



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.texas.gov

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.

MCGRUFF, SEIBELS & WILLIAMS OF TEXAS, INC.
818 TOWN AND COUNTRY BLVD STE 500
HOUSTON TX 77024

Texas Department of Insurance
MCGRUFF, SEIBELS & WILLIAMS OF TEXAS, INC.

License No: 6816

NPN:

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
09-06-1996	09-06-2016
07-31-2014	
09-06-1996	

J. Eljio Salas, Director
Agent and Adjuster Licensing



Signature
Required on
Wallet
License.

Cut along
Exterior
Line and
Fold in the
middle.

Texas Department of Insurance
License No: 6816 NPN:
MCGRUFF, SEIBELS & WILLIAMS OF TEXAS, INC.
818 TOWN AND COUNTRY BLVD STE 500
HOUSTON TX 77024

Signature of Licensee

Texas Department of Insurance
MCGRUFF, SEIBELS & WILLIAMS OF TEXAS, INC.
License No: 6816 NPN:
BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of 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	09-06-1996	09-06-2016
Life, Accident, Health & HMO	07-31-2014	
Property and Casualty	09-06-1996	

J. Eljio Salas, Director
Agent and Adjuster Licensing





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.texas.gov

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**.

JOSEPH R BLASI
602 FLINTDALE RD
HOUSTON TX 77024-5108

Texas Department of Insurance

JOSEPH R BLASI

License No: 1039761


NPN: 1258636

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
03-18-1998
03-18-1998

Expiration Date
03-06-2016


J. Eljio Salas, Director
Agent and Adjuster Licensing



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Fold in the
middle.

Texas Department of Insurance

License No: 1039761 NPN: 1258636

JOSEPH R BLASI
602 FLINTDALE RD
HOUSTON TX 77024-5108

Signature of Licensee

Texas Department of Insurance

JOSEPH R BLASI


License No: 1039761 NPN: 1258636

BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of 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 Agent
Property and Casualty

Effective Date
03-18-1998
03-18-1998

Expiration Date
03-06-2016


J. Eljio Salas, Director
Agent and Adjuster Licensing





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.texas.gov

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.

MARISE MAGDY SAWERIS
49 BRIAR HOLLOW LANE NO 701
HOUSTON TX 77027

Texas Department of Insurance
MARISE MAGDY SAWERIS

License No: 1486895

NPN: 10262795

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
02-05-2008
02-05-2008

Expiration Date
02-05-2016


J. Eljio Salas, Director
Agent and Adjuster Licensing



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Texas Department of Insurance
License No: 1486895 NPN: 10262795

MARISE MAGDY SAWERIS
49 BRIAR HOLLOW LANE NO 701
HOUSTON TX 77027

Signature of Licensee

Texas Department of Insurance
MARISE MAGDY SAWERIS

License No: 1486895 NPN: 10262795
BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of 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 Agent
Property and Casualty

Effective Date
02-05-2008
02-05-2008

Expiration Date
02-05-2016


J. Eljio Salas, Director
Agent and Adjuster Licensing





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.texas.gov

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.

OLGA LYDIA SAENZ
MCGRIFF SEIBELS AND WILLIAMS INC
818 TOWN AND COUNTRY BLVD STE 500
HOUSTON TX 77024-4549

Texas Department of Insurance
OLGA LYDIA SAENZ

License No: 1208188

NPN: 7534267

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
12-18-2002
12-18-2002

Expiration Date
12-18-2016


J. Eljio Salas, Director
Agent and Adjuster Licensing



Signature
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Texas Department of Insurance
License No: 1208188 NPN: 7534267

OLGA LYDIA SAENZ
MCGRIFF SEIBELS AND WILLIAMS INC
818 TOWN AND COUNTRY BLVD STE 500
HOUSTON TX 77024-4549

Signature of Licensee

Texas Department of Insurance
OLGA LYDIA SAENZ

License No: 1208188 NPN: 7534267
BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of 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 Agent
Property and Casualty

Effective Date
12-18-2002
12-18-2002

Expiration Date
12-18-2016


J. Eljio Salas, Director
Agent and Adjuster Licensing





Texas Department of Insurance
Licensing Division, MC 10
333 Guadalupe • P. O. Box 149104
Austin, Texas 78714-9104
512-322-3503 telephone
www.tdi.texas.gov

General Lines H & 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.

SANDRA MENCHACA SIMS
818 TOWN AND COUNTRY BLVD STE 500
HOUSTON TX 77024-4549

Texas Department of Insurance
SANDRA MENCHACA SIMS

License No: 1391444

NPN: 5828966

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
06-05-2006
06-05-2006

Expiration Date
06-05-2016


J. Elija Salas, Director
Agent and Adjuster Licensing



Signature
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middle.

Texas Department of Insurance
License No: 1391444 NPN: 5828966

SANDRA MENCHACA SIMS
818 TOWN AND COUNTRY BLVD STE 500
HOUSTON TX 77024-4549

Signature of Licensee

Texas Department of Insurance
SANDRA MENCHACA SIMS

License No: 1391444 NPN: 5828966
BE IT KNOWN, the above named, having fulfilled all requirements for the licensure under the laws of 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	06-05-2006	06-05-2016
Property and Casualty	06-05-2006	


J. Elija Salas, Director
Agent and Adjuster Licensing



Tab 5 – Products and Services / Scope

Respondent shall perform and provide these products and/or services under the terms of this agreement. The supplier shall assist the end user with making a determination of their individual needs.

Each service proposed is to be priced separately. Respondents may elect to limit their proposals to a single service within any category, or multiple services within any or all categories.

The following is a list of suggested (but not limited to) deliverables:

- Provide outsourced Risk Management solutions, understanding that final decisions on design and implementation rest with the member entity.
- Provide counsel, advice and recommendations for a Property/Liability/Casualty/Workers Compensation Insurance program to accomplish the aims of the member entity. Make any required presentations on policy and coverage issues.
- Provide Insurance Coverage Review Services to include insurance policy analysis, claims reporting process and loss prevention program summary.
- Correspond with member entity to gather underwriting information and review results of initial program.
- Design “Request for Proposal” specifications for various Property/Liability/Casualty/Workers Compensation Insurance coverage lines. Write RFP cover letters describing the specific needs of the member entity to the insurance marketplace.
- Draft the RFP specifications to assist member entity with release of the specifications to prospective insurance carriers and pool vendors. Assist in the negotiation of the coverage terms and services.
- Conduct insurance marketing analysis and perform a comparative review of existing insurance programs versus available alternatives.
- Prepare a report for the member entity with a detailed evaluation of the response from each vendor carrier or pool from which proposals were sought. Make presentations to the Administration and/or Governing Board/Body as required.
- Act as the member representative to all outside Insurance vendors, collecting information and making periodic presentations of their offerings.
- Develop a Safety Program comprised of representatives from within the member entity. Develop a formal “Safety Manual” to include safety training, Haz---Com, and disaster management procedures. Conduct quarterly Safety Meetings directed toward “loss---prone” departments.
- Owner Controlled Insurance Program and Builders Risk Insurance Administration Services.
- Work with member entity to implement a Light Duty/Return to Work program. Assist with the development of formal procedures, and dissemination of these procedures to appropriate personnel.

Tab 8 – Value Added Products and Services

- ◆ Include any additional products and/or services available that vendor currently performs in their normal course of business that is not included in the scope of the solicitation that you think will enhance and add value to this contract for Region 14 ESC and all NCPA participating entities.

Additional Services

- ☐ Place Insurance Coverage Upon Request
- ☐ Conduct RFP Process
- ☐ Marketing and Negotiation
- ☐ Loss Control and Safety Consulting
- ☐ Contract and Risk Allocation Assistance
- ☐ Insurance Committee Participation
- ☐ Employee Communication
- ☐ Competitive Bidding Compliance
- ☐ Claim Management Assistance
- ☐ Administration Assistance

VALUE ADDED SERVICES

Legal Resource Support

- General research and analysis of emerging legal trends
- Monitoring coverage litigation and court filings of your carrier partners
- Drafting manuscript policy forms and endorsements
- Client Education – White papers, seminars, and webinars
- Complex Claims Advocacy – Facilitating settlement negotiations and claims resolution

Risk Control Services

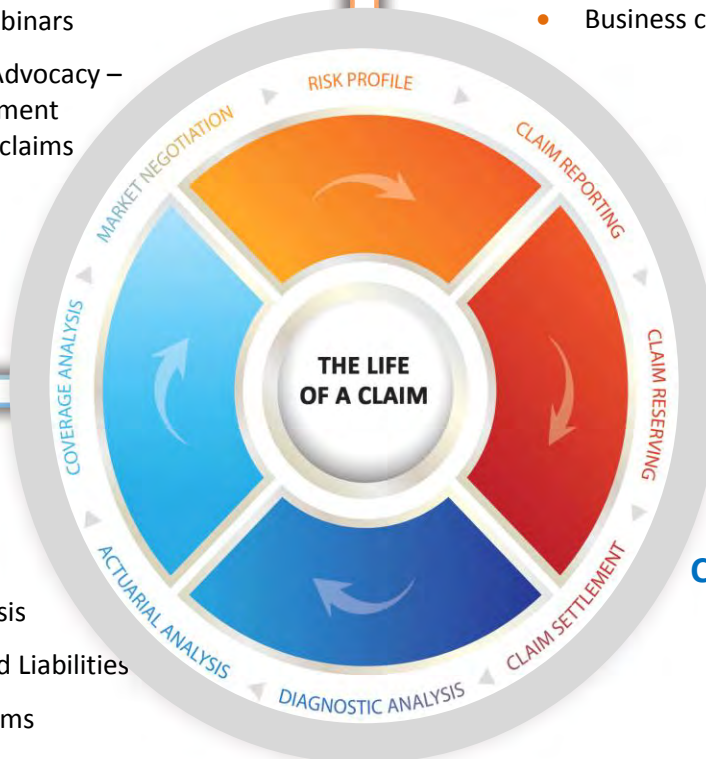
- Workers and workplaces
 - Safety management/program evaluation and administration
 - Safety training and orientation program consultations
- Fleet and driver program reviews
- Property risk control services
- Business continuity planning

Actuarial Consulting

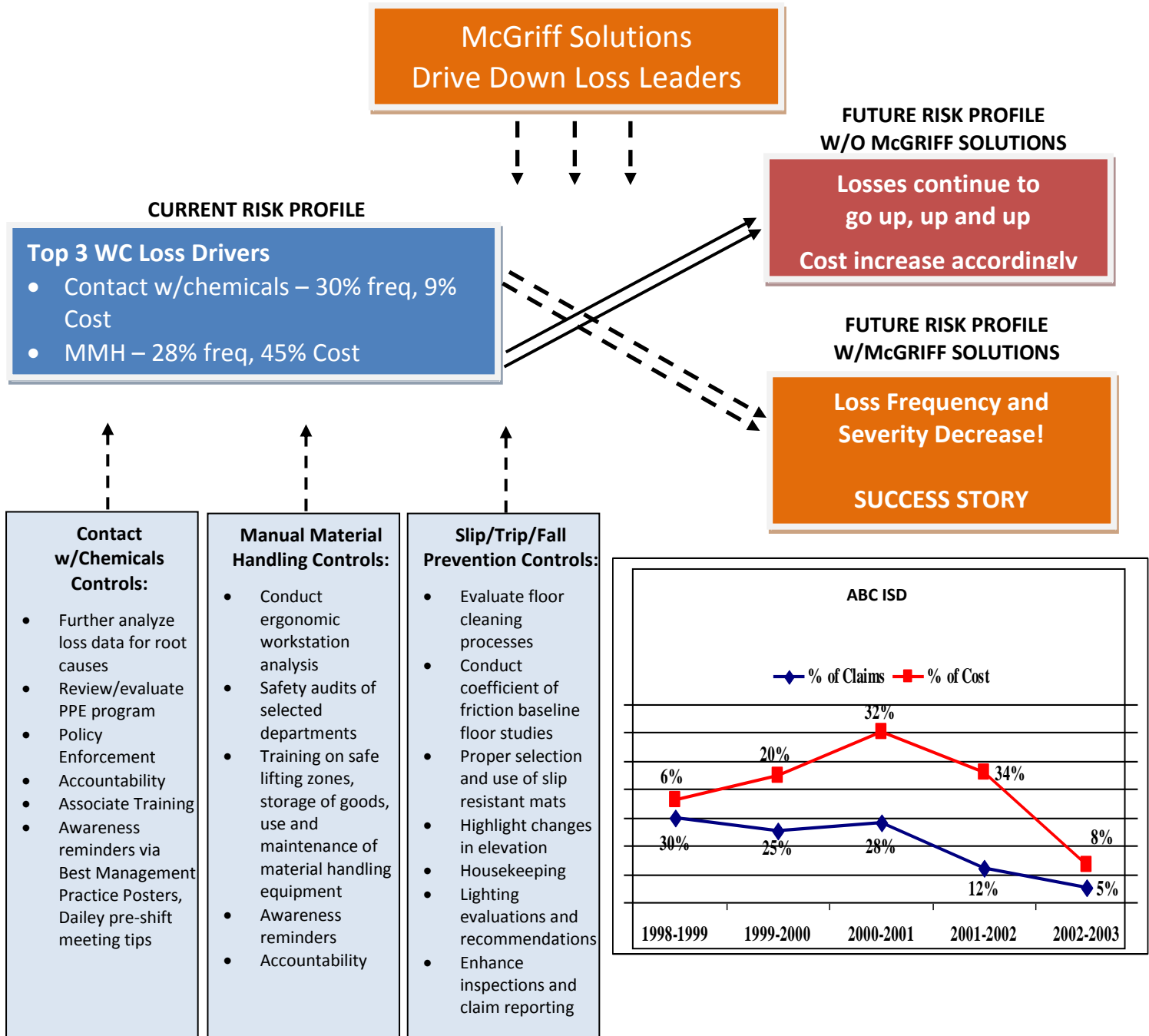
- Risk Retention Analysis
- Estimates of Retained Liabilities
- Cost Allocation Systems
- Diagnostics Analyses
- Customized Modeling
- Alternative Risks
- Enterprise Risk Management

Claims Management

- Claims reporting and monitoring
- Claims advocacy
- Carrier and third party administrator claim reviews
- Claim audits
- Outsourced claim management services



Risk Control – Success Story ... We can do this for you, too!



ADDITIONAL INFORMATION

MSW is committed to helping you avoid costly claims through state of the art loss control programs, and have a myriad of services available. We can assist with designing, implementing or enhancing a customized safety and loss control program that significantly reduces the frequency and severity of injury. Our professionals will help you assess the effectiveness of your existing programs and procedures, and provide specific recommendations for improvements. We work with your staff to help them recognize problems and develop solutions before a loss occurs. By becoming involved in these programs, our goal is to provide the groundwork necessary for prevention.

Our approach to risk control service focuses on the specific needs of our client's organization. By listening to you and learning about your operations, we can design and implement a customized safety and loss prevention program that will significantly reduce the frequency and severity of injuries. We begin by determining what is currently working well for you, and identify issues your management team feels are important for long-term sustainable objectives. Our Construction Industry specific experience provides us with the ability to bring new safety management ideas to your team. We also act as the coordinator of all insurance carrier loss prevention and/or control services and unbundled vendor contracts to assure promised services are delivered.

MSW strongly believes that safety engineering and claims management should not be viewed as separate functions. Analysis of claims data can provide a roadmap for concentrating loss control efforts that will derive the greatest results.

Our team of loss control professionals averages over 21 years of experience in safety and loss prevention, workers compensation, liability and property protection in a broad range of industries, including:

- Governmental entities
- Energy production and transmission
- Petrochemical production
- Manufacturing
- Retail
- Construction
- Healthcare – including JCAHO standards
- Transportation

Highlights of McGriff's Loss Control Services:

- ❑ Safety programs; training modules & manuals
- ❑ Analyses of losses by:
 - Job site
 - Accident
 - Type of injury
 - Exposure
- ❑ Monitoring for compliance w/procedures & insurer requirements
- ❑ Documenting loss situations to facilitate claims process
- ❑ 24/7 availability

Public Entity Loss Control Services

Some specific loss control services that may interest NCPA members include:

- Construction Risk Management Services
- School District OCIP Programs
- Property Loss/Risk Control
- Coordination with Insurers
- Transportation Risk Services
- Rapid Response for Loss Situations
- Safety Training
- Additional Services
- On-Site Services
- Emergency Response/Disaster Management
- Claims Analysis

We have provided more detailed descriptions of these services in the paragraphs below.

Key services we provide for OCIP projects include:

- ❑ A Feasibility Study to determine the macro-economics of the project
- ❑ Contract language that communicates OCIP program to subcontractors
- ❑ Marketing to construction insurance underwriters
- ❑ Developing on-site safety and claims programs to reduce Cost of Risk;
- ❑ Integrating emergency practices and disaster recovery procedures;
- ❑ Assimilating Best Practices for project management;
- ❑ Managing the project(s) via our OCIP team and accessible via the MS Wrap OCIP management system
- ❑ Project close-out with final balance sheet results presentation

Construction Risk Management Services

MSW is a leader in Construction Risk Management Services for public entities. We can provide the following related services to support your upcoming construction projects:

- Verification of Contractors Insurance: Workers Compensation/ General Liability/Auto Liability/Employers Liability
- Establishment of a Master Builders Risk Insurance Program
- Construction Safety Program
 - OSHA Compliance Audits
 - Smart Kids Play it Safe (School Construction Safety Awareness Program)
 - Community Preparedness/Response
 - Crisis Management/Response Program
- Surety Bond Review/Contractor Assistance Program
- Contractor & A/E Service Agreement Review
- Design Professional Excess Liability/Umbrella Coverage
- Contractor & A/E Service Agreement Review

School District OCIP Programs

MSW has developed and administered Owner Controlled Insurance Programs (OCIPs) for many public school districts. This includes creating insurance RFP's, soliciting insurance proposals, reviewing options with the client, writing procedure manuals, developing insurance related language for request for proposal documents, meeting with contractors to describe the insurance program, issuance of certificates of insurance or insurance policies, and supporting the implementation and operation of the contractor safety program.

An OCIP program typically includes coverage for Builder's Risk, Worker's Compensation, General Liability Insurance and Umbrella Excess Liability Insurance, Pollution Liability and Professional Liability. MSW may also arrange offers for additional excess liability coverage.

As part of our commitment to Owner Controlled Insurance Programs, MSW has developed and implemented an OCIP management software program that is exclusive to our company. The software we use for our Owner Controlled Projects, was created in partnership with our OCIP Coordinators and our outstanding computer programming team. The software streamlines the contractor enrollment process and supports a real-time database to track contractor and subcontractor progress throughout their contract and construction term. At any point, the OCIP team can pull specific information as requested, formatted to meet the owner's needs. Having the creators of this software available as consultants for the day-to-day OCIP team allows us to identify ways to broaden the software capabilities to meet the changing requirements of project owners and the industry in general.

Property Loss/Risk Control

MSW can assist in providing property assessments to determine if proper measures have been taken to prevent injuries to visitors as well as employees. We concentrate on identifying unsafe conditions or deficiencies in buildings and structures related to current codes and standards.

Review and advice on carrier loss control recommendations is included in our standard broker services. However, extensive loss control projects are not contemplated in our fee, and we typically negotiate a separate fee for those services.

Property Loss Control Services

- **Property Loss Control Surveys** – MSW can research your specific property loss control needs, and provide an evaluation and analysis in order to make recommendations to help control NCPA members' source of risk, loss and/or costs.
- **Fire Protection Systems Review** – Review existing system including a hydraulic analysis of sprinkler systems
- **Review of Fire Protection Inspection & Testing Program** – Review program for compliance with national Fire Protection Association (NFPA 25), Inspection, Testing and Maintenance of Water-Based Fire Protection Systems.

McGriff's Loss Control Services Include:

- ❑ Property Loss Control Surveys
- ❑ Fire Protection Systems Review
- ❑ Review of Fire Protection Inspection & Testing Program
- ❑ Boiler & Machinery Inspections
- ❑ On-site Inspections

Other Additional Services

- Boiler and machinery inspections on behalf of underwriters at their request
- Pro-active location inspections to facilitate the submission and marketing process
- Independent project visits where special problems have developed
- Periodical evaluation of sites
- Document loss situations to facilitate claims process
- Provide accident investigation assistance
- Other special loss control projects on an as-needed basis
- Property conservation program management
- Fire protection system design, maintenance and inspection consultation
- Building replacement cost evaluations
- New construction and/or renovation plan review
- Property/HPR inspections
- Probable Maximum Loss (PML) studies

- Carrier recommendation prioritization & cost benefit analysis

Coordination With Insurers

Our risk control staff routinely negotiates property underwriting requirements. MSW is well versed in both property and casualty guidelines due to our diverse experience and expertise. The loss control staff at MSW works well with carriers in both ensuring protection of our properties and maintaining a clear underwriting relationship. Our staff provides the following when working with property carrier partners:

- Recommendations developed in writing and distributed to our staff in addition to your risk management department.
- Quarterly meetings with the carrier loss control staff to ensure programs and protocols are being properly administered by both property and casualty staff.
- Review and discussion of property recommendations, often requesting the property risk control professional provide two or three feasible cost-effective alternatives to help ensure compliance.
- Provide an annual list of recommendations (as part of the stewardship process) to ensure underwriters clearly understand the steps taken, either reactively or proactively, are properly considered when pricing your program.
- A clear understanding of the carrier requirements coupled with those requirements on behalf of NCPA members that must be considered as part of the risk control service agreement.
- Review and respond in a prompt fashion to issues uncovered by the carrier risk control staff to aid in client considerations.
- Act as the liaison between carrier and NCPA members for all issues resulting in property protection suggested changes or carrier requirements.

Transportation Risk Services

We recognize that loss control services related to your transportation operations are essential. We can assist with the following transportation loss control/safety services:

Fleet Safety

- Fleet safety program evaluation
- Fleet safety program development
- Loss analysis and accident trending
- DOT regulation updates and driver file audits
- Fleet safety incentive/award programs
- Non-owned driver exposure evaluation
- Driver performance review and rating system
- Vehicle inspections
- Accident reporting
- Drug & alcohol testing
- Driver observation programs

OSHA Compliance

- Work place safety
- Personal protective equipment

- Hazard communication
- Lock out/tag out
- Slips and falls
- Record keeping
- House keeping

EPA Compliance

- Toxic substances
- Emergency planning
- Oil Pollution Act of 1990
- Clean Water Act
- Clean Air Act

Driver Training

- New hire for large vehicles
- New hire for small vehicles
- Incidental drivers
- Driver – Trainers
- Recurrent training
- Remedial training

Other Services

- Respiratory protection
- Hazard communication

Rapid Response for Loss Situations

MSW's loss control professionals are available on a 24/7 basis, and can respond immediately in the event of a significant loss. We normally arrive before the adjuster, and begin taking pictures and gathering information immediately to assist with prompt claim processing. This quick response assists you and your insurer with defining requirements to bring the loss to a rapid and satisfactory conclusion.

Safety Training

Please note that internet-based safety training is now available from several vendors. This type of training is especially useful for large companies with a geographically diverse employee population. Internet based training can efficiently reach a large number of employees, and provide a complete curriculum including all required OSHA training. This type of training can be very effective and allows for accurate record keeping of your training efforts. If you are considering this type of program, MSW will be happy to discuss the various vendors with you along with implementation considerations.

One excellent vendor for on-line training is a company called Clicksafety, located in Walnut Creek, California. We have worked with this vendor to successfully design and implement project specific training that is made available to subcontractors in an online environment. Subcontractors complete the training during optional timeframes, such as:

- Their own "down time";
- Designated training periods at the project; or

- Subcontractor local offices.

Subcontractors can then start work immediately, with full knowledge of the project requirements. Clicksafety maintains all documentation and training records.

Other safety training initiatives that MSW may assist with include:

- Auditing safety programs to evaluate effectiveness
- Assisting management in identifying deficiencies and prioritizing improvements
- Monitoring compliance with written procedures, identify compliance problems, and initiate corrective action
- Assisting in the development of specific safety programs, training modules and manuals
- Preparing and conducting instructional seminars and training as needed for management, supervisors and employees
- Providing practical recommendations for enhancements
- Hazard recognition and response training
- Reviewing inspections and corrective recommendations
- Providing a single point/contact for personnel to obtain guidance on loss control questions
- Accident investigation training

Additional Services

Additional services available include the following:

❑ On Site Services

- Independent project visits where special problems have developed
- Periodical evaluation of sites
- Document loss situations to facilitate claims process
- Provide accident investigation assistance
- Provide Management Training Seminars on how safety performance directly affects the profit and loss statement.
- Provide employee safety training at the office or on the job site.

❑ Emergency Response/Disaster Management

- Research your facility's response capabilities and limitations and review any plans currently in place
- Assist with development of a sensible plan that fits your needs
- Provide Crisis Management training to managers and supervisors
- Conduct Disaster Response training for managers and employees

❑ Claims Analysis


- Provide analysis of losses by job site, accident, type of injury and exposure
- Follow up on claims activity and open files
- Periodically review loss reports

Tab 9 – Required Documents

Clean Air and Water Act / Debarment Notice

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S.C. 1857 (h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular -102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

I hereby further certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations

Potential Vendor	McGriff, Seibels & Williams, Inc.
Print Name	Joseph R. Blasi, ARM, CPCU
Address	818 Town & Country Blvd., Ste. 500
City, State, Zip	Houston, Texas 77024
Authorized signature	
Date	September 9, 2015

Contractors Requirements

Contractor Certification Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it is will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The offeror complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the NCPA Participating entities in which work is being performed

Fingerprint & Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The offeror shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed

Business Operations in Sudan, Iran

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

Authorized signature

Date

September 9, 2015

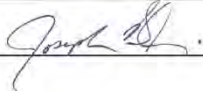


Antitrust Certification Statements

Antitrust Certification Statements (Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company name	McGriff, Seibels & Williams, Inc.
Address	818 Town & Country Blvd., Ste. 500
City/State/Zip	Houston, Texas 77024
Telephone No.	(713) 402-1451
Fax No.	(713) 877-8974
Email address	jblasi@mcgriff.com
Printed name	Joseph R. Blasi, ARM, CPCU
Position with company	Executive Vice President
Authorized signature	

ARRA Standard Terms and Conditions Addendum for Contracts and Grants

If a contract or grant involves the use of funds from the federal American Recovery and Reinvestment Act of 2009, Pub. L. 111-5 ("Recovery Act"), the following terms and conditions apply. As used in this Section, "Contractor/Grantee" means the contractor or grantee receiving Recovery Act funds under this agreement.

1. The Contractor/Grantee specifically agrees to comply with each of the terms and conditions contained herein.
2. Contractor/Grantee understands and acknowledges that the federal stimulus funding process is still evolving and that new requirements for Recovery Act compliance may still be forthcoming from federal government. Accordingly, Contractor/Grantee specifically agrees that both it and subcontractors/subgrantees will comply with all such requirements during the contract period.

AVAILABILITY OF FUNDING

Contractor/Grantee agrees that programs supported with temporary federal funds made available from the Recovery Act may not be continued once the temporary federal funds are expended.

BUY AMERICA REQUIREMENT

Contractor/Grantee agrees that pursuant to Section 1605 of Title XV of the Recovery Act, neither Contractor/Grantee or its subcontractors/subgrantees will use Recovery Act funds for a project for the construction, alternation, maintenance, or repair of a public building or public work unless all of the iron, steel and manufactured goods used in the project are produced in the United States in a manner consistent with United States obligations under international agreements. This requirement shall be applied unless the use of alternative materials has been approved by a federal agency pursuant to Section 1605.

CONFLICTING REQUIREMENTS

Contractor/Grantee agrees that, to the extent Recovery Act requirements conflict with the participating agencies requirements, the Recovery Act requirements shall control.

FALSE CLAIMS ACT

Contractor/Grantee agrees that it shall promptly refer to an appropriate federal inspector general any credible evidence that a principal, employee, agent, subgrantee, subcontractor or other person has submitted a claim under the federal False Claims Act, as amended, 31 U.S.C. §§3729-3733, or has committed a criminal or civil violation of laws pertaining to fraud, conflict of interest, bribery, gratuity, or similar misconduct involving those funds.

Contractor/Grantee agrees that if Contractor/Grantee or one of its subcontractors/subgrantees fails to comply with all applicable federal and state requirements governing the use of Recovery Act funds, the participating agency may withhold or suspend, in whole or in part, funds awarded under the program, or recover misspent funds following an audit. This provision is in addition to all other remedies available to participating agency under all applicable state and federal laws.

INSPECTION OF RECORDS

Contractor/Grantee agrees that it shall permit the United States Comptroller General or his representative or the appropriate inspector general appointed under section 3 or 8G of the federal Inspector General Act of 1978, as amended, 5 U.S. App. §§3 and 8(g), or his representative to: (1) examine any records that directly pertain to, and involve

transactions relating to, this contract; and (2) interview any officer or employee of Contractor/Grantee or any of its subcontractors/subgrantees regarding the activities funded with funds appropriated or otherwise made available by the Recovery Act.

JOB POSTING REQUIREMENTS

Section 1512 of the Recovery Act requires states receiving stimulus funds to report on jobs created and retained as a result of the stimulus funds. Contractors/Grantees who receive Recovery Act funded contracts are required to post jobs created and retained as a result of stimulus funds.

PROHIBITION ON USE OF RECOVERY ACT FUNDS

Contractor/Grantee agrees that none of the funds made available under this contract may be used for any casino or other gambling establishment, aquarium, zoo, golf course, swimming pools, or similar projects.

REPORTING REQUIREMENTS

Pursuant to Section 1512 of Title XV of the Recovery Act, entities receiving Recovery Act funds must submit a report to the federal government no later than ten (10) calendar days after the end of each calendar quarter. This report must contain the information outlined below. Accordingly, Contractor/Grantee agrees to provide the County with the following information in a timely manner:

- a. The total amount of Recovery Act funds received by Contractor/Grantee during the Reporting Period;
 - b. The amount of Recovery Act funds that were expended or obligated during the Reporting Period;
 - c. A detailed list of all projects or activities for which Recovery Act funds were expending or obligated, including:
 - i. the name of the project or activity;
 - ii. a description of the project or activity;
 - iii. an evaluation of the completion status of the project or activity; and
 - iv. an estimate of the number of jobs created and the number of jobs retained by the project or activity;
 - d. For any subcontracts or subgrants equal to or greater than \$25,000:
 - i. The name of the entity receiving the subaward;
 - ii. The amount of the subaward;
 - iii. The transaction type;
 - iv. The North American Industry Classification System (NAICS) code or Catalog of Federal Domestic Assistance (CFDA) number;
 - v. Program source;
 - vi. An award title descriptive of the purpose of each funding action;
 - vii. The location of the entity receiving the subaward;
 - viii. The primary location of the subaward, including the city, state, congressional district and country; and
 - ix. A unique identifier of the entity receiving the sub-award and the parent entity of Contractor/Grantee, should the entity be owned by another.
 - x. The names and total compensation of the five most highly compensated officers of the company if it received: 1) 80% or more of its annual gross revenues in Federal awards; and 2) \$25M or more in annual gross revenue from Federal awards.
 - e. For any subcontracts or subgrants of less than \$25,000 or to individuals, the information required in d may be reported in the aggregate and requires the certification of an authorized officer of Contractor/Grantee that the information contained in the report is accurate.
 - f. Any other information reasonably requested by the County or required by state or federal law or regulation.
- Standard data elements and federal instructions for use in complying with reporting requirements under Section

1512 of the Recovery Act, are pending review by the federal government, and were published in the Federal Register, 74 Federal Register, 14824 (April 1, 2009), and are to be provided online at www.FederalReporting.gov.

SEGREGATION OF FUNDS

Contractor/Grantee agrees that it shall segregate obligations and expenditures of Recovery Act funds from other funding. No part of funds made available under the Recovery Act may be comingled with any other funds or used for a purpose other than that of making payments for costs specifically allowable under the Recovery Act.

Contractor/Grantee agrees that it shall include these standard terms and conditions, including this requirement, in any of its subcontracts or subgrants in connection with projects funded in whole or in part with funds available under the Recovery Act.

WAGE REQUIREMENTS

Contractor/Grantee agrees that, in accordance with Section 1606 of Title XVI of the Recovery Act, both it and its subcontractors shall fully comply with this section in that, notwithstanding any other provision of law, and in a manner consistent with the other provisions of the Recovery Act, all laborers and mechanics employed by contractors and subcontractors on projects funded in whole or in part with funds available under the Recovery Act shall be paid wages at rates not less than those prevailing on projects of a character similar in the locality, as determined by the United States Secretary of Labor in accordance with Subchapter IV of Chapter 31 of Title 40 of the United States Code

WHISTLEBLOWER PROTECTION

Contractor/Grantee agrees that both it and its subcontractors/subgrantees shall comply with Section 1553 of the Recovery Act, which prohibits all non-federal Contractor/Grantees of Recovery Act funds from discharging, demoting or otherwise discriminating against an employee for disclosures by the employee that the employee reasonably believes are evidence of (1) gross mismanagement of a contract or grant relating to Recovery Act funds; (2) a gross waste of Recovery Act funds; (3) a substantial and specific danger to public health or safety related to the implementation or use of Recovery Act funds; (4) an abuse of authority related to implementation or use of Recovery Act funds; or (5) a violation of law, rule, or regulation related to an agency contract (including the competition for or negotiation of a contract) or grant, awarded or issued relating to Recovery Act funds. In addition, Contractor/Grantee agrees that it and its subcontractors/subgrantees shall post notice of the rights and remedies available to employees under Section 1553 of Title XV of the Recovery Act.

FEMA Standard Terms and Conditions Addendum for Contracts and Grants

If any purchase made under the Master Agreement is funded in whole or in part by Federal Emergency Management Agency ("FEMA") grants, Contractor shall comply with all federal laws and regulations applicable to the receipt of FEMA grants, including, but not limited to the contractual procedures set forth in Title 44 of the Code of Federal Regulations, Part 13 ("44 CFR 13").

In addition, Contractor agrees to the following specific provisions:

- 1) Pursuant to 44 CFR 13.36(i)(1), University is entitled to exercise all administrative, contractual, or other remedies permitted by law to enforce Contractor's compliance with the terms of this Master Agreement, including but not limited to those remedies set forth at 44 CFR 13.43.
- 2) Pursuant to 44 CFR 13.36(i)(2), University may terminate the Master Agreement for cause or convenience in accordance with the procedures set forth in the Master Agreement and those provided by 44 CFR 13.44.
- 3) Pursuant to 44 CFR 13.36(i)(3)-(6)(12), and (13), Contractor shall comply with the following federal laws:
 - a. Executive Order 11246 of September 24, 1965, entitled "Equal Employment Opportunity," as amended by Executive Order 11375 of October 13, 1967, and as supplemented in Department of Labor ("DOL") regulations (41 CFR Ch. 60);
 - b. Copeland "Anti-Kickback" Act (18 U.S.C. 874), as supplemented in DOL regulations (29 CFR Part 3);
 - c. Davis-Bacon Act (40 U.S.C. 276a-276a-7) as supplemented by DOL regulations (29 CFR Part 5);
 - d. Section 103 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-30) as supplemented by DOL regulations (29 CFR Part 5);
 - e. Section 306 of the Clean Air Act (42 U.S.C. 1857(h), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15); and
 - f. Mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L.94-163, 89 Stat. 871).
- 4) Pursuant to 44 CFR 13.36(i)(7), Contractor shall comply with FEMA requirements and regulations pertaining to reporting, including but not limited to those set forth at 44 CFR 40 and 41.
- 5) Pursuant to 44 CFR 13.36(i)(8), Contractor agrees to the following provisions regarding patents:
 - a. All rights to inventions and/or discoveries that arise or are developed, in the course of or under this Agreement, shall belong to the participating agency and be disposed of in accordance with the participating agency's policy. The participating agency, at its own discretion, may file for patents in connection with all rights to any such inventions and/or discoveries.
- 6) Pursuant to 44 CFR 13.36(i)(9), Contractor agrees to the following provisions regarding copyrights:
 - a. If this Agreement results in any copyrightable material or inventions, in accordance with 44 CFR 13.34, FEMA reserves a royalty-free, nonexclusive, and irrevocable license to reproduce, publish or otherwise use, for Federal Government purposes:
 - 1) The copyright in any work developed under a grant or contract; and
 - 2) Any rights of copyright to which a grantee or a contractor purchases ownership with grant support.
- 7) Pursuant to 44 CFR 13.36(i)(10), Contractor shall maintain any books, documents, papers, and records of the Contractor which are directly pertinent to this Master Agreement. At any time during normal business hours and as often as the participating agency deems necessary, Contractor shall permit participating agency, FEMA, the Comptroller General of United States, or any of their duly authorized representatives to inspect and photocopy such records for the purpose of making audit, examination, excerpts, and transcriptions.
- 8) Pursuant to 44 CFR 13.36(i)(11), Contractor shall retain all required records for three years after FEMA or participating agency makes final payments and all other pending matters are closed. In addition, Contractor shall comply with record retention requirements set forth in 44 CFR 13.42.

Required Clauses for Federal Assistance by FTA

ACCESS TO RECORDS AND REPORTS

Contractor agrees to:

- a) Maintain all books, records, accounts and reports required under this Contract for a period of not less than three (3) years after the date of termination or expiration of this Contract or any extensions thereof except in the event of litigation or settlement of claims arising from the performance of this Contract, in which case Contractor agrees to maintain same until Public Agency, the FTA Administrator, the Comptroller General, or any of their duly authorized representatives, have disposed of all such litigation, appeals, claims or exceptions related thereto.
- b) Permit any of the foregoing parties to inspect all work, materials, payrolls, and other data and records with regard to the Project, and to audit the books, records, and accounts with regard to the Project and to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed for the purpose of audit and examination.

FTA does not require the inclusion of these requirements of Article 1.01 in subcontracts. Reference 49 CFR 18.39 (i)(11).

CIVIL RIGHTS / TITLE VI REQUIREMENTS

- 1) Non-discrimination. In accordance with Title VI of the Civil Rights Act of 1964, as amended, 42 U.S.C. § 2000d, Section 303 of the Age Discrimination Act of 1975, as amended, 42 U.S.C. § 6102, Section 202 of the Americans with Disabilities Act of 1990, as amended, 42 U.S.C. § 12132, and Federal Transit Law at 49 U.S.C. § 5332, Contractor or subcontractor agrees that it will not discriminate against any employee or applicant for employment because of race, color, creed, national origin, sex, marital status age, or disability. In addition, Contractor agrees to comply with applicable Federal implementing regulations and other implementing requirements FTA may issue.
- 2) Equal Employment Opportunity. The following Equal Employment Opportunity requirements apply to this Contract:
 - a. Race, Color, Creed, National Origin, Sex. In accordance with Title VII of the Civil Rights Act, as amended, 42 U.S.C. § 2000e, and Federal Transit Law at 49 U.S.C. § 5332, the Contractor agrees to comply with all applicable Equal Employment Opportunity requirements of U.S. Dept. of Labor regulations, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor, 41 CFR, Parts 60 *et seq.*, and with any applicable Federal statutes, executive orders, regulations, and Federal policies that may in the future affect construction activities undertaken in the course of this Project. Contractor agrees to take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, creed, national origin, sex, marital status, or age. Such action shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation; and selection for training, including apprenticeship. In addition, Contractor agrees to comply with any implementing requirements FTA may issue.
 - b. Age. In accordance with the Age Discrimination in Employment Act (ADEA) of 1967, as amended, 29 U.S.C. Sections 621 through 634, and Equal Employment Opportunity Commission (EEOC) implementing regulations, "Age Discrimination in Employment Act", 29 CFR Part 1625, prohibit employment discrimination by Contractor against individuals on the basis of age, including present and prospective

employees. In addition, Contractor agrees to comply with any implementing requirements FTA may issue.

- c. Disabilities. In accordance with Section 102 of the Americans with Disabilities Act of 1990, as amended (ADA), 42 U.S.C. Sections 12101 *et seq.*, prohibits discrimination against qualified individuals with disabilities in programs, activities, and services, and imposes specific requirements on public and private entities. Contractor agrees that it will comply with the requirements of the Equal Employment Opportunity Commission (EEOC), "Regulations to Implement the Equal Employment Provisions of the Americans with Disabilities Act," 29 CFR, Part 1630, pertaining to employment of persons with disabilities and with their responsibilities under Titles I through V of the ADA in employment, public services, public accommodations, telecommunications, and other provisions.
 - d. Segregated Facilities. Contractor certifies that their company does not and will not maintain or provide for their employees any segregated facilities at any of their establishments, and that they do not and will not permit their employees to perform their services at any location under the Contractor's control where segregated facilities are maintained. As used in this certification the term "segregated facilities" means any waiting rooms, work areas, restrooms and washrooms, restaurants and other eating areas, parking lots, drinking fountains, recreation or entertainment areas, transportation, and housing facilities provided for employees which are segregated by explicit directive or are in fact segregated on the basis of race, color, religion or national origin because of habit, local custom, or otherwise. Contractor agrees that a breach of this certification will be a violation of this Civil Rights clause.
- 3) Solicitations for Subcontracts, Including Procurements of Materials and Equipment. In all solicitations, either by competitive bidding or negotiation, made by Contractor for work to be performed under a subcontract, including procurements of materials or leases of equipment, each potential subcontractor or supplier shall be notified by Contractor of Contractor's obligations under this Contract and the regulations relative to non-discrimination on the grounds of race, color, creed, sex, disability, age or national origin.
 - 4) Sanctions of Non-Compliance. In the event of Contractor's non-compliance with the non-discrimination provisions of this Contract, Public Agency shall impose such Contract sanctions as it or the FTA may determine to be appropriate, including, but not limited to: 1) Withholding of payments to Contractor under the Contract until Contractor complies, and/or; 2) Cancellation, termination or suspension of the Contract, in whole or in part.

Contractor agrees to include the requirements of this clause in each subcontract financed in whole or in part with Federal assistance provided by FTA, modified only if necessary to identify the affected parties.

DISADVANTAGED BUSINESS PARTICIPATION

This Contract is subject to the requirements of Title 49, Code of Federal Regulations, Part 26, "*Participation by Disadvantaged Business Enterprises in Department of Transportation Financial Assistance Programs*", therefore, it is the policy of the Department of Transportation (DOT) to ensure that Disadvantaged Business Enterprises (DBEs), as defined in 49 CFR Part 26, have an equal opportunity to receive and participate in the performance of DOT-assisted contracts.

- 1) Non-Discrimination Assurances. Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this Contract. Contractor shall carry out all applicable requirements of 49 CFR Part 26 in the award and administration of DOT-assisted contracts. Failure by Contractor to carry out these requirements is a material breach of this Contract, which may result in the termination of this Contract or other such remedy as public agency deems appropriate. Each subcontract Contractor signs with a subcontractor must include the assurance in this paragraph. (See 49 CFR 26.13(b)).

- 2) **Prompt Payment.** Contractor is required to pay each subcontractor performing Work under this prime Contract for satisfactory performance of that work no later than thirty (30) days after Contractor's receipt of payment for that Work from public agency. In addition, Contractor is required to return any retainage payments to those subcontractors within thirty (30) days after the subcontractor's work related to this Contract is satisfactorily completed and any liens have been secured. Any delay or postponement of payment from the above time frames may occur only for good cause following written approval of public agency. This clause applies to both DBE and non-DBE subcontractors. Contractor must promptly notify public agency whenever a DBE subcontractor performing Work related to this Contract is terminated or fails to complete its Work, and must make good faith efforts to engage another DBE subcontractor to perform at least the same amount of work. Contractor may not terminate any DBE subcontractor and perform that Work through its own forces, or those of an affiliate, without prior written consent of public agency.
- 3) **DBE Program.** In connection with the performance of this Contract, Contractor will cooperate with public agency in meeting its commitments and goals to ensure that DBEs shall have the maximum practicable opportunity to compete for subcontract work, regardless of whether a contract goal is set for this Contract. Contractor agrees to use good faith efforts to carry out a policy in the award of its subcontracts, agent agreements, and procurement contracts which will, to the fullest extent, utilize DBEs consistent with the efficient performance of the Contract.

ENERGY CONSERVATION REQUIREMENTS

Contractor agrees to comply with mandatory standards and policies relating to energy efficiency which are contained in the State energy conservation plans issued under the Energy Policy and Conservation Act, as amended, 42 U.S.C. Sections 6321 *et seq.* and 41 CFR Part 301-10.

FEDERAL CHANGES

Contractor shall at all times comply with all applicable FTA regulations, policies, procedures and directives, including without limitation those listed directly or by reference in the Contract between public agency and the FTA, as they may be amended or promulgated from time to time during the term of this contract. Contractor's failure to so comply shall constitute a material breach of this Contract.

INCORPORATION OF FEDERAL TRANSIT ADMINISTRATION (FTA) TERMS

The provisions include, in part, certain Standard Terms and Conditions required by the U.S. Department of Transportation (DOT), whether or not expressly set forth in the preceding Contract provisions. All contractual provisions required by the DOT, as set forth in the most current FTA Circular 4220.1F, dated November 1, 2008, are hereby incorporated by reference. Anything to the contrary herein notwithstanding, all FTA mandated terms shall be deemed to control in the event of a conflict with other provisions contained in this Contract. Contractor agrees not to perform any act, fail to perform any act, or refuse to comply with any public agency requests that would cause public agency to be in violation of the FTA terms and conditions.

NO FEDERAL GOVERNMENT OBLIGATIONS TO THIRD PARTIES

Agency and Contractor acknowledge and agree that, absent the Federal Government's express written consent and notwithstanding any concurrence by the Federal Government in or approval of the solicitation or award of the underlying Contract, the Federal Government is not a party to this Contract and shall not be subject to any obligations or liabilities to agency, Contractor, or any other party (whether or not a party to that contract) pertaining to any matter resulting from the underlying Contract.

Contractor agrees to include the above clause in each subcontract financed in whole or in part with federal assistance provided by the FTA. It is further agreed that the clause shall not be modified, except to identify the subcontractor who will be subject to its provisions.

PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS

Contractor acknowledges that the provisions of the Program Fraud Civil Remedies Act of 1986, as amended, 31 U.S.C. §§ 3801 et seq. and U.S. DOT regulations, "Program Fraud Civil Remedies," 49 CFR Part 31, apply to its actions pertaining to this Contract. Upon execution of the underlying Contract, Contractor certifies or affirms the truthfulness and accuracy of any statement it has made, it makes, it may make, or causes to be made, pertaining to the underlying Contract or the FTA assisted project for which this Contract Work is being performed.

In addition to other penalties that may be applicable, Contractor further acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986 on Contractor to the extent the Federal Government deems appropriate.

Contractor also acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification to the Federal Government under a contract connected with a project that is financed in whole or in part with Federal assistance originally awarded by FTA under the authority of 49 U.S.C. § 5307, the Government reserves the right to impose the penalties of 18 U.S.C. § 1001 and 49 U.S.C. § 5307 (n)(1) on the Contractor, to the extent the Federal Government deems appropriate.

Contractor agrees to include the above clauses in each subcontract financed in whole or in part with Federal assistance provided by FTA. It is further agreed that the clauses shall not be modified, except to identify the subcontractor who will be subject to the provisions.

State Notice Addendum

Pursuant to certain state notice provisions the following public agencies and political subdivisions of the referenced public agencies are eligible to access the contract award made pursuant to this solicitation. Public agencies and political subdivisions are hereby given notice of the foregoing request for proposal for purposes of complying with the procedural requirement of said statutes:

Nationwide: http://www.usa.gov/Agencies/Local_Government/Cities.shtml

Other States: Cities, Towns, Villages, and Boroughs

No.	Cities, Towns, Villages and Boroughs in Oregon		
1	CEDAR MILL COMMUNITY LIBRARY	54	CITY OF MOSIER
2	CITY COUNTY INSURANCE SERVICES	55	CITY OF NEWBERG
3	CITY OF ADAIR VILLAGE	56	CITY OF NORTH PLAINS
4	CITY OF ALBANY	57	CITY OF OREGON CITY
5	CITY OF ASHLAND	58	CITY OF PHOENIX
6	CITY OF ASTORIA OREGON	59	CITY OF PILOT ROCK
7	CITY OF AUMSVILLE	60	CITY OF PORT ORFORD
8	CITY OF AURORA	61	CITY OF PORTLAND
9	CITY OF BEAVERTON	62	CITY OF POWERS
10	CITY OF BOARDMAN	63	CITY OF REDMOND
11	CITY OF BURNS	64	CITY OF REEDSPORT
12	CITY OF CANBY	65	CITY OF RIDDLE
13	CITY OF CANNON BEACH OR	66	CITY OF SALEM
14	CITY OF CANYONVILLE	67	CITY OF SANDY
15	CITY OF CENTRAL POINT POLICE DEPARTMENT	68	CITY OF SANDY
16	CITY OF CLATSKANIE	69	CITY OF SCAPPOOSE
17	CITY OF COBURG	70	CITY OF SEASIDE
18	CITY OF CONDON	71	CITY OF SHADY COVE
19	CITY OF COOS BAY	72	CITY OF SHERWOOD
20	CITY OF CORVALLIS	73	CITY OF SPRINGFIELD
21	CITY OF COTTAGE GROVE	74	CITY OF ST. PAUL
22	CITY OF CRESWELL	75	CITY OF STAYTON
23	CITY OF DALLAS	76	CITY OF TIGARD, OREGON
24	CITY OF DAMASCUS	77	CITY OF TUALATIN, OREGON
25	CITY OF DUNDEE	78	CITY OF WARRENTON
26	CITY OF EAGLE POINT	79	CITY OF WEST LINN/PARKS
27	CITY OF ECHO	80	CITY OF WILSONVILLE
28	CITY OF ESTACADA	81	CITY OF WINSTON
29	CITY OF EUGENE	82	CITY OF WOOD VILLAGE
30	CITY OF FAIRVIEW	83	CITY OF WOODBURN
31	CITY OF FALLS CITY	84	CITY OF YACHATS
32	CITY OF GATES	85	FLORENCE AREA CHAMBER OF COMMERCE
33	CITY OF GEARHART	86	GASTON RURAL FIRE DEPARTMENT
34	CITY OF GERVAIS	87	GLADSTONE POLICE DEPARTMENT
35	CITY OF GOLD HILL	88	HOUSING AUTHORITY OF THE CITY OF SALEM
36	CITY OF GRANTS PASS	89	KEIZER POLICE DEPARTMENT
37	CITY OF GRESHAM	90	LEAGUE OF OREGON CITIES
38	CITY OF HAPPY VALLEY	91	MALIN COMMUNITY PARK AND RECREATION DISTRICT
39	CITY OF HILLSBORO	92	METRO
40	CITY OF HOOD RIVER	93	MONMOUTH - INDEPENDENCE NETWORK
41	CITY OF JOHN DAY	94	PORTLAND DEVELOPMENT COMMISSION
42	CITY OF KLAMATH FALLS	95	RAINIER POLICE DEPARTMENT
43	CITY OF LA GRANDE	96	RIVERGROVE WATER DISTRICT
44	CITY OF LAKE OSWEGO	97	SUNSET EMPIRE PARK AND RECREATION
45	CITY OF LAKESIDE	98	THE NEWPORT PARK AND RECREATION CENTER
46	CITY OF LEBANON	99	TILLAMOOK PEOPLES UTILITY DISTRICT
47	CITY OF MALIN	100	TUALATIN VALLEY FIRE & RESCUE
48	CITY OF MCMINNVILLE	101	WEST VALLEY HOUSING AUTHORITY
49	CITY OF MEDFORD		
50	CITY OF MILL CITY	No.	Counties and Parishes
51	CITY OF MILLERSBURG	1	ASSOCIATION OF OREGON COUNTIES
52	CITY OF MILWAUKIE	2	BENTON COUNTY
53	CITY OF MORO	3	CLACKAMAS COUNTY DEPT OF TRANSPORTATION
		4	CLATSOP COUNTY
		5	COLUMBIA COUNTY, OREGON
		6	COOS COUNTY HIGHWAY DEPARTMENT
		7	CROOK COUNTY ROAD DEPARTMENT

8	CURRY COUNTY OREGON
9	DESCHUTES COUNTY
10	DOUGLAS COUNTY
11	GILLIAM COUNTY
12	GILLIAM COUNTY OREGON
13	GRANT COUNTY, OREGON
14	HARNEY COUNTY SHERIFFS OFFICE
15	HOOD RIVER COUNTY
16	HOUSING AUTHORITY OF CLACKAMAS COUNTY
17	JACKSON COUNTY HEALTH AND HUMAN SERVICES
18	JEFFERSON COUNTY
19	KLAMATH COUNTY VETERANS SERVICE OFFICE
20	LAKE COUNTY
21	LANE COUNTY
22	LINCOLN COUNTY
23	LINN COUNTY
24	MARION COUNTY , SALEM, OREGON
25	MORROW COUNTY
26	MULTNOMAH COUNTY
27	MULTNOMAH COUNTY
28	MULTNOMAH LAW LIBRARY
29	NAMI LANE COUNTY
30	POLK COUNTY
31	SHERMAN COUNTY
32	UMATILLA COUNTY, OREGON
33	UNION COUNTY
34	WALLOWA COUNTY
35	WASCO COUNTY
36	WASHINGTON COUNTY
37	YAMHILL COUNTY
1	BOARD OF WATER SUPPLY
2	COUNTY OF HAWAII
3	MAUI COUNTY COUNCIL

No. Higher Education

1	BIRTHINGWAY COLLEGE OF MIDWIFERY
2	BLUE MOUNTAIN COMMUNITY COLLEGE
3	CENTRAL OREGON COMMUNITY COLLEGE
4	CHEMEKETA COMMUNITY COLLEGE
5	CLACKAMAS COMMUNITY COLLEGE
6	COLUMBIA GORGE COMMUNITY COLLEGE
7	GEORGE FOX UNIVERSITY
8	KLAMATH COMMUNITY COLLEGE DISTRICT
9	LANE COMMUNITY COLLEGE
10	LEWIS AND CLARK COLLEGE
11	LINFIELD COLLEGE
12	LINN-BENTON COMMUNITY COLLEGE
13	MARYLHURST UNIVERSITY
14	MT. HOOD COMMUNITY COLLEGE
15	MULTNOMAH BIBLE COLLEGE
16	NATIONAL COLLEGE OF NATURAL MEDICINE
17	NORTHWEST CHRISTIAN COLLEGE
18	OREGON HEALTH AND SCIENCE UNIVERSITY
19	OREGON UNIVERSITY SYSTEM
20	PACIFIC UNIVERSITY
21	PORTLAND COMMUNITY COLLEGE
22	PORTLAND STATE UNIV.
23	REED COLLEGE
24	ROGUE COMMUNITY COLLEGE
25	SOUTHWESTERN OREGON COMMUNITY COLLEGE
26	TILLAMOOK BAY COMMUNITY COLLEGE
27	UMPQUA COMMUNITY COLLEGE
28	WESTERN STATES CHIROPRACTIC COLLEGE
29	WILLAMETTE UNIVERSITY
1	ARGOSY UNIVERSITY
2	BRIGHAM YOUNG UNIVERSITY - HAWAII
3	COLLEGE OF THE MARSHALL ISLANDS
4	RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII
5	UNIVERSITY OF HAWAII AT MANOA

No. K - 12

1	ARCHBISHOP FRANCIS NORBERT BLANCHET SCHOOL
2	BAKER COUNTY SCHOOL DIST. 16J - MALHEUR ESD

3	BAKER SCHOOL DISTRICT 5-J
4	BANDON SCHOOL DISTRICT
5	BANKS SCHOOL DISTRICT
6	BEAVERTON SCHOOL DISTRICT
7	BEND / LA PINE SCHOOL DISTRICT
8	BEND-LA PINE SCHOOL DISTRICT
9	BROOKING HARBOR SCHOOL DISTRICT NO.17-C
10	CANBY SCHOOL DISTRICT
11	CANYONVILLE CHRISTIAN ACADEMY
12	CASCADE SCHOOL DISTRICT
13	CASCADES ACADEMY OF CENTRAL OREGON
14	CENTENNIAL SCHOOL DISTRICT
15	CENTRAL CATHOLIC HIGH SCHOOL
16	CENTRAL POINT SCHOOL DISTRICT NO. 6
17	CENTRAL SCHOOL DISTRICT 13J
18	CLACKAMAS EDUCATION SERVICE DISTRICT
19	COOS BAY SCHOOL DISTRICT
20	COOS BAY SCHOOL DISTRICT NO.9
21	COQUILLE SCHOOL DISTRICT 8
22	COUNTY OF YAMHILL SCHOOL DISTRICT 29
23	CRESWELL SCHOOL DISTRICT
24	CROSSROADS CHRISTIAN SCHOOL
25	CULVER SCHOOL DISTRICT NO.
26	DALLAS SCHOOL DISTRICT NO. 2
27	DAVID DOUGLAS SCHOOL DISTRICT
28	DAYTON SCHOOL DISTRICT NO.8
29	DE LA SALLE N CATHOLIC HS
30	DESCHUTES COUNTY SD NO.6 - SISTERS SD
31	DOUGLAS COUNTY SCHOOL DISTRICT 116
32	DOUGLAS EDUCATION SERVICE DISTRICT
33	DUFUR SCHOOL DISTRICT NO.29
34	ELKTON SCHOOL DISTRICT NO.34
35	ESTACADA SCHOOL DISTRICT NO.108
36	FOREST GROVE SCHOOL DISTRICT
37	GASTON SCHOOL DISTRICT 511J
38	GEN CONF OF SDA CHURCH WESTERN OR
39	GLADSTONE SCHOOL DISTRICT
40	GLENDALE SCHOOL DISTRICT
41	GLIDE SCHOOL DISTRICT NO.12
42	GRANTS PASS SCHOOL DISTRICT 7
43	GREATER ALBANY PUBLIC SCHOOL DISTRICT
44	GRESHAM-BARLOW SCHOOL DISTRICT
45	HARNEY COUNTY SCHOOL DIST. NO.3
46	HARNEY EDUCATION SERVICE DISTRICT
47	HEAD START OF LANE COUNTY
48	HERITAGE CHRISTIAN SCHOOL
49	HIGH DESERT EDUCATION SERVICE DISTRICT
50	HOOD RIVER COUNTY SCHOOL DISTRICT
51	JACKSON CO SCHOOL DIST NO.9
52	JEFFERSON COUNTY SCHOOL DISTRICT 509-J
53	JEFFERSON SCHOOL DISTRICT
54	KLAMATH FALLS CITY SCHOOLS
55	LA GRANDE SCHOOL DISTRICT
56	LAKE OSWEGO SCHOOL DISTRICT 7J
57	LANE COUNTY SCHOOL DISTRICT 4J
58	LANE COUNTY SCHOOL DISTRICT 69
59	LEBANON COMMUNITY SCHOOLS NO.9
60	LINCOLN COUNTY SCHOOL DISTRICT
61	LINN CO. SCHOOL DIST. 95C - SCIO SD
62	LOST RIVER JR/SR HIGH SCHOOL
63	LOWELL SCHOOL DISTRICT NO.71
64	MARION COUNTY SCHOOL DISTRICT 103 - WASHINGTON ES
65	MCMINNVILLE SCHOOL DISTRICT NO.40
66	MEDFORD SCHOOL DISTRICT 549C
67	MITCH CHARTER SCHOOL
68	MOLALLA RIVER ACADEMY
69	MOLALLA RIVER SCHOOL DISTRICT NO.35
70	MONROE SCHOOL DISTRICT NO.1J
71	MORROW COUNTY SCHOOL DISTRICT
72	MT. ANGEL SCHOOL DISTRICT NO.91
73	MT.SCOTT LEARNING CENTERS
74	MULTISENSORY LEARNING ACADEMY

75	MULTNOMAH EDUCATION SERVICE DISTRICT	16	BONNEVILLE ENVIRONMENTAL FOUNDATION
76	MYRTLE POINT SCHOOL DISTRICT NO.41	17	BOYS AND GIRLS CLUBS OF PORTLAND METROPOLITAN AREA
77	NEAH-KAH-NIE DISTRICT NO.56	18	BROAD BASE PROGRAMS INC.
78	NESTUCCA VALLEY SCHOOL DISTRICT NO.101	19	CANBY FOURSQUARE CHURCH
79	NOBEL LEARNING COMMUNITIES	20	CANCER CARE RESOURCES
80	NORTH BEND SCHOOL DISTRICT 13	21	CASCADIA BEHAVIORAL HEALTHCARE
81	NORTH CLACKAMAS SCHOOL DISTRICT	22	CASCADIA REGION GREEN BUILDING COUNCIL
82	NORTH SANTIAM SCHOOL DISTRICT 29J	23	CATHOLIC CHARITIES
83	NORTH WASCO CTY SCHOOL DISTRICT 21 - CHENOWITH	24	CATHOLIC COMMUNITY SERVICES
84	NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT	25	CENTER FOR RESEARCH TO PRACTICE
85	NYSSA SCHOOL DISTRICT NO. 26	26	CENTRAL BIBLE CHURCH
86	ONTARIO MIDDLE SCHOOL	27	CENTRAL CITY CONCERN
87	OREGON TRAIL SCHOOL DISTRICT NO.46	28	CENTRAL DOUGLAS COUNTY FAMILY YMCA
88	OUR LADY OF THE LAKE SCHOOL	29	CENTRAL OREGON COMMUNITY ACTION AGENCY NETWORK
89	PHILOMATH SCHOOL DISTRICT	30	CHILDPACE MONTESSORI
90	PHOENIX-TALENT SCHOOL DISTRICT NO.4	31	CITY BIBLE CHURCH
91	PORTLAND ADVENTIST ACADEMY	32	CLACKAMAS RIVER WATER
92	PORTLAND JEWISH ACADEMY	33	CLASSROOM LAW PROJECT
93	PORTLAND PUBLIC SCHOOLS	34	COAST REHABILITATION SERVICES
94	RAINIER SCHOOL DISTRICT	35	COLLEGE HOUSING NORTHWEST
95	REDMOND SCHOOL DISTRICT	36	COLUMBIA COMMUNITY MENTAL HEALTH
96	REEDSPORT SCHOOL DISTRICT	37	COMMUNITY ACTION ORGANIZATION
97	REYNOLDS SCHOOL DISTRICT	38	COMMUNITY ACTION TEAM, INC.
98	ROGUE RIVER SCHOOL DISTRICT NO.35	39	COMMUNITY CANCER CENTER
99	ROSEBURG PUBLIC SCHOOLS	40	COMMUNITY HEALTH CENTER, INC
100	SALEM-KEIZER PUBLIC SCHOOLS	41	COMMUNITY VETERINARY CENTER
101	SCAPPOOSE SCHOOL DISTRICT 1J	42	CONFEDERATED TRIBES OF GRAND RONDE
102	SEASIDE SCHOOL DISTRICT 10	43	CONSERVATION BIOLOGY INSTITUTE
103	SEVEN PEAKS SCHOOL	44	CONTEMPORARY CRAFTS MUSEUM AND GALLERY
104	SHERWOOD SCHOOL DISTRICT 88J	45	CORVALLIS MOUNTAIN RESCUE UNIT
105	SILVER FALLS SCHOOL DISTRICT	46	COVENANT CHRISTIAN HOOD RIVER
106	SIUSLAW SCHOOL DISTRICT	47	COVENANT RETIREMENT COMMUNITIES
107	SOUTH COAST EDUCATION SERVICE DISTRICT	48	DECISION SCIENCE RESEARCH INSTITUTE, INC.
108	SOUTH LANE SCHOOL DISTRICT 45J3	49	DELIGHT VALLEY CHURCH OF CHRIST
109	SOUTHERN OREGON EDUCATION SERVICE DISTRICT	50	DOGS FOR THE DEAF, INC.
110	SOUTHWEST CHARTER SCHOOL	51	DOUGLAS ELECTRIC COOPERATIVE, INC.
111	SPRINGFIELD SCHOOL DISTRICT NO.19	52	EAST HILL CHURCH
112	STANFIELD SCHOOL DISTRICT	53	EAST SIDE FOURSQUARE CHURCH
113	SWEET HOME SCHOOL DISTRICT NO.55	54	EAST WEST MINISTRIES INTERNATIONAL
114	THE CATLIN GABEL SCHOOL	55	EDUCATIONAL POLICY IMPROVEMENT CENTER
115	TIGARD-TUALATIN SCHOOL DISTRICT	56	ELMIRA CHURCH OF CHRIST
116	UMATILLA-MORROW ESD	57	EMERALD PUD
117	VERNONIA SCHOOL DISTRICT 47J	58	EMMAUS CHRISTIAN SCHOOL
118	WEST HILLS COMMUNITY CHURCH	59	EN AVANT, INC.
119	WEST LINN WILSONVILLE SCHOOL DISTRICT	60	ENTERPRISE FOR EMPLOYMENT AND EDUCATION
120	WHITEAKER MONTESSORI SCHOOL	61	EUGENE BALLET COMPANY
121	YONCALLA SCHOOL DISTRICT NO.32	62	EUGENE SYMPHONY ASSOCIATION, INC.
1	CONGREGATION OF CHRISTIAN BROTHERS OF HAWAII, INC.	63	EUGENE WATER & ELECTRIC BOARD
2	EMMANUEL LUTHERAN SCHOOL	64	EVERGREEN AVIATION MUSEUM AND CAP. MICHAEL KING.
3	HANAHAU'OLI SCHOOL	65	FAIR SHARE RESEARCH AND EDUCATION FUND
4	HAWAII TECHNOLOGY ACADEMY	66	FAITH CENTER
5	ISLAND SCHOOL	67	FAITHFUL SAVIOR MINISTRIES
6	KAMEHAMEHA SCHOOLS	68	FAMILIES FIRST OF GRANT COUNTY, INC.
7	KE KULA O S. M. KAMAKAU	69	FANCONI ANEMIA RESEARCH FUND INC.
8	MARYKNOLL SCHOOL	70	FARMWORKER HOUSING DEV CORP
9	PACIFIC BUDDHIST ACADEMY	71	FIRST CHURCH OF THE NAZARENE
No.	Nonprofit & Other	72	FIRST UNITARIAN CHURCH
1	211INFO	73	FORD FAMILY FOUNDATION
2	ACUMENTRA HEALTH	74	FOUNDATIONS FOR A BETTER OREGON
3	ADDICTIONS RECOVERY CENTER, INC	75	FRIENDS OF THE CHILDREN
4	ALLFOURONE/CRESTVIEW CONFERENCE CTR.	76	GATEWAY TO COLLEGE NATIONAL NETWORK
5	ALVORD-TAYLOR INDEPENDENT LIVING SERVICES	77	GOAL ONE COALITION
6	ALZHEIMERS NETWORK OF OREGON	78	GOLD BEACH POLICE DEPARTMENT
7	ASHLAND COMMUNITY HOSPITAL	79	GOOD SHEPHERD COMMUNITIES
8	ATHENA LIBRARY FRIENDS ASSOCIATION	80	GOODWILL INDUSTRIES OF LANE AND SOUTH COAST COUNTIES
9	BARLOW YOUTH FOOTBALL	81	GRANT PARK CHURCH
10	BAY AREA FIRST STEP, INC.	82	GRANTS PASS MANAGEMENT SERVICES, DBA
11	BENTON HOSPICE SERVICE	83	GREATER HILLSBORO AREA CHAMBER OF COMMERCE
12	BETHEL CHURCH OF GOD	84	HALFWAY HOUSE SERVICES, INC.
13	BIRCH COMMUNITY SERVICES, INC.	85	HEARING AND SPEECH INSTITUTE INC
14	BLACHLY LANE ELECTRIC COOPERATIVE	86	HELP NOW! ADVOCACY CENTER
15	BLIND ENTERPRISES OF OREGON	87	HIGHLAND HAVEN

88	HIGHLAND UNITED CHURCH OF CHRIST	160	PLANNED PARENTHOOD OF SOUTHWESTERN OREGON
89	HIV ALLIANCE, INC	161	PORT CITY DEVELOPMENT CENTER
90	HOUSING AUTHORITY OF LINCOLN COUNTY	162	PORTLAND ART MUSEUM
91	HOUSING AUTHORITY OF PORTLAND	163	PORTLAND BUSINESS ALLIANCE
92	HOUSING NORTHWEST	164	PORTLAND HABILITATION CENTER, INC.
93	INDEPENDENT INSURANCE AGENTS AND BROKERS OF OREGON	165	PORTLAND SCHOOLS FOUNDATION
94	INTERNATIONAL SOCIETY FOR TECHNOLOGY IN EDUCATION	166	PORTLAND WOMENS CRISIS LINE
95	INTERNATIONAL SUSTAINABLE DEVELOPMENT FOUNDATION	167	PREGNANCY RESOUCCE CENTERS OF GRETER PORTLAND
96	IRCO	168	PRINGLE CREEK SUSTAINABLE LIVING CENTER
97	JASPER MOUNTAIN	169	PUBLIC DEFENDER SERVICES OF LANE COUNTY, INC.
98	JUNIOR ACHIEVEMENT	170	QUADRIPLIGICS UNITED AGAINST DEPENDENCY, INC.
99	KLAMATH HOUSING AUTHORITY	171	REBUILDING TOGETHER - PORTLAND INC.
100	LA CLINICA DEL CARINO FAMILY HEALTH CARE CENTER	172	REGIONAL ARTS AND CULTURE COUNCIL
101	LA GRANDE UNITED METHODIST CHURCH	173	RELEVANT LIFE CHURCH
102	LANE ELECTRIC COOPERATIVE	174	RENEWABLE NORTHWEST PROJECT
103	LANE MEMORIAL BLOOD BANK	175	ROGUE FEDERAL CREDIT UNION
104	LANECO FEDERAL CREDIT UNION	176	ROSE VILLA, INC.
105	LAUREL HILL CENTER	177	SACRED HEART CATHOLIC DAUGHTERS
106	LIFEWORKS NW	178	SAIF CORPORATION
107	LIVING WAY FELLOWSHIP	179	SAINT ANDREW NATIVITY SCHOOL
108	LOAVES & FISHES CENTERS, INC.	180	SAINT CATHERINE OF SIENA CHURCH
109	LOCAL GOVERNMENT PERSONNEL INSTITUTE	181	SAINT JAMES CATHOLIC CHURCH
110	LOOKING GLASS YOUTH AND FAMILY SERVICES	182	SALEM ALLIANCE CHURCH
111	MACDONALD CENTER	183	SALEM ELECTRIC
112	MAKING MEMORIES BREAST CANCER FOUNDATION, INC.	184	SALMON-SAFE INC.
113	METRO HOME SAFETY REPAIR PROGRAM	185	SCIENCEWORKS
114	METROPOLITAN FAMILY SERVICE	186	SE WORKS
115	MID COLUMBIA COUNCIL OF GOVERNMENTS	187	SECURITY FIRST CHILDS DEVELOPMENT CENTER
116	MID-COLUMBIA CENTER FOR LIVING	188	SELF ENHANCEMENT INC.
117	MID-WILLAMETTE VALLEY COMMUNITY ACTION AGENCY, INC	189	SERENITY LANE
118	MORNING STAR MISSIONARY BAPTIST CHURCH	190	SEXUAL ASSAULT RESOURCE CENTER
119	MORRISON CHILD AND FAMILY SERVICES	191	SEXUAL ASSAULT RESOURCE CENTER
120	MOSAIC CHURCH	192	SHELTERCARE
121	NATIONAL PSORIASIS FOUNDATION	193	SHERIDAN JAPANESE SCHOOL FOUNDATION
122	NATIONAL WILD TURKEY FEDERATION	194	SHERMAN DEVELOPMENT LEAGUE, INC.
123	NEW AVENUES FOR YOUTH INC	195	SILVERTON AREA COMMUNITY AID
124	NEW BEGINNINGS CHRISTIAN CENTER	196	SISKIYOU INITIATIVE
125	NEW HOPE COMMUNITY CHURCH	197	SMART
126	NEWBERG FRIENDS CHURCH	198	SOCIAL VENTURE PARTNERS PORTLAND
127	NORTH BEND CITY- COOS/URRY HOUSING AUTHORITY	199	SOUTH COAST HOSPICE, INC.
128	NORTHWEST FOOD PROCESSORS ASSOCIATION	200	SOUTH LANE FAMILY NURSERY DBA FAMILY RELIEF NURSE
129	NORTHWEST LINE JOINT APPRENTICESHIP & TRAINING COMMITTEE	201	SOUTHERN OREGON CHILD AND FAMILY COUNCIL, INC.
130	NORTHWEST REGIONAL EDUCATIONAL LABORATORY	202	SOUTHERN OREGON HUMANE SOCIETY
131	NORTHWEST YOUTH CORPS	203	SPARC ENTERPRISES
132	OCHIN	204	SPIRIT WIRELESS
133	OHSU FOUNDATION	205	SPONSORS, INC.
134	OLIVET BAPTIST CHURCH	206	SPOTLIGHT THEATRE OF PLEASANT HILL
135	OMNIMEDIX INSTITUTE	207	SPRINGFIELD UTILITY BOARD
136	OPEN MEADOW ALTERNATIVE SCHOOLS, INC.	208	ST VINCENT DE PAUL
137	OREGON BALLET THEATRE	209	ST. ANTHONY CHURCH
138	OREGON CITY CHURCH OF THE NAZARENE	210	ST. ANTHONY SCHOOL
139	OREGON COAST COMMUNITY ACTION	211	ST. MARYS OF MEDFORD, INC.
140	OREGON DEATH WITH DIGNITY	212	ST. VINCENT DEPAUL OF LANE COUNTY
141	OREGON DONOR PROGRAM	213	STAND FOR CHILDREN
142	OREGON EDUCATION ASSOCIATION	214	STAR OF HOPE ACTIVITY CENTER INC.
143	OREGON ENVIRONMENTAL COUNCIL	215	SUMMIT VIEW COVENANT CHURCH
144	OREGON MUSUEM OF SCIENCE AND INDUSTRY	216	SUNNYSIDE FOURSQUARE CHURCH
145	OREGON PROGRESS FORUM	217	SUNRISE ENTERPRISES
146	OREGON REPERTORY SINGERS	218	SUSTAINABLE NORTHWEST
147	OREGON STATE UNIVERSITY ALUMNI ASSOCIATION	219	TENAS ILLAHEE CHILDCARE CENTER
148	OREGON SUPPORTED LIVING PROGRAM	220	THE EARLY EDUCATION PROGRAM, INC.
149	OSLC COMMUNITY PROGRAMS	221	THE NATIONAL ASSOCIATION OF CREDIT MANAGEMENT-OREGON, INC.
150	OUTSIDE IN	222	THE NEXT DOOR
151	OUTSIDE IN	223	THE OREGON COMMUNITY FOUNDATION
152	PACIFIC CASCADE FEDERAL CREDIT UNION	224	THE SALVATION ARMY - CASCADE DIVISION
153	PACIFIC FISHERY MANAGEMENT COUNCIL	225	TILLAMOOK CNTY WOMENS CRISIS CENTER
154	PACIFIC INSTITUTES FOR RESEARCH	226	TILLAMOOK ESTUARIES PARTNERSHIP
155	PACIFIC STATES MARINE FISHERIES COMMISSION	227	TOUCHSTONE PARENT ORGANIZATION
156	PARALYZED VETERANS OF AMERICA	228	TRAILS CLUB
157	PARTNERSHIPS IN COMMUNITY LIVING, INC.	229	TRAINING EMPLOYMENT CONSORTIUM
158	PENDLETON ACADEMIES	230	TRI-COUNTY HEALTH CARE SAFETY NET ENTERPRISE
159	PENTAGON FEDERAL CREDIT UNION		

231	TRILLIUM FAMILY SERVICES, INC.
232	UMPQUA COMMUNITY DEVELOPMENT CORPORATION
233	UNION GOSPEL MISSION
234	UNITED CEREBRAL PALSY OF OR AND SW WA
235	UNITED WAY OF THE COLUMBIA WILLAMETTE
236	US CONFERENCE OF MENONNITE BRETHREN CHURCHES
237	US FISH AND WILDLIFE SERVICE
238	USAGENCIES CREDIT UNION
239	VERMONT HILLS FAMILY LIFE CENTER
240	VIRGINIA GARCIA MEMORIAL HEALTH CENTER
241	VOLUNTEERS OF AMERICA OREGON
242	WE CARE OREGON
243	WESTERN RIVERS CONSERVANCY
244	WESTERN STATES CENTER
245	WESTSIDE BAPTIST CHURCH
246	WILD SALMON CENTER
247	WILLAMETTE FAMILY
248	WILLAMETTE VIEW INC.
249	WOODBURN AREA CHAMBER OF COMMERCE
250	WORD OF LIFE COMMUNITY CHURCH
251	WORKSYSTEMS INC
252	YOUTH GUIDANCE ASSOC.
253	YWCA SALEM
1	ALCOHOLIC REHABILITATION SVS OF HI INC DBA HINA MAUKA
2	ALOHACARE
3	AMERICAN LUNG ASSOCIATION
4	BISHOP MUSEUM
5	BUILDING INDUSTRY ASSOCIATION OF HAWAII
6	CTR FOR CULTURAL AND TECH INTERCHNG BETW EAST AND WEST
7	EAH, INC.
8	EASTER SEALS HAWAII
9	GOODWILL INDUSTRIES OF HAWAII, INC.
10	HABITAT FOR HUMANITY MAUI
11	HALE MAHAOLU
12	HAROLD K.L. CASTLE FOUNDATION
13	HAWAII AGRICULTURE RESEARCH CENTER
14	HAWAII EMPLOYERS COUNCIL
15	HAWAII FAMILY LAW CLINIC DBA ALA KUOLA
16	HONOLULU HABITAT FOR HUMANITY
17	IUPAT, DISTRICT COUNCIL 50
18	LANAKILA REHABILITATION CENTER INC.
19	LEEWARD HABITAT FOR HUMANITY
20	MAUI COUNTY FCU
21	MAUI ECONOMIC DEVELOPMENT BOARD
22	MAUI ECONOMIC OPPORTUNITY, INC.
23	MAUI FAMILY YMCA
24	NA HALE O MAUI
25	NA LEI ALOHA FOUNDATION
26	NETWORK ENTERPRISES, INC.
27	ORI ANUENUE HALE, INC.
28	PARTNERS IN DEVELOPMENT FOUNDATION
29	POLYNESIAN CULTURAL CENTER
30	PUNAHOU SCHOOL
31	ST. THERESA CHURCH
32	WAIANAEE COMMUNITY OUTREACH
33	WAILUKU FEDERAL CREDIT UNION
34	YMCA OF HONOLULU
No. Special/Independent Districts	
1	BAY AREA HOSPITAL DISTRICT
2	CENTRAL OREGON INTERGOVERNMENTAL COUNCIL
3	CENTRAL OREGON IRRIGATION DISTRICT
4	CHEHALEM PARK AND RECREATION DISTRICT
5	CITY COUNTY INSURANCE SERVICES
6	CLEAN WATER SERVICES
7	COLUMBIA 911 COMMUNICATIONS DISTRICT
8	COLUMBIA RIVER PUD

9	DESCHUTES COUNTY RFPD NO.2
10	DESCHUTES PUBLIC LIBRARY SYSTEM
11	EAST MULTNOMAH SOIL AND WATER CONSERVANCY
12	GASTON RURAL FIRE DEPARTMENT
13	GLADSTONE POLICE DEPARTMENT
14	GLENDAL RURAL FIRE DISTRICT
15	HOODLAND FIRE DISTRICT NO.74
16	HOODLAND FIRE DISTRICT #74
17	HOUSING AUTHORITY AND COMMUNITY SERVICES AGENCY
18	KLAMATH COUNTY 9-1-1
19	LANE EDUCATION SERVICE DISTRICT
20	LANE TRANSIT DISTRICT
21	MALIN COMMUNITY PARK AND RECREATION DISTRICT
22	MARION COUNTY FIRE DISTRICT #1
23	METRO
24	METROPOLITAN EXPOSITION-RECREATION COMMISSION
25	MONMOUTH - INDEPENDENCE NETWORK
26	MULTONAH COUNTY DRAINAGE DISTRICT #1
27	NEAH KAH NIE WATER DISTRICT
28	NW POWER POOL
29	OAK LODGE WATER DISTRICT
30	OR INT'L PORT OF COOS BAY
31	PORT OF ST HELENS
32	PORT OF UMPQUA
33	REGIONAL AUTOMATED INFORMATION NETWORK
34	RIVERGROVE WATER DISTRICT
35	SALEM AREA MASS TRANSIT DISTRICT
36	SANDY FIRE DISTRICT NO. 72
37	SUNSET EMPIRE PARK AND RECREATION
38	THE NEWPORT PARK AND RECREATION CENTER
39	THE PORT OF PORTLAND
40	TILLAMOOK PEOPLES UTILITY DISTRICT
41	TUALATIN HILLS PARK AND RECREATION DISTRICT
42	TUALATIN VALLEY FIRE & RESCUE
43	TUALATIN VALLEY WATER DISTRICT
44	UNION SOIL & WATER CONSERVATION DISTRICT
45	WEST MULTNOMAH SOIL AND WATER CONSERVATION DISTRICT
46	WEST VALLEY HOUSING AUTHORITY
47	WILLAMALANE PARK AND RECREATION DISTRICT
48	YOUNGS RIVER LEWIS AND CLARK WATER DISTRICT
No. State Agencies	
1	BOARD OF MEDICAL EXAMINERS
2	OFFICE OF MEDICAL ASSISTANCE PROGRAMS
3	OFFICE OF THE STATE TREASURER
4	OREGON BOARD OF ARCHITECTS
5	OREGON CHILD DEVELOPMENT COALITION
6	OREGON DEPARTMENT OF EDUCATION
7	OREGON DEPARTMENT OF FORESTRY
8	OREGON DEPT OF TRANSPORTATION
9	OREGON DEPT. OF EDUCATION
10	OREGON LOTTERY
11	OREGON OFFICE OF ENERGY
12	OREGON STATE BOARD OF NURSING
13	OREGON STATE POLICE
14	OREGON TOURISM COMMISSION
15	OREGON TRAVEL INFORMATION COUNCIL
16	SANTIAM CANYON COMMUNICATION CENTER
17	SEIU LOCAL 503, OPEU
1	ADMIN. SERVICES OFFICE
2	HAWAII CHILD SUPPORT ENFORCEMENT AGENCY
3	HAWAII HEALTH SYSTEMS CORPORATION
4	SOH- JUDICIARY CONTRACTS AND PURCH
5	STATE DEPARTMENT OF DEFENSE
6	STATE OF HAWAII
7	STATE OF HAWAII
8	STATE OF HAWAII, DEPT. OF EDUCATION

Resumes

Joseph R. Blasi, CPCU, ARM <i>Executive Vice President / Account Manager, Commercial Division</i>		
Yrs. Experience:	22	
Yrs. With MSW:	18	
Education:	BBA, Finance, University of St. Thomas (Summa Cum Laude) CNA Technical Insurance School	
Licenses/Certifications:	Associate in Risk Management (Insurance Institute of America) Chartered Property & Casualty Underwriter (American Institute for CPCU) Licensed Risk Manager (Texas Department of Insurance)	
Areas of Expertise:	<input type="checkbox"/> Government & Public Entities <input type="checkbox"/> Educational Institutions <input type="checkbox"/> Catastrophic Property Insurance Placements <input type="checkbox"/> Alternative Risk Financing Programs, Including: <input type="checkbox"/> Retrospective Rating Programs <input type="checkbox"/> All Lines Basket Aggregate Programs <input type="checkbox"/> Collateralized Deductible Programs <input type="checkbox"/> Captives (Heterogeneous And Homogenous Groups) <input type="checkbox"/> Professional Liability Exposures <input type="checkbox"/> Third Party Claims Administration Programs <input type="checkbox"/> Construction Insurance Programs <input type="checkbox"/> Risk Sharing Pools <input type="checkbox"/> Owner Controlled Insurance Programs	
Specific Client Experience:	City of Tyler Webb County City of Port Arthur Houston Community College System Houston Public School School Board Harris County (Texas) Houston Baptist University Region IV Education Service Center Port of Houston Authority	Harris County Dept. of Education East Texas Baptist College City of League City (Texas) Pasadena School Board Fort Bend School District Clear Creek School District San Antonio School District Beaumont School District Cameron County
Unique Skill Sets:	<input type="checkbox"/> Considerable expertise with public sector clients and related risk management programs, funds and pools <input type="checkbox"/> Expert knowledge of a variety of alternative risk financing techniques <input type="checkbox"/> Long-standing, senior level relationships with numerous domestic and foreign underwriters	
Experience History:	McGriff, Seibels & Williams of Texas, Inc. Executive Vice President/Account Manager, Commercial Division	1997 - Present

Marise Saweris <i>Vice President / Marketing Account Executive</i>		
Yrs. Experience:	34	
Yrs. With MSW:	6	
Education:	University of Alexandria, Egypt, 1971 to 1974	
Licenses/Certifications:	General Agents License	
Areas of Expertise:	<input type="checkbox"/> Design and Placement of commercial property insurance programs <input type="checkbox"/> Risk Management of large schedule, complex property accounts <input type="checkbox"/> Public entities, school districts <input type="checkbox"/> Retail Risks <input type="checkbox"/> Nursing Homes <input type="checkbox"/> Hotels/Motels <input type="checkbox"/> Manufacturing	
Specific Client Experience:	Michael Stevens Interests, Inc. Cypress-Fairbanks ISD Reliant Stadium Commercial Metals, Inc. Cameron County	Scientific Drilling International, Inc. Brownsville ISD Texas City ISD Spring Branch ISD
Career Highlights/ Accomplishments:	<input type="checkbox"/> Broad and extensive background in Commercial Property insurance, including manufacturing, retail, habitational and public entity risks <input type="checkbox"/> Negotiated forced placed flood program for Lexington, and hotel program for Liberty Mutual	
Experience History:	McGriff, Seibels & Williams of Texas, Inc. Marketing Account Executive, Commercial Division Lexington Senior Production Underwriter Liberty Mutual Property Production Underwriter Travelers Insurance Senior Commercial Property Rater	2007 - Present 2006 - 2007 1990 - 2006 1979 - 1990

<div>Paul F. Bredthauer</div> <div>Senior Vice President/Senior Marketing Account Executive, Commercial Division</div>		
Years Experience:	27	
Years With MSW:	18	
Education:	Bachelor of Science - Advertising, The University of Texas at Austin Austin, TX - 1986	
Licenses/Certifications:	General Agent License, Texas Surplus Lines Agent License, Texas	
Areas of Expertise:	<div><input type="checkbox"/> Marketing and account servicing of large commercial Property and Casualty accounts including:</div> <div><input type="checkbox"/> Manufacturing</div> <div><input type="checkbox"/> Wholesale / Retail</div> <div><input type="checkbox"/> Construction</div> <div><input type="checkbox"/> Non-Marine Energy</div> <div><input type="checkbox"/> Large deductible/loss sensitive Casualty programs</div> <div><input type="checkbox"/> Due Diligence/Coverage Reviews</div> <div><input type="checkbox"/> Management of mergers and acquisitions for existing clients</div>	
Specific Client Experience:	<div><div>Scientific Drilling International Denali, Inc. Texas Lobo Trucking Global Energy Services Puffer-Sweiven Mustang Gas Compression Complete Energy Services</div><div>Mission Pharmacal McGuyer Homebuilders Allen Harrison/AHC Construction Midway Companies Houston Baptist University Goose Creek ISD</div></div>	
Other Client Experience:	<div><div>T-3 Energy Services Complete Production Services Rockwater Energy Solutions</div><div>Varco International Tuboscope Independence Contract Drilling</div></div>	
Career Highlights/Accomplishments:	<div><input type="checkbox"/> Marketing and servicing of broad client base in a variety of business industries.</div> <div><input type="checkbox"/> Performed due diligence/coverage reviews for clients in acquisition mode.</div> <div><input type="checkbox"/> Worked through “hard” market cycles to minimize costs through competitive and selective marketing.</div> <div><input type="checkbox"/> Maintain long-term relationships with senior underwriting management.</div> <div><input type="checkbox"/> Began career and spent 4+ years as an underwriter, working with 20+ brokers on a wide variety of accounts.</div>	
Experience History:	<div><div><div>McGriff, Seibels & Williams of Texas, Inc.</div><div>Senior Vice President/Marketing Account Executive, Commercial Division</div><div>2000 - Present 1995 - 1999</div></div><div><div>Aon Risk Services of Texas, Inc.</div><div>Vice President – Natural Resources Group</div><div>1999 – 2000</div></div><div><div>McGriff, Seibels & Williams of Texas, Inc.</div><div>Marketing Account Executive -- Commercial Division</div><div>1995 - 1999</div></div><div><div>The Anderson Company</div><div>Senior Marketing Executive</div><div>1991 – 1995</div></div><div><div>The Hartford Insurance Company</div><div>Senior Underwriter</div><div>1987 – 1991</div></div></div>	

Katrice Dlabaj <i>Vice President/Marketing Account Executive, Commercial Division</i>																					
Yrs. Experience:	30																				
Yrs. With MSW:	7																				
Education:	2 Years Undergraduate Studies																				
Licenses/Certifications:	General Agent License, TX Surplus Lines License, TX Notary Public, TX																				
Areas of Expertise:	<input type="checkbox"/> Intermediate and large commercial accounts and programs <input type="checkbox"/> National accounts <input type="checkbox"/> Workers Compensation, Auto//General Liability, Property, Bonds <input type="checkbox"/> Public Entity accounts <input type="checkbox"/> Mergers/Acquisitions Due Diligence reviews <input type="checkbox"/> Accounting, forecasting, budgeting, human resources																				
Specific Client Experience:	<table border="0"> <tr> <td>Galena Park ISD</td><td>Lionel Trains</td></tr> <tr> <td>Alief ISD</td><td>Hall Houston Oil Company</td></tr> <tr> <td>Northeast ISD</td><td>American Homestar Corporation</td></tr> <tr> <td>Harris County Dept. of Education</td><td>Texas Rangers Baseball Team</td></tr> <tr> <td>Boy Scouts of America</td><td>Overhead Door Corporation</td></tr> </table>	Galena Park ISD	Lionel Trains	Alief ISD	Hall Houston Oil Company	Northeast ISD	American Homestar Corporation	Harris County Dept. of Education	Texas Rangers Baseball Team	Boy Scouts of America	Overhead Door Corporation										
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Career Highlights/ Accomplishments::	<input type="checkbox"/> 10 years of property and casualty brokerage experience for educational institutions and municipalities <input type="checkbox"/> Long standing senior level relationships with major underwriters <input type="checkbox"/> Well rounded experience includes insurance company claims handling, wholesale brokering and marketing on a retail agency level																				
Experience History:	<table border="0"> <tr> <td>McGriff, Seibels & Williams of Texas, Inc.</td><td>2001 – Present</td></tr> <tr> <td colspan="2">Vice President/Marketing Account Executive, Commercial Division</td></tr> <tr> <td>Summit Global Partners of Texas, Inc.</td><td>1995 - 2001</td></tr> <tr> <td colspan="2">(Formerly Ben A. Reid & Associates, Inc.) Account Manager</td></tr> <tr> <td>Jardine Insurance Services</td><td>1988 - 1995</td></tr> <tr> <td colspan="2">Controller, Office Manager, Account Manager</td></tr> <tr> <td>Frank B. Hall, Inc.</td><td>1982 - 1988</td></tr> <tr> <td colspan="2">Account Manager</td></tr> <tr> <td>Trinity Universal Insurance Company</td><td>1978 - 1982</td></tr> <tr> <td colspan="2">Claims Secretary</td></tr> </table>	McGriff, Seibels & Williams of Texas, Inc.	2001 – Present	Vice President/Marketing Account Executive, Commercial Division		Summit Global Partners of Texas, Inc.	1995 - 2001	(Formerly Ben A. Reid & Associates, Inc.) Account Manager		Jardine Insurance Services	1988 - 1995	Controller, Office Manager, Account Manager		Frank B. Hall, Inc.	1982 - 1988	Account Manager		Trinity Universal Insurance Company	1978 - 1982	Claims Secretary	
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David Petersen, CRP Senior Vice President, Commercial Division			
Yrs. Experience:	30		
Yrs. With MSW:	13		
Education:	B.A., Criminology, Stephen F. Austin State University, 1985		
Licenses/Certifications:	Certified Risk Professional Multi-lines Insurance Adjuster (17-08) General Agent License, TX		
Areas of Expertise:	<div><input type="checkbox"/> Management of large, complex risk transfer & loss sensitive programs</div> <div><input type="checkbox"/> Workers Compensation, Auto/General liability, and Property</div> <div><input type="checkbox"/> Claims management for all lines of insurance</div> <div><input type="checkbox"/> Auditing TPAs/carriers for performance and compliance</div> <div><input type="checkbox"/> TPA selection & claim advocacy-financial, energy, healthcare, public</div> <div><input type="checkbox"/> Operational Assessments/Behavioral Safety Audits</div>		
Current Client Experience:	Complete Production Gulf Island Fabricators Nabors Port Freeport	Oil States Exterran Tidewater Scientific drilling	Express Energy Services Tesco Cadent Energy Harris County
Other Client Experience	Sterling Chemicals Lyondell-Citgo Pioneer Chlor Alkali Varco	McDermott Pride Lyondell Petrochemical Dynegy	National Oilwell Stage Stores BJ Services Phillip Services
Career Highlights/ Accomplishments:	<div><input type="checkbox"/> Provided recommendations that achieved a 70% reduction in W/C losses over an 18 month period, saving the client approx \$3M</div> <div><input type="checkbox"/> Provided a claims management study that resulted in recovery of \$1MM in overpaid W/C claims and 2nd injury fund claims</div> <div><input type="checkbox"/> Provided a claims audit for a new acquisition, resulting in reduction of open claims from 1100 to 114</div> <div><input type="checkbox"/> Worked w/contractor/TPA-improved claim handling & lowered reserves \$802K</div> <div><input type="checkbox"/> Provided a claims audit for a transportation company that resulting in closing 75% of open claims, and reserve reduction of \$31MM</div> <div><input type="checkbox"/> Worked with a state insurance fund to improve finances, w/results of:<div><input type="checkbox"/> Reduction of direct costs by \$4.1MM</div><div><input type="checkbox"/> Reduction of open claims from 23,000 to 14,000</div><div><input type="checkbox"/> Reduction of reserves by \$100MM over 3 years</div><div><input type="checkbox"/> Increased profits -- 49%</div></div>		
Experience History:	<div><div>McGriff, Seibels & Williams of Texas, Inc.</div><div>Senior Vice President, Commercial Division</div><div>2001 - Present</div></div> <div><div>Deloitte & Touche</div><div>Senior Manager, Enterprise Risk Services Group (ERS)</div><div>1999 - 2001</div></div> <div><div>Willis</div><div>Senior Vice President, Secretary/Regional Director, Risk Mgmt. Services</div><div>1997 - 1999</div></div> <div><div>Alexander & Alexander of Texas, Inc.</div><div>Senior Vice President, SW Regional Claims Services Practice Leader</div><div>1992 - 1997</div></div> <div><div>Johnson & Higgins</div><div>Assistant Vice President/Senior Claims Consultant</div><div>1989 - 1992</div></div> <div><div>United Gas Pipeline Company</div><div>Corporate Claims Manager/Risk Manager</div><div>1987 - 1989</div></div> <div><div>Allstate Insurance Company</div><div>Multi-Line Claims Adjuster</div><div>1985 - 1987</div></div>		

Debra Taylor Assistant Vice President/Commercial Claims		
Yrs. Experience:	9	
Yrs. With MSW:	9	
Education:	Associate Degree in Office Education	
Licenses/Certifications:	All Lines Adjuster Certified Insurance Service Representative Certified School Risk Manager	
Areas of Expertise:	<input type="checkbox"/> Claims Administration <input type="checkbox"/> Document Reconciliation <input type="checkbox"/> Claims Procedural Documentation <input type="checkbox"/> Loss Runs Report Analysis	
Specific Client Experience:	Nabors Industries Inc. Cherry Companies Harris County Port Arthur ISD Alief ISD Rio Hondo ISD Fort Bend ISD Brownsville ISD	
Large Client Experience With Multi Locations & Exposures Worldwide:	<input type="checkbox"/> Extension of Risk Management Claims <input type="checkbox"/> Supervise & monitor all worker's compensation claims <input type="checkbox"/> Provide quarterly loss run reports, charts and participate in claim reviews	
Career Highlights/ Accomplishments:	<input type="checkbox"/> Managed Accounts affected by Hurricane Ike <input type="checkbox"/> Satisfactory resolution of catastrophic property claims	
Experience History:	McGriff, Seibels & Williams of Texas, Inc. Commercial Claims Representative (Mar 2008 – Present) Loss Runs Analyst (Jan 2006 – Feb 2008)	2006 to Present

Tom Bradt, ARM, CIC <i>Vice President, Special Projects</i>																
Yrs. Experience:	4															
Yrs. With MSW:	4															
Education:	B.B.A. Finance – University of Houston 2004															
Licenses/Certifications:	General Agent License, TX Associate in Risk Management (ARM) Certified Insurance Counselor (CIC) Pursuing CRM Designation															
Areas of Expertise:	<input type="checkbox"/> Loss data analysis for customized reports <input type="checkbox"/> Risk retention analysis and program structure testing <input type="checkbox"/> Auditing NCCI Experience Modifiers <input type="checkbox"/> Evaluation and negotiation of legacy program adjustments <input type="checkbox"/> Calculating and negotiating collateral requirements <input type="checkbox"/> Cost of Risk assessments <input type="checkbox"/> Developing customized analytical tools to meet specific needs															
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Career Highlights/ Accomplishments:	<input type="checkbox"/> Reduced Modifier Ratings through NCCI Worksheet audits. <input type="checkbox"/> Negotiated over \$55MM in collateral reductions. <input type="checkbox"/> Successful investigation and negotiation of legacy program adjustments, one of which resulted in the reversal of a \$3MM charge. <input type="checkbox"/> Negotiated more favorable wording on client's deductible specifications <input type="checkbox"/> Designed customized tools and exhibits to analyze loss sensitive programs.															
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