Response to Request for Qualifications #3495 for
Property and Casualty Brokers | Technical Proposal

State of Nevada

Opening date: October 25, 2017 | Opening time: 2:00 PM

Submitted by:

Brandon Lewis, CPCU, ARM
Sales Executive Commercial

Wells Fargo Insurance Services USA, Inc.
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Together we'll go far

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Brandon C. Lewis
Wells Fargo Insurance Services USA, Inc.
5340 Kietzke Lane, Suite 201
Reno, NV 89511-2065

October 25, 2017

Gail Burchett, Purchasing Officer II
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Dear Mrs. Burchett,

Wells Fargo Insurance Services USA, Inc. is pleased to present our response to the State of Nevada (State)'s Request for Qualifications #3495 for Property and Casualty Brokers Technical Proposal. We are excited about the opportunity and are confident in our abilities to help the State of Nevada reach its risk management and insurance program objectives.

We have demonstrated expertise in placing coverage for Nevada government entities, including helping our clients manage their self-insured risk management programs and excess insurance placements.

We believe our proposal demonstrates that Wells Fargo Insurance possesses the best combination of an experienced and talented brokerage and local service team backed by executive commitment, large broker market clout, and resource specialists.

- ***We are committed to government entity clients like the State; we serve over 1,500 nationally.***
- ***Our team members have extensive experience handling the insurance and risk management needs of government entity accounts in Nevada.***
- ***We understand government entity processes for planning and funding, public board meetings, and contracts and procurement.***
- ***We realize the effect budget constraints have on risk management decisions and the cost considerations that the State must deal with in purchasing coverage and paying premiums.***
- ***Our corporate structure is decentralized and client-centric, providing local services, coupled with the resources of a large national firm.***
- ***We place an emphasis on collaboration with our clients to differentiate each client in the marketplace and create customized risk programs at the most cost effective terms.***

We meet with our clients regularly, work hard to understand their organization's exposures and to help manage their risk and insurance programs. We can provide high-level industry expertise and consultative service for the State.

Wells Fargo Insurance was named "Best Insurance Broker in North America" for two consecutive years (2014 and 2015), as part of Global Finance magazine's annual Best Global Insurers awards program. Wells Fargo Insurance is seen by its customers as a market leader in obtaining the best pricing, securing desired levels of insurance coverage and handling claims with insurance carriers. At Wells Fargo

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Insurance, “doing what is right for the client” is our core value backed up by personal accountability, leadership, integrity, and effective communication.

Acquisition Announcement

Wells Fargo & Company (NYSE: WFC) announced June 26, 2017 that Wells Fargo Insurance Services (WFIS) will join USI Insurance Services (USI) in the fourth quarter of 2017, pending all required regulatory approvals. Upon close of the sale, our newly combined firm will operate as USI. Prior to closing it is business as usual, as WFIS and USI will continue to operate their businesses independently. Upon closing, by combining the two firms, we will create a company with increased expertise, deeper carrier partnerships and broader geographic reach. Together, we expect to enhance our current services to provide clients even more value and resources.

We have also included a copy of a letter in **Appendix I** written by Tim Prichard, Jr., President of Wells Fargo Insurance addressed to our clients with more information regarding this upcoming change.

We do not anticipate any changes to our proposed service team and expect to continue providing the same level of responsive, professional service to our clients throughout and after the transition.

We appreciate this opportunity to demonstrate our capabilities and commitment to the State of Nevada.

Sincerely,

Brandon Lewis, CPCU, ARM
Sales Executive Commercial
Phone: 775-823-7114
Email: Brandon.Lewis@wellsfargo.com

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Section III | Vendor information sheet

VENDOR INFORMATION SHEET FOR RFQ 3495

Vendor Shall:

A) Provide all requested information in the space provided next to each numbered question. The information provided in Sections V1 through V6 shall be used for development of the contract;

B) Type or print responses; and

C) Include this Vendor Information Sheet in Section III of the Technical SOQ proposal.

V1	Company Name	**Wells Fargo Insurance Services USA, Inc.**

V2	Street Address	**150 North Michigan Avenue, Suite 3900**

V3	City, State, ZIP	**Chicago, IL 60601-7604**

V4	Telephone Number		
	Area Code: **312**	Number: **423-2500**	Extension:

V5	Facsimile Number		
	Area Code: **312**	Number: **423-2508**	Extension:

V6	Toll Free Number		
	Area Code: **800**	Number: **241-6633**	Extension:

V7	***Contact Person for Questions / Contract Negotiations, including address if different than above***
	Name: **Brandon Lewis, CPCU, ARM**
	Title: **Sales Executive Commercial**
	Address: **5340 Kietzke Lane, Suite 201, Reno, NV 89511-2065**
	Email Address: **Brandon.Lewis@wellsfargo.com**

V8	Telephone Number for Contact Person		
	Area Code: **775**	Number: **823-7114**	Extension:

V9	Facsimile Number for Contact Person		
	Area Code: **866**	Number: **612-8440**	Extension:

V10	***Name of Individual Authorized to Bind the Organization***	
	Name: **Brandon Lewis, CPCU, ARM**	Title: **Sales Executive Commercial**

V11	Signature ***(Individual shall be legally authorized to bind the vendor per NRS 333.337)***	
	Signature: Brandon Lewis	Date: 10/25/2017

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Section IV | State documents

The State documents section shall include the following:

A. The signature page from all amendments signed by an individual authorized to bind the organization.

Wells Fargo Insurance acknowledges receipt of the following amendments and has included a signed copy of the following as required.

- ***Amendment No. 1 issued 10/11/2017***

The signed amendment follows this page.

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State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Brian Sandoval
Governor

Jeffrey Haag
Administrator

SUBJECT:	Amendment 01 to Request for Qualification 3495
DATE OF AMENDMENT:	October 11, 2017
DATE OF RFQ RELEASE:	September 28, 2017
DATE AND TIME OF OPENING:	October 25, 2017 @ 2:00 PM
AGENCY CONTACT:	Gail Burchett, Purchasing Officer II

The following shall be a part of RFQ ***3495 for Property and Casualty Brokers.*** If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

---

1. Section 2.2 General Minimum Qualifications, 2.2.8 Brokers engaged in cyber assessments and cyber liability policy placement will be required to meet additional background check requirements and/or will required to provide the State letters of attestation from employer certificating that serving broker has no criminal convictions that would preclude them from marketing that particular line of coverage.

   a. Does the State require that the broker selected to market and place cyber coverage also provide cyber assessment services?

      Those two services can be provided independently of each other.

   b. Has the State had any cyber assessments performed by a broker or other outside vendor in the past 5 years?

      State had a cyber-liability insurance assessment completed during our fiscal year 2016.

   c. If the scope of a requested cyber assessment is outside the available services of a broker, would that disqualify the broker/firm from being able to market and place the cyber coverage?

      Not necessarily, but background check requirement would remain in place as we consider any underwriting data provided to outside parties for cyber liability to be confidential as it pertains to sensitive information about the State's computer networks and/or systems.

2. Section 8.1 General Submission Requirements, 8.2.2.4 Section IV – State Documents

   a. Part D. Copies of any vendor licensing agreements and/or hardware and software maintenance agreements.

      1. Does the State require any particular vendor licensing agreements from responding brokers?

         No, not at this current time.

      2. Does the State require any particular hardware or software maintenance agreements from responding brokers?

         No, not at this current time.

   b. Copies of applicable certifications and/or licenses.

      1. Does the State require copies of professional certifications of individual team members (i.e. ARM, CPCU or other)?

         Copies not required but desirable if used to further demonstrate individual broker's qualifications.

      2. Does the State require copies of insurance licenses of individual team members in addition to our corporate license(s)?

         Yes, copies of insurance licenses required.

3. Would you please provide additional clarification for 2.4 Optional Services item 2.4.9 Document issuance and verification? What type of documents and verifications do you consider an optional service?

   Document issuance and verification includes contracts and other documents (I assume we are not talking about insurance policies as that would not be optional but be required) used in conjunction with providing the optional services as noted within paragraph 2.4., including and not limited development of service agreements and/or subcontractor agreements along with verification of insurance provided as required under those agreements.

   Please see additional clarifying response under question 10 which pertain to document issuance as part of the required services.

4. Regarding Section 3.1.1-3.1.3: Please confirm the responding must only be licensed to do business in the State of Nevada and is not required to have a service office in the state.

   Brokers must be licensed to do business in Nevada. We expect that if Office is located outside the State, that Service Team would be available during the State's normal

business hours from 8 a.m. – 5 p.m. PST to answer questions and provide services as needed.

5. Please provide a detailed schedule of insurance coverage including the following for each policy/line of coverage:

   a. type of coverage (i.e. property, aircraft, boiler and machinery, etc.);
   b. current carrier(s);
   c. name of current broker, intermediary, and/or managing general agent (MGA);
   d. all compensation paid to incumbent broker, intermediary, and/or MGA including retail and/or wholesale commissions, fees, etc.;
   e. policy effective dates;
   f. premium;
   g. limits;
   h. deductible/self-insured retention; and provide a complete copy of the current policy including all endorsements.

   The State of Nevada is not able to provide a detailed policy schedule at this time; however, we can provide the following:

   Policies issued to the State of Nevada include those lines of coverage referenced in revised Section 1, Paragraph 2 (see question nine). Current legislatively approved budget for policy premiums and their associated fees and/or commissions for Fiscal Year 2018, total approximately 2.6 Million dollars.

6. Regarding Section 2.3.7, respondents are asked to "List the top five (5) insurance companies, ranked by premium volume, you place commercial all risk property insurance within Nevada and in other States and your premium volume with each of them for the past two (2) years." Please confirm this request is for both the firm overall and separately for Nevada.

   Yes, please provide information showing business placed within the State of Nevada vs. the amount of business placed outside the State of Nevada.

7. Will the State be willing to consider any exceptions to the proposed contract terms?

   The State is not willing to consider exceptions to the contract.

8. Will the State consider adding limitation of liability language to any final contract?

   The State is not willing to consider exceptions to the contract.

9. The following is a change to the RFQ document.

   Section 1, Paragraph 2 shall be changed as follows. "The primary insurance coverages that the Risk Management Division obtains at this time are aviation, commercial

property, boiler and machinery, crime (employee dishonesty), <u>cyber liability</u>, excess liability, fine arts and various agency specific liability policies."

10. The following is a change to the RFQ document.

    Under section 2.2 General Minimum Qualifications, the following requirement has been added.

    2.2.10 - For those insurance programs and insurance policies procured on behalf of the State of Nevada, broker will be responsible for document issuance and verification including the timely review and delivery of all policy documents from the insurance carriers including but not limited to binders, policies and any associated policy endorsements/amendments.

11. Attachment D, Insurance Schedule shall be replaced by the attachment below.

RFQ 3495
Attachment D Insurar

<u>ALL ELSE REMAINS THE SAME FOR RFQ 3495.</u>

Vendor shall sign and return this amendment with proposal submitted.

NAME OF VENDOR	Wells Fargo Insurance Services USA, Inc.		
AUTHORIZED SIGNATURE	Brandon Lewis		
TITLE	Sales Executive Commercial	**DATE**	10/25/2017

RFQ 3495 Amendment 01

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal

B. Attachment A – Confidentiality and Certification of Indemnification signed by an individual authorized to bind the organization.

ATTACHMENT A – CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION

Submitted proposals, which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "confidential" **shall not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a "trade secret" as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors' technical and cost proposals become public information.

In accordance with the submittal instructions of this RFQ, vendors are requested to submit confidential information in separate files marked "**Part IB Confidential Technical SOQ**" and "**Part III Confidential Financial**".

The State shall not be responsible for any information contained within the proposal. If vendors do not comply with the labeling and packing requirements, proposals shall be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that shall be in an open meeting format, the proposals shall remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act shall constitute a complete waiver and all submitted information shall become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information.

Please initial the appropriate response in the boxes below and provide the justification for confidential status.

Part IB – Confidential Technical SOQ Information			
YES	X BL	NO	
Justification for Confidential Status			
The answers to questions 2.3.7 to 2.3.11 include premium volumes that we consider to be confidential business information. These have been included in a separate confidential technical proposal document.			

Part III – Confidential Financial Information			
YES		NO	X BL
Justification for Confidential Status			

Wells Fargo Insurance Services USA, Inc.

Company Name

Brandon Lewis

Signature

Brandon Lewis — Print Name

10/25/2017 — Date

This document must be submitted in Section IV of vendor's technical proposal

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C. Attachment B – Vendor Certifications signed by an individual authorized to bind the organization.

ATTACHMENT B – VENDOR CERTIFICATIONS

Vendor agrees and will comply with the following:

(1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.

(2) All proposed capabilities can be demonstrated by the vendor.

(3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.

(4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.

(5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals shall be made in good faith and without collusion.

(6) All conditions and provisions of this RFQ are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion shall be in writing and included in the proposal at the time of submission.

(7) Each vendor shall disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFQ. Any such relationship that might be perceived or represented as a conflict shall be disclosed. By submitting a proposal in response to this RFQ, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.

(8) All employees assigned to the project are authorized to work in this country.

(9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.

(10) The company has a written policy regarding compliance for maintaining a drug-free workplace.

(11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.

(12) Vendor shall certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.

(13) The proposal shall be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

Wells Fargo Insurance Services USA, Inc.

Vendor Company Name

Brandon Lewis

Vendor Signature

Brandon Lewis — **10/25/2017**

Print Name — Date

This document must be submitted in Section IV of vendor's technical proposal

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D. Copies of any vendor licensing agreements and/or hardware and software maintenance agreements.

Not applicable.

E. Copies of applicable certifications and/or licenses.

Please see Appendix III for our insurance licenses as maintained by the team members for the proposed account service team.

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Section V | Section 2.2 | General minimum qualifications

2.2.1 Brokers/firms must demonstrate experience in structuring and obtaining property and liability insurance programs for at least one (1) State government, a university system, a large public or governmental entity (3,000 + employees/$2 Billion property value) or a large public entity pool with similar risks, within the past two (2) years.

Wells Fargo Insurance has structured and obtained property and liability insurance programs for several large, government entities in Nevada within the past two years. Our Nevada team has managed the marketing and placement for a large school district with over 8,000 employees, including placement of a comprehensive property and boiler & machinery program including coverage for earthquake, flood and auto physical damage as well as excess liability coverage over the insured's self-insured retention.

Our Nevada team works with several other large governmental entities to structure place and manage comprehensive property and excess liability insurance programs

Nationally, Wells Fargo Insurance has helped a number of clients form captive insurance subsidiaries with funding between $5 million and $20 million in premium. We have also helped to structure a fully fronted/matching deductible captive with a limit of $20 million.

Our national team has routinely handle a number of collateral replacement deals each year in which we replace Letters of Credit with trusts or cash or obtain the insurers agreement to maximize paid loss credits and obtain reverse collateral options.

2.2.2 Brokers/firms must demonstrate experience in negotiation and managing large deductible or other alternative risk financing plans for a large public entity or private employer with the past two (2) years.

Our Nevada team has negotiated and managed excess liability insurance programs for several Nevada governmental entities with self-insured retentions ranging from $400,000 to $1,500,000. We understand the benefits and challenges of self-insurance and work with our clients and underwriters to ensure the desired level of control over claims administration, settlement and litigation strategies. We are also familiar with the $100,000 tort cap provided by NRS 41.035.

2.2.3 Brokers/firm and key staff must be available to the Risk Management Division during regular business hours (8:00 a.m. – 5:00 p.m., Pacific Time, Monday-Friday, excluding State holidays) and must agree to allow the Risk Manager or her designee to communicate directly with the insurer and underwriters upon request.

Wells Fargo Insurance key staff members will be available to the Risk Management Division during regular business hours (8:00 a.m. – 5:00 p.m., Pacific Time, Monday-Friday, excluding State holidays). We also recognize that the State's exposures extend beyond the business day and would also be available if needed outside of regular business hours.

We also agree to allow the Risk Manager or her designee to communicate directly with the insurer and underwriters. We support and encourage communication between the insured and insurer, which may also include face-to-face meetings to promote better understanding and results for both parties.

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2.2.4 Brokers/firms or brokers assigned to work on the State's account must not have been issued a "Cease and Desist Order" from the Insurance Commissioner in the State of Nevada for any reason within the past two (2) years.

To the best of our knowledge, there have been no cease & desist orders entered against Wells Fargo Insurance or any of the team members assigned to work on the State's account in Nevada.

2.2.5 Broker/firms must be licensed with the Insurance Division and the Secretary of State to do business in the State of Nevada.

Wells Fargo Insurance is licensed in all jurisdictions within the continental United States for Life, Accident, Sickness, Health, Variable Life, Variable Annuity, Property, Casualty, Personal Lines, and Surplus Lines where applicable. It is a requirement that all individuals who sell, solicit, or negotiate insurance products who work for our company are properly licensed, and we have firm procedures to ensure we follow the state mandates in all jurisdictions. A copy of our license for the State of Nevada and our Certificate from the Secretary of State are provided in Appendix II. Copies of our individual broker licenses can be found Appendix III.

2.2.6 Broker/firms must agree to all conditions outlined in Section 1, Overview and Scope of Project.

Wells Fargo Insurance agrees to all conditions outlined in Section 1, Overview and Scope of Project.

2.2.7 Brokers must be able to demonstrate favorable insurance market relationships for the type of coverages/programs needed by the State.

As one of the largest insurance brokerage firms in the world, we have the market leverage to negotiate competitive rates, flexible terms, and excellent coverage options, including public officials professional liability, law enforcement liability, environmental liability, employee benefits, and much more. We also have a strong presence in risk-sharing pools and can provide access to broad coverage at competitive prices.

Our Nevada team works with the markets that specialize in insuring and serving governmental entities. In 2016, our Nevada team placed in excess of $45 million in premium with the insurance markets, including over $15 million in premium for Nevada government entities.

We maintain close, professional relationships with claims managers, loss control representatives, underwriters and managers of key markets for governmental entities, which help us to negotiate the best terms, conditions and pricing on behalf of our clients from a position of trust.

We understand and place coverage similar to the program maintained by the State, including coverage for aircraft liability and hull, all risk property and contents, boiler and machinery, commercial crime (including employee dishonesty and faithful performance of duty), cyber liability and excess liability.

We also work with our governmental clients to place other types of policies to meet their risk management needs and preferences, including medical malpractice liability, marine liability and hull insurance, special event coverage.

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2.2.8 Brokers engaged in cyber assessments and cyber liability policy placement will be required to meet additional background check requirements and/or will required to provide the State letters of attestation from employer certificating that serving broker has no criminal convictions that would preclude them from marketing that particular line of coverage.

Background checks are important to protect Wells Fargo's team members and its assets and to comply with federal regulations that prohibit us from employing or associating with someone convicted of certain crimes involving dishonesty or breach of trust. We conduct a criminal background investigation on each person who is offered a job at Wells Fargo Insurance.

We will work with the State to ensure that any individuals engaged in cyber assessments and cyber liability policy placements meet any additional background check requirements and to provide appropriate documentation as allowed by law.

2.2.9 Broker/firm must agree to have stewardship meeting with State at least once a year.

We provide our clients with an annual stewardship report and we customize this document to fit your specific needs. In general, our report is a comprehensive analysis that includes a critical coverage audit; current program benchmarking; claims review; state of the market discussion; a review of the State's strategic goals and objectives for renewal; and our assessment of the team's performance during the year. At a minimum, we would like to meet with risk management quarterly to provide updates on the insurance and risk management programs. We believe regular meetings are important to address ongoing and changing exposures, and frequent communication enhances our ability to satisfy your business needs.

2.2.10 For those insurance programs and insurance policies procured on behalf of the State of Nevada, broker will be responsible for document issuance and verification including the timely review and delivery of all policy documents from the insurance carriers including but not limited to binders, policies and any associated policy endorsements/amendments.

The State's local service team will issue certificates of insurance, check policy accuracy, and deal with accounting issues. We feel it is critical to be able to perform and control the performance of these functions through a team that understands your needs and is accountable directly to you in order to ensure the highest degree of customization and accuracy.

We verify the accuracy and adequacy of the selected insurer's binders, policies, policy endorsements, invoices and other insurance-related documents prior to delivery. We recognize and appreciate how important this is to our clients. Our review process includes our local team (Account Executive & Sales Executive) as well as an internal, central review team to ensure accuracy.

We ensure on-time delivery of the policy and all applicable endorsements. We understand it is extremely important to ensure the expeditious delivery of the underlying policy in order to secure the remaining policies. We actively follow up with carriers for policy delivery beginning thirty days after binding. Although it is not always possible due to carrier delays, it is our goal to deliver policies within 60 days of binding.

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Section VI | Section 2.3 | Technical minimum qualifications

It is *mandatory* that each component listed below in the Technical Minimum Qualifications be addressed. Failure to address each component shall result in disqualification of the RFQ response.

Vendors proposing to receive an award through this RFQ shall provide a detailed description of their SOQ, which shall include, at a minimum, the following information.

Please respond to the following items. Please keep your answers concise and number your responses to correspond with each question.

2.3.1 Provide a brief history and description of your firm. The description should include the number of employees who specialize in property and liability insurance and ancillary fields. Provide the same information and the physical location of offices in Nevada. Please provide copies of appropriate licenses.

Wells Fargo Insurance Services USA, Inc. is a firm specializing in insurance placement and risk management consulting services for commercial property, casualty, professional and management liability insurance, employee benefit plans, and personal lines. Wells Fargo Insurance has been serving the insurance needs of its clients since 1903, and has been providing group employee benefits consulting and brokerage services since 1989.

Wells Fargo Insurance provides solutions for a wide range of clients, including retail consumers, high net worth individuals, small businesses, middle market, and large corporate organizations. We are a licensed insurance broker in all 50 states with 46 sales offices located in 26 states including D.C. Wells Fargo Insurance employs approximately 3,500 team members and writes or places $9.0 billion of risk premiums annually in property, casualty, benefits, international, and personal lines. (as of 4/25/2017)

Wells Fargo Insurance has maintained offices in Reno and Las Vegas since 2006:

Reno	*Las Vegas*
Total number of insurance professionals: 14	*Total number of insurance professionals: 7*
5340 Kietzke Lane *Suite 201* *Reno, NV* *89511-2065*	*6325 S Rainbow Blvd* *Suite 200* *Las Vegas, NV* *89118-3277*

Copies of our individual broker licenses can be found Appendix III.

2.3.2 Describe the special expertise your firm has in marketing property and liability insurance and related services to states, universities, large public entities and/or public entity pools.

We know that each public entity has its own distinct operating environment, sometimes with different departments pursuing different objectives. After all, you don't operate in a vacuum, and you can't always separate "risk" from "finance," no matter what the organizational chart

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says. Wells Fargo Insurance can help. Our Public Entity Industry Segment team takes a holistic approach to managing your risk and can unite groups throughout your organization.

We take the time to understand your operations, culture, and strategic direction; then we tailor the right insurance and risk management solutions for your specific needs. From finance, human resources, and operations to safety personnel and road crews, we can help your internal teams speak the same language, achieve the same overall goals, and embrace an integrated risk management strategy.

Risk solutions for all facets of public sector entities

Whether you're concerned about employment-related litigation, emerging cyber risks, or the impact of environmental legislation, we understand the risks unique to governmental entities. We have an extensive track record of working successfully with state, county, municipal government and public agencies, utility districts, school districts, and nonprofit organizations to better manage risk and operate more efficiently.

Our core public sector solutions include:

- ***Analysis and forecasting – We will analyze your program, help you identify areas of concern, and develop a customized risk management plan. For high-value risk exposures, we can forecast your losses so you can make strategic business decisions. Services include loss forecasting and accrual studies, collateral reduction analysis, risk retention analysis, program comparisons and cash flow modeling, cost of risk allocation, and risk bearing capacity analysis.***
- ***Insurance program marketing – We design suitable coverage for public entities and negotiate with over 50 insurance carriers for broad terms and low costs.***
- ***Physical risk review – We assess operations to determine your property, business interruption, extra expense, machinery breakdown, flood, and earthquake exposures.***
- ***Claims management and loss control – We understand local laws that impact claims against public entities, so we can help you more effectively manage your liability costs. When you do have a claim, our dedicated claims service center will work on your behalf to swiftly achieve an optimal result. We offer loss control and safety services designed to reduce your losses including OSHA, DOT, liability, and property protection.***
- ***Claim advocacy – We serve as your claim advocate for all coverage, assisting with property claims to maximize your recovery and minimize the disruption to your operations. We offer in-depth coverage analysis and support for difficult liability, auto, workers compensation, and executive liability claims to protect your assets.***
- ***Employee safety training – We offer access to web-based courses through Summit Training Source, a collection of approved Occupational Safety and Health Administration (OSHA) training courses on topics such as occupational safety, transportation, and environmental hazards.***
- ***Administration support –CyberSure® eService, our proprietary, web-based portal, helps you organize your insurance information and streamline the administration of your property and casualty and employee benefits programs with efficient, paperless transactions.***
- ***Property protection consulting – We assist our customers in evaluating risk to their assets and determining loss scenarios to better enable them to protect and adequately insure their assets. Services include benchmarking, analyzing loss experiences, cost-benefit analysis, plan review, code dispute, and loss investigations. We conduct interdependency studies and supply chain exposures to contingent business interruption exposures to determine vulnerabilities and solutions.***
- ***Business continuity services –Our consultants will help you systematically identify critical business functions, prioritize their impact on the business, and develop cost-effective recovery strategies to minimize disruptions to these operations. Our plans address seasonal***

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issues, supply chain, vendor and customer agreements, as well as communication protocols. We also assist customers with plan maintenance and facilitate testing exercises. Our business continuity practice group is comprised of certified consultants with specific experience, knowledge, and focus in operational recovery, disaster recovery, emergency response, and crisis management.

- ***Law enforcement liability – We know it is important for public entities to have coverage that responds to law enforcement liability claims that arise in today's challenging environment. Our consultants review law enforcement liability policies to determine if coverage is adequate for any errors and omissions claims. As a client, you are eligible for discounted fees for the line of duty (TCLEOSE) approved on-line law enforcement training.***
- ***Surety bonds – Our Surety Practice Group can help public entities to get the commercial surety bonds they need to grow. For public entity organizations, we take the time to understand your business, your goals, and your financials; then we develop a plan to help provide the surety capacity you need. Whether it's choosing the right surety providers, negotiating terms and conditions, or managing the day-to-day needs of your surety portfolio, we offer a complete suite of surety services.***
- ***Fleet – We understand public entity fleet exposures. We have options to provide specialized coverage for your fleet. Whether it is through teaming up with our loss prevention team to develop and implement a safety platform, review your management controls and maintenance program, or assist in executing a driver training course; we have the knowledge needed to assess and develop a program unique to your needs.***
- ***Environmental liability –Drawing from extensive knowledge of environmental exposures, we can review your operations and develop strategies to help you protect your assets***
- ***Network security and data privacy –Public entities warehouse an abundance of sensitive information, making them attractive targets for data privacy crimes. We provide access to coverage that helps protect you from claims related to data breaches, unauthorized access, identity theft, loss of portable electronics, and other technology risks.***
- ***Employee benefits – We offer consulting services for benefits planning, cost control, employee advocacy, and ongoing plan administrative support. Our team works with inter-local governmental risk pools, cooperatives, trusts, bargaining groups, and insurance committees. We also help employers minimize Governmental Accounting Standards Board (GASB) and Other Post-Employment Benefits (OPEB) liabilities.***
- ***Reputational risk –Brand reputation in the eyes of its many stakeholders is a hard-earned, valuable asset. With the Internet and social media at the world's fingertips, it's more important than ever to protect it. We work with you to identify the successful business processes and decisions that underpin your reputation and the inherent risks present to develop an insurance solution that's tailored to fit your organization's needs.***

2.3.3 Describe the largest alternative risk financing program that individuals, who would be designated to work on this account, have placed within the past two (2) years.

Our Nevada team has placed several alternative risk financing programs within the past two years for Nevada governmental entities, including one program with a self-insured retention of $1,500,000.

Our National Casualty & Alternative Risk Practice is also available to assist in the negotiation, marketing and placement of large alternative risk programs, including high-deductibles, self-insurance and captives.

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2.3.4 Provide the State with the names and a summary of the experience of each individual who would be assigned to work on the State account. This should include account executives, marketing personnel, loss control and claims consulting personnel and others who would actively work on the State account. A resume for each individual must be provided. Identify the individual within your firm who would have overall responsibility for the State account and the office in which each account team member is located.

State of Nevada Account Service Team

All Wells Fargo Insurance clients are assigned to a team of specialists who are dedicated to providing a wealth of resources to serve their needs. Our professionals pride themselves on excellent service, and are dedicated to using their experience and expertise to meet our clients' risk management objectives.

While a number of our professional staff will be active with your account, either on a day-to-day or project-specific basis, Brandon Lewis is ultimately responsible for meeting your needs.

(See team resume forms in Appendix IV.)

Team Member	Qualifications & Disciplines
Brandon Lewis, CPCU, ARM Commercial Sales Executive Team Lead Reno, NV 	Brandon is responsible for the management of the entire account and relationship. He is responsible for ensuring all resources and services are coordinated, including account strategy, coordination of risk control and claims advocacy services. Brandon joined Wells Fargo Insurance in 2005. He has extensive experience working with middle-market and risk management accounts and has focused his career on serving Nevada government entities. Brandon has over fourteen (14) years of experience in the insurance industry. In his first year, he successfully completed a year-long, intensive training program with hands-on training from representatives of the Insurance Services Office, The Institutes, and Temple University. Brandon holds a Bachelor of Arts degree in International Affairs from the University of Nevada, Reno. He has also earned the Chartered Property and Casualty Underwriter and Associate in Risk Management designations.
Jennifer Fryer, CIC Account Executive Reno, NV 	Jennifer Fryer joined Wells Fargo Insurance in 2003 and is responsible for all aspects of marketing, placing and servicing current clients. This includes but is not limited to developing and monitoring client accounts, assisting with their risk management goals, preparation of renewal specifications for submission to insurance carriers, communication with carriers, preparation of client proposals, policy review and transmittal of policy information to clients. Jennifer has over twenty-one (21) years of experience in the insurance industry and works closely with a wide range of industries and accounts with specialized Risks, such as Government Entity, Gaming, and Real Estate Investment companies. Jennifer holds the Certified Insurance Counselor designation and plans on obtaining a CRM designation in the near future. Qualifications include: • Certified Insurance Counselor (CIC) since 2007 • Graduate of the Northern NV AGC Leadership Series 2016 • Notary Public

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Team Member	Qualifications & Disciplines
Edna Ginter Account Representative Reno, NV 	Edna joined Wells Fargo Insurance in 1992 and has twenty five (25) years of experience in the insurance industry. Edna's responsibilities include day-to-day administrative and technical support for assigned commercial lines client, responding to inquiries and requests for information, invoicing, inputting and maintaining client and policy file information, assisting with marketing and placement and coordinating overall account service. Edna has worked with a wide range of industries and accounts with specialized Risks, such as Government Entity, Gaming, and Real Estate Investment companies.
John Canepa, ARM, CIE, CSP Senior Vice President/West Region Risk Control Director San Carlos, CA 	John Canepa is a Senior Vice President for Wells Fargo Insurance, and the Risk Control Services manager for the West Region. He has over twenty-six 26 years of loss prevention experience working within the insurance brokerage field, five years of experience within the insurance carrier industry, and five years of experience within the private sector. John's primary focus is providing technical services/consultation to risk management clients. He works with clients in implementing appropriate techniques to address liability, personnel, and property conservation exposures to loss. His work results in minimizing a clients' potential to loss while increasing their operating efficiency. John has both practical application and certifications in ergonomics, behavioral modification program implementation, total quality management, accident and injury prevention, safety program development, fleet safety training, hospitality safety, retail safety, fire protection engineering, construction safety management, and regulatory agency program compliance.
Bill Goldstein SVP, Regional Claims Manager Sherman Oaks, CA 	Bill's responsibilities include coordinating claim services for Wells Fargo clients in Western Region. Advocacy for services for major clients and coordination on a National basis as needed. Conducting TPA and self-insured audits, reviews and evaluations regarding loss sensitive programs and recommending solutions for reducing total cost of risk. Focus on Workers' Compensation, General Liability, Auto and other coverage lines. Bill has experience with claims in multiple states with a major focus in California, Nevada and Hawaii. Bill has over 35 years in the insurance industry. Bill joined Wells Fargo Insurance after 18 years working for another national broker. Prior to that he had spent 10 years with Fremont/Pacific Compensation Insurance Company where he was designated Assistant Vice President–Customer Services for the Southern California Region. Prior to this, he spent 11 years with Liberty Mutual Insurance Company (New York, Oakland and Los Angeles) handling Property & Casualty as well as Workers' Compensation claims.

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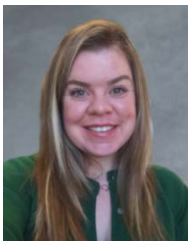
Team Member	Qualifications & Disciplines
Angela Babb Workers' Compensation Claims Consultant Las Vegas, NV 	Angela Babb is a Workers' Compensation Claims Consultant based in the Las Vegas office of Wells Fargo Insurance. She is responsible for claims management oversight and advocacy for a wide variety of commercial insurance risks with the main focus in workers' compensation claims. This includes reviewing client Experience Modification (E-Mod) calculations, often times identifying and correcting inaccurate information submitted to rating bureaus like NCCI. Angela's diverse background brings a unique and accomplished insight to claims consulting and claims management. Angela began her professional insurance career in 2004 with GEICO Insurance in San Diego as a liability claims examiner. Angela has 13 years of experience working in claims with 8 years focused on workers compensation. Angela graduated from California State University, San Marcos with a B.A. in Sociology. She holds a Nevada Property & Casualty license and a California Experienced Adjuster designation.
Lisa Philips National Practice Advisor, Professional Risk Practice Irvine, CA 	Lisa Phillips is a National Practice Advisor for the Technology, Privacy and Network Risk Practice, which is part of the Wells Fargo Insurance Professional Risk Practice. Based in the Irvine, CA office, she serves the West Region as an in-house resource for all professional liability, technology errors and omissions, media liability, network security and privacy related lines of coverage. In her role, she provides consultative services, market negotiations, policy analysis and placement, policy administration, and claims advocacy services. Lisa has 20 years of experience in the insurance industry. Prior to joining Wells Fargo, Lisa spent three years at Lockton Companies as a broker in its Cyber Technology Practice. Before Lockton, she spent 17 years in underwriting and management positions at CNA and AIG with a focus on management and professional liability lines of coverage. Lisa earned her B.S. in Business Administration/Marketing from the University of Delaware. She is designated as a Certified Information Privacy Professional (CIPP/US) and a Registered Professional Liability Underwriter (RPLU). Lisa speaks on various panels relating to the topics of network security and privacy for all industry classes. Originally, from Southern New Jersey, she now lives in Dana Point, CA with her husband and two young sons.
Dean Anderson Senior Vice President, National Aviation Practice Leader 	Dean Anderson joined Wells Fargo Insurance in 1991 and has over 34 years of industry experience. As Director of the Aviation Practice Group, Dean serves in a production and Senior Aviation Specialist capacity with Wells Fargo Insurance with responsibilities servicing the cross-sell needs for the Wells Fargo network. His department currently serves hundreds of customers nationwide, from Hawaii to the Florida coast, consisting of Fortune 500 companies as well as private firms, and ranging from individual aircraft owners to scheduled airline service. His client experience includes: Comair; Gulfstream International Airways; Kiwi International Airline; Mahalo Air, Inc.; MassPort Authority (Logan Airport); Orlando International Airport; Precision Helicopter; Sanford Airport Authority.

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Team Member	Qualifications & Disciplines
Bob Bookhammer, Senior Vice President, National Public Sector Specialist, Commercial Insurance Practice Group 	Bob Bookhammer is a Senior Vice President for the public entity and higher education segments of Wells Fargo Insurance. Bob specializes in complex layered and quota share property placements, specific and aggregate excess casualty placements, risk management services, loss projections and accrual analysis, risk control services and alternative risk transfer program design and placement. Prior to joining Wells Fargo Insurance, Bob was a Senior Vice President with a large regional insurance brokerage firm in Dallas where he served as a senior client executive. He targeted the upper middle market and lower risk management market business segments. Bookhammer delivered statistical, technical and claims oversight services for a multi-tenant captive and several other key clients.

2.3.5 Provide the names and telephone numbers of at least three (3) references (Refer to Section 3.3.1). These references must include a state government, large governmental or public entity or other large organization clients within the last three (3) years. For each reference also show coverages placed, dates of service (i.e., starting and ending) and any additional services that were provided.

1	Client	*City of Reno, Nevada*
	Contact, title	*Mark Hughs, Deputy City Attorney*
	Telephone number	*775-334-2050*

2	Client	*Washoe County*
	Contact, title	*Doreen Ertell, Senior Risk Management Analyst*
	Telephone number	*775-328-2660*

3	Client	*Truckee Meadows Water Authority*
	Contact, title	*Michele Sullivan, Chief Financial Officer*
	Telephone number	*775-834-8284*

2.3.6 Describe your firm's policy in regard to direct client-insurer relations and the availability of staff.

We encourage direct client-insurer relations, including in-person meetings to bring a higher level of understanding and communication between client and insurer. Our staff is available to assist in facilitating communication and meetings with the insurer as often as needed to provide the best results for the client.

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2.3.7 List the top five (5) insurance companies, ranked by premium volume, you place commercial all risk property insurance within Nevada and in other States and your premium volume with each of them for the past two (2) years.

See our attachment 8.1.2.2 FINAL_Wells Fargo Insurance RFQ Response to State of Nevada (10.25.17)_Confidential Technical.pdf.

2.3.8 List the top five (5) insurance companies, ranked by premium volume; you place commercial liability insurance within Nevada and in other States and your premium volume with each of them for the past two (2) years.

See our attachment 8.1.2.2 FINAL_Wells Fargo Insurance RFQ Response to State of Nevada (10.25.17)_Confidential Technical.pdf.

2.3.9 List the top five (5) insurance companies, ranked by premium volume; you place aviation insurance within Nevada and in other States and your premium volume with each of them for the past two (2) years.

See our attachment 8.1.2.2 FINAL_Wells Fargo Insurance RFQ Response to State of Nevada (10.25.17)_Confidential Technical.pdf.

2.3.10 List the top five (5) insurance companies, ranked by premium volume; you place cyber liability insurance within Nevada and in other States and your premium volume with each of them for the past two (2) years.

See our attachment 8.1.2.2 FINAL_Wells Fargo Insurance RFQ Response to State of Nevada (10.25.17)_Confidential Technical.pdf.

2.3.11 List the top five (5) insurance companies, ranked by premium volume; you place stand-alone terrorism insurance within Nevada and in other States and your premium volume with each of them for the past two (2) years.

See our attachment 8.1.2.2 FINAL_Wells Fargo Insurance RFQ Response to State of Nevada (10.25.17)_Confidential Technical.pdf.

2.3.12 Describe how you will participate in the continuing development and enhancement of the State's insurance programs, including recommendations on coverage changes and program adjustments.

Our National Practice Group follows the news and collects information from markets and regulators on new developments in their respective lines of business. They produce risk advisories on new developments that are communicated to all team members when released. Your team will have access to all of this information and will pass on items that are relevant or of interest to you.

We gather market information from our own experience in placing similar risks, by participating in various industry organizations (i.e., Risk & Insurance Management Society and CPCU Society) and through our Corporate Marketing Group.

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This team is the "breaking news" department that issues "Action Alerts and Updates" to our staff as they occur, using a host of sources including:

- ***A.M. Best (Bestwire Services)***
- ***Advisen***
- ***Bisys***
- ***Carrier Notices***
- ***Dow Jones Newswires***
- ***Insurance Newlink.com***
- ***Lloyd's Broker Market Update***
- ***Roughnotes, including IMP (Insurance Marketplace)***
- ***Workers' Comp Executive Newsdesk***

In addition, Wells Fargo Insurance has appointed a group of experienced insurance professionals to serve on a Market Security Committee. This committee is responsible for establishing and utilizing guidelines for the selection of insurers and supporting Wells Fargo Insurance team members in their efforts to utilize financially sound insurers. In assessing the financial strength of insurers, the committee relies upon the opinions and assessments of recognized rating agencies and other carrier review companies.

Wells Fargo Insurance is not a guarantor of the solvency of insurers with which its agents place business. The goal is to use all reasonable measures to do business with financially healthy insurers.

2.3.13 Describe any other factors, enhanced or unique qualifications that the State may want to consider in determining the benefits of selecting your company for this broker pool.

Wells Fargo Insurance currently serves over 1,500 public sector clients nationally. We have developed significant expertise and resources that are available to our Nevada public sector accounts.

Our Nevada team has over fifty (50) years of combined experience working with public sector clients and currently serves over fifteen (15) Nevada entities, including the State, cities, counties and special districts.

We understand the legal and regulatory environment for Nevada public sector entities, including the $100,000 tort cap provided by NRS 41.035 .

We understand the importance of providing pro-active advice to our public sector clients regarding potential rate changes for upcoming renewals during the budgeting process.

Wells Fargo Insurance provides access to a specialized team for brokerage services including property, crime, equipment breakdown, casualty and excess liability, automobile, earthquake and flood, employment practices and public official liability, environmental, network security/privacy (cyber), special event tenant/user insurance programs, terrorism, public official bonding, aviation, workers' compensation and excess workers' compensation.

We also participate in and support PRIMA, RIMS and STRIMA.

Wells Fargo Insurance is uniquely positioned to differentiate ourselves against both institutional brokers and regional brokers. We have the necessary resources and capabilities of our national competitors delivered through a local service model.

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Providing national services to clients with local support and resources

Local consulting and service teams

Focus on:

- Relationships
- Service excellence
- Flexible solutions
- Long-term goals
- 46 offices in U.S.

National specialty resource teams

Provide:

- Thought leadership
- Intellectual capital
- Depth of talent
- Deep carrier relations
- Credentialed specialists

Your team

Our **balanced team approach** combines the **knowledge and experience** of national practice leaders with the **service excellence** of local insurance professionals to deliver the **most effective** business solutions to you

National Practice Groups

Wells Fargo Insurance brokers are supported by National Practice Groups made up of specialist brokers with knowledge of and experience with specific exposures. In order to capitalize on their specialty, we will use brokers in our National Practice Groups to assist in our marketing efforts.

2.3.14 Has your firm or any of the brokers who will be assigned to work on the State's account been issued a "Cease and Desist" order from the Insurance Commissioner in the State of Nevada within the past two (2) years?

To the best of my knowledge, there have been no cease & desist orders entered against Wells Fargo Insurance in Nevada.

2.3.15 Describe the philosophy and strategy that you would recommend to the State in its consideration of obtaining insurance coverage under current market conditions.

The three primary key components critical to a successful insurance placement are based on Knowledge, Strategy, and Execution as noted below.

Knowledge	*Strategy*	*Execution*
• *Knowledge of the State* • *Your risk appetite* • *Desired outcome* • *The insurance marketplace* • *Insurance carriers*	• *Design* • *Accessing the market* • *Creating the story* • *Presentation to the markets* • *Timeline for the overall placement*	• *Commitment to the State* • *Team ability and empowerment* • *Innovation and creativity* • *Effort* • *Focus*

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The task of securing the desired insurance coverages each year cannot be considered an event. It is a continuous process that is fed throughout the year with new ideas and new information, culminating each year with the implementation and continuation of your risk management risk funding program.

Because the insurance market and your operations change over time, we challenge all assumptions each year to test their validity and inject any new conditions present within your organization or the insurance marketplace in general. This ensures the best possible results for the State. We want to be certain your insurance program matches your current risk appetite as well as your changing philosophy on how best to treat risk.

Developing strong insurer relationships at the local, regional, and national levels supported by the highest standard of integrity in the business, drives our success and encourages insurers to do business with Wells Fargo Insurance.

We hold pre-renewal strategy meetings with our clients at a very early stage to define our marketing approach and help set expectations. In general, for each line of coverage we discuss projected insurance carrier renewal stance, market conditions, benchmarking, and loss analytics. Loss analytics are further detailed as:

Property – Previous loss review, wind modeling, probable maximum loss analysis, business interruption calculations, limits review.

Casualty – Projected loss pick, historical loss rates, collateral review/projections, loss stratification/deductible penetration, limits benchmarking, weighted cost of capital, accrual analysis, loss forecasting.

Executive liability – Industry loss trends, the State's losses, limits benchmarking.

Technology, errors and omissions, network security liability, and privacy – Technology and internet errors and omissions, miscellaneous professional liability, media liability, network security, privacy risk, and intellectual property infringement.

Specific to network security liability, Lisa Philips is our in-house resource for professional liability, technology errors and omissions, network security and privacy related lines of coverage. In her role, she provides consultative services, market negotiations, policy analyses and placement, policy administration, and claims advocacy services.

Healthcare – Wells Fargo Insurance is uniquely positioned to assist the State in understanding, evaluating, and addressing the benefit plan changes, reporting requirements, and administrative impacts of the Affordable Care Act. Our in-house benefits attorneys, as well as our Health Care Reform Analyzer Tool, will help to guide you through the compliance and financial implications of health care reform.

Based on a variety of factors, including the carrier's renewal indication versus our collective view of proper pricing, we then together decide on whether we should market coverages to additional insurance carriers. Well Fargo Insurance's core values include transparency and our belief in a collaborative marketing effort. As such, we engage the State at every step of the marketing process including facilitating direct meetings with underwriters and the State's team.

To maximize efficient utilization of the State's time, we pre-screen carriers, identifying those carriers with the capability of handling the State's insurance needs. We then identify a focused slate of insurers we plan to invite to participate in the marketing process and decide together if individual or group meetings are preferable. As noted in the section above, we provide high quality submissions to the insurance carriers and provide continual feedback to the State as quotations are received including copies of the original carrier proposals.

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We then provide detailed coverage, service, pricing comparisons, and our recommendations using our analytical cost comparison tools. By quantifying the cost of various program options at projected loss levels we bring significant clarity to the purchasing decision, allowing the State the opportunity to make the best possible decisions for the organization.

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Section VII | Section 3 | Company background and references

3. COMPANY BACKGROUND AND REFERENCES

3.1 VENDOR INFORMATION

3.1.1 Vendors shall provide a company profile in the table format below.

Question	Response
Company name:	*Wells Fargo Insurance Services USA, Inc.*
Ownership (sole proprietor, partnership, etc.):	*Wholly-owned subsidiary of Wells Fargo & Company*
State of incorporation:	*North Carolina Secretary of State*
Date of incorporation:	*July 8, 1994*
# of years in business:	*since 1903*
List of top officers:	*See our list of directors and officers in Appendix V*
Location of company headquarters, to include City and State:	*Headquartered in Chicago, Illinois*
Location(s) of the office that shall provide the services described in this RFP:	*Wells Fargo Insurance Services USA, Inc.* *5340 Kietzke Lane, Suite 201* *Reno, NV 89511-2065*
Number of employees locally with the expertise to support the requirements identified in this RFP:	*5*
Number of employees nationally with the expertise to support the requirements in this RFP:	*Approximately 3,500 team members*
Location(s) from which employees shall be assigned for this project:	*Wells Fargo Insurance Services USA, Inc.* *5340 Kietzke Lane, Suite 201* *Reno, NV 89511-2065*

3.1.1 A Nevada-based business may apply for a five percent (5%) preference on its proposal. This preference may apply if a business has its principal place of business within Nevada. This preference cannot be combined with any other preference, granted for the award of a contract using federal funds, or granted for the award of a contract procured on a multi-state basis. To claim this preference a business must submit a letter with its proposal showing that it qualifies for the preference.

Not applicable

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3.1.2 Please be advised, pursuant to NRS 80.010, a corporation organized pursuant to the laws of another state shall register with the State of Nevada, Secretary of State's Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded vendor, unless specifically exempted by NRS 80.015.

Wells Fargo Insurance is registered with the State of Nevada as foreign corporation.

3.1.3 The selected vendor, prior to doing business in the State of Nevada, shall be appropriately licensed by the State of Nevada, Secretary of State's Office pursuant to NRS76. Information regarding the Nevada Business License can be located at http://nvsos.gov.

Copies of our state license and certificate from the Secretary of State's Office are included in Appendix II.

Question	Response
Nevada Business License Number:	*NV20001348779*
Legal Entity Name:	*Wells Fargo Insurance Services USA, Inc.*

Is "Legal Entity Name" the same name as vendor is doing business as?

Yes	X	No	

If "No", provide explanation.

Not applicable

3.1.4 Has the vendor ever been engaged under contract by any State of Nevada agency?

Yes	X	No	

If "Yes", complete the following table for each State agency for whom the work was performed. Table can be duplicated for each contract being identified.

Question	Response
Name of State agency:	*Risk Management*
State agency contact name:	*Ana Andrews, Risk Manager*
Dates when services were performed:	*April 2009 to present*
Type of duties performed:	*Property/Casualty Broker Services*
Total dollar value of the contract:	*$558,426 (2009-2017)*

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3.1.5 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

Yes		No	*X*

If "Yes", please explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?

Not applicable

If you employ (a) any person who is a current employee of an agency of the State of Nevada, or (b) any person who has been an employee of an agency of the State of Nevada within the past two (2) years, and if such person shall be performing or producing the services which you shall be contracted to provide under this contract, you shall disclose the identity of each such person in your response to this RFQ, and specify the services that each person shall be expected to perform.

Not applicable

3.1.6 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFQ shall also be disclosed.

Does any of the above apply to your company?

Yes		No	*Please see below*

In the ordinary course of business, Wells Fargo Insurance Services USA, Inc. (Wells Fargo Insurance) responds to various lawsuits and regulatory inquiries on behalf of itself as an entity that employs individuals which contain an assortment of allegations. None of the current lawsuits or inquiries would materially affect the ability of Wells Fargo Insurance to conduct its business and meet its obligations to perform the services outlined in this RFQ.

If "Yes", please provide the following information. Table can be duplicated for each issue being identified.

Question	Response
Date of alleged contract failure or breach:	*Please see above*
Parties involved:	

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Question	Response	
Description of the contract failure, contract breach, or litigation, including the products or services involved:		
Amount in controversy:		
Resolution or current status of the dispute:		
If the matter has resulted in a court case:	Court	Case number
Status of the litigation:		

3.1.7 Vendors shall review and provide if awarded a contract the insurance requirements as specified in *Attachment D, Insurance Schedule for RFQ 3495*.

Wells Fargo Insurance would provide evidence of the insurance requirements if awarded a contract, with the following exceptions and requests:

Indemnification Clause Requirement:

In consideration of the award of this contract, the Contractor agrees to waive all rights of subrogation against the State, its officers, officials, agents and employees for losses arising from the work performed by the Contractor for the State.

Exception: Wells Fargo Insurance cannot waive all rights of subrogation with respects to workers' compensation and professional liability. Waiver of subrogation is not applicable on professional liability as it only protects us for our errors and omissions. The employee's right to assert a claim against a third party cannot be waived per NRS 616C.215[2a]. Wells Fargo also cannot waive our rights to subrogate if our employee was injured while working at a client's premises if the injury was due to negligence of the State, its officers, officials, agents and employees.

Insurance Requirements, A. Minimum Scope and Limits of Insurance, 1. General Liability:

a. The policy shall be endorsed to include the following additional insured language: "The State of Nevada shall be named as an additional insured with respect to liability arising out of the activities performed by, or on behalf of the Contractor".

Exception: We can comply with the request for additional insured status on general liability. However, we do not tailor endorsements for specific contracts. Our policies contain an omnibus additional insured endorsement which recognizes business associates as additional insureds so long as a contractual requirement to do so exists.

Insurance Requirements, A. Minimum Scope and Limits of Insurance, 2. Automobile Liability:

a. The policy shall be endorsed to include the following additional insured language: "The State of Nevada shall be named as an additional insured with respect to liability arising out of the activities performed by, or on behalf of the Contractor, including automobiles owned, leased, hired or borrowed by the Contractor".

Exception: We can comply with the request for additional insured status on auto liability. However, we do not tailor endorsements for specific contracts. Our policies contain an omnibus

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additional insured endorsement which recognizes business associates as additional insureds so long as a contractual requirement to do so exists.

Insurance Requirements, A. Minimum Scope and Limits of Insurance, 3. Worker's Compensation and Employer's Liability:

a. Policy shall contain a waiver of subrogation against the State of Nevada.

Exception: Wells Fargo does not add waivers of subrogation under its Workers Compensation policy.

Insurance Requirements, A. Minimum Scope and Limits of Insurance, 5. Cyber Liability and Privacy Liability:

c. Contractor shall maintain an extended reporting period for not less than two (2) years after termination of this contract.

Exception: Our cyber policy will remain in force which will not need an extended reporting period.

Insurance Requirements, A. Minimum Scope and Limits of Insurance, 6. Fidelity Bond or Crime Insurance:

b. The bond or policy shall include coverage for third party fidelity and name the State of Nevada and their clients as loss payee where as their interests may appear.

Exception: We do not add 3rd parties as loss payee to our fidelity bond. We do have coverage to protect client funds (i.e. premium payments) held in trust and for third-party client property.

Insurance Requirements, B. Additional Insurance Requirements:

1. On insurance policies where the State of Nevada, Department of Administration, Risk Management Division is named as an additional insured, the State of Nevada shall be an additional insured to the full limits of liability purchased by the Contractor even if those limits of liability are in excess of those required by this Contract.

Exception: We can comply with the request for additional insured status. However, we do not tailor endorsements for specific contracts. Our policies contain an omnibus additional insured endorsement which recognizes business associates as additional insureds so long as a contractual requirement to do so exists. However, Wells Fargo will provide limits of insurance as required by contract only.

2 The Contractor's insurance coverage shall be primary insurance and non-contributory with respect to all other available sources.

Exception: Our coverage is primary and non-contributory with respects to the work performed within the contract.

Insurance Requirements, C. Notice of Cancellation:

Each insurance policy required by the insurance provisions of this Contract shall provide the required coverage and shall not be suspended, voided or canceled except after thirty (30) days prior written notice has been given to the State, except when cancellation is for non-payment of premium, then ten (10) days prior notice may be given. Such notice shall be sent directly to Risk Manager, State of Nevada, Department of Administration, 201 S. Roop Street, Suite 201, Carson City, NV 89701.

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***Exception*: Wells Fargo agrees to mail 30 days' advance written notice in the event of cancellation, material change or reduction in coverage which results in non-compliance with insurance requirements contained herein.**

Insurance Requirements, E. Verification of Coverage

The State reserves the right to require complete, certified copies of all insurance policies required by this Contract at any time.

***Exception*: We would request that The State amend this requirement. Our policy documents are proprietary and we would only agree to provide them on our premises in the event of a claim involving The State.**

3.1.8 Company background/history and why vendor is qualified to provide the services described in this RFQ. Limit response to no more than five (5) pages.

Company background/history

Wells Fargo Insurance Services USA, Inc. is a firm specializing in insurance placement and risk management consulting services for commercial property, casualty, professional and management liability insurance, employee benefit plans, and personal lines. We have a team of highly-trained individuals that represent a broad cross-section of clientele throughout the United States. We are proud to be one of the largest insurance brokers in the world, according to Business Insurance magazine (ranked by 2015 brokerage revenue) (2016).

Wells Fargo Insurance provides solutions for a wide range of clients, including retail consumers, high net worth individuals, small businesses, middle market, and large corporate organizations. We are a licensed insurance broker in all 50 states with 46 sales offices located in 26 states including D.C. Wells Fargo Insurance employs approximately 3,500 team members and writes or places $9.0 billion of risk premiums annually in property, casualty, benefits, international, and personal lines. (as of 4/25/2017)

Wells Fargo Insurance possesses the best combination of an experienced and talented brokerage and service team backed by executive commitment, large broker market clout, and resource specialists.

Experience & qualifications

We are committed to government entity clients like the State. Wells Fargo Insurance currently serves over 1,500 public sector clients nationally.

We place an emphasis on collaboration with our clients to differentiate each client in the marketplace and create customized risk programs at the most cost effective terms.

As one of the largest insurance brokerage firms in the world, we have the market leverage to negotiate competitive rates, flexible terms, and excellent coverage options, including public officials professional liability, law enforcement liability, environmental liability, employee benefits, and much more. We also have a strong presence in risk-sharing pools and can provide access to broad coverage at competitive prices.

Wells Fargo Insurance has structured and obtained property and liability insurance programs for several large, government entities in Nevada within the past two years. Our Nevada team has managed the marketing and placement for a large school district with over 8,000 employees, including placement of a comprehensive property and boiler & machinery program including coverage for earthquake, flood and auto physical damage as well as excess liability coverage over the insured's self-insured retention.

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Our Nevada team members have extensive experience handling the insurance and risk management needs of government entity accounts in Nevada.

Our Nevada team has over fifty (50) years of combined experience working with public sector clients and currently serves over fifteen (15) Nevada entities, including the State, cities, counties and special districts.

We realize the effect budget constraints have on risk management decisions and the cost considerations that the State must deal with in purchasing coverage and paying premiums.

Our Nevada works with the markets that specialize in insuring and serving governmental entities. In 2016, our Nevada team placed in excess of $45 million in premium with the insurance markets, including over $15 million in premium for Nevada government entities.

We understand government entity processes for planning and funding, public board meetings, and contracts and procurement.

Our Nevada team has negotiated and managed excess liability insurance programs for several Nevada governmental entities with self-insured retentions ranging from $400,000 to $1,500,000. We understand the benefits and challenges of self-insurance and work with our clients and underwriters to ensure the desired level of control over claims administration, settlement and litigation strategies. We are also familiar with the $100,000 tort cap provided by NRS 41.035

Nationally, Wells Fargo Insurance has helped a number of clients form captive insurance subsidiaries with funding between $5 million and $20 million in premium. We have also helped to structure a fully fronted/matching deductible captive with a limit of $20 million.

We have developed significant expertise and resources that are available to our Nevada public sector accounts.

National Practice Groups

Wells Fargo Insurance brokers are supported by National Practice Groups made up of specialist brokers with knowledge of and experience with specific exposures. In order to capitalize on their specialty, we will use brokers in the following National Practice Groups to assist in our marketing efforts.

Property and Casualty Practices	Risk Advisory Practices (Claims, Loss Control)
Alternative Risk and Captives	Business Continuity
Analytics	Complex Casualty Claims
Aviation	Complex Property Claims
Casualty	Fleet Team Services
Construction/Wraps Ups/Owner Contractor/ Controlled Programs/Project Risk	Surety and Bonds • Commercial Surety • Construction/Contract Surety
Environmental	Workers Compensation Claims Solutions
Property and Builder's Risk	Workers Compensation

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Professional Risk Practices
Risk Management segment
Crime Insurance
Employment Practices Liability
Fiduciary Liability
Kidnap, Ransom, and Extortion
Professional Liability
Professional Risk Claims

Specific industries – National industry segments

Industry segments	
Industrials	Consumer/Retail
Public Sector/Government/Education	Healthcare
Real Estate	Financial Institutions/Private Equity
Construction	Hospitality
Professional, Scientific, and Technology	Tech, Media, and Telecom

We have the necessary resources and capabilities of our national competitors delivered through a local service model.

The future of Wells Fargo Insurance and USI

On June 27, 2017 Wells Fargo & Company (Wells Fargo) and USI Insurance Services (USI) entered into a definitive agreement under which Wells Fargo is selling its subsidiary, Wells Fargo Insurance, USA, Inc., to USI. USI will purchase Wells Fargo's Commercial Insurance Business, which includes its Insurance Brokerage and Consulting (IBC), Employee Benefits, and Property and Casualty national practices, along with Safehold Special Risk, Small Business Insurance, Student Insurance, and Private Risk Management Insurance business lines. The transaction is expected to close fourth quarter 2017, subject to customary conditions and federal anti-trust regulatory approval.

We are excited by the expanded suite of solutions and services this opportunity brings to our clients. USI is a leading local and national insurance brokerage and consulting firm, delivering property and casualty, employee benefits, personal risk, and retirement solutions throughout the United States. USI is headquartered in Valhalla, New York and is one of the largest privately held insurance brokerage firms in the U.S., has $1.0 billion in revenue, more than 4,400 associates, and over 140 local offices serving every state. USI attracts best-in-class industry talent with a long history of deep and continuing investment in their local communities. In 2014, USI acquired more than 40 brokerage offices from Wells Fargo Insurance and we are pleased to partner with USI again. Visit www.usi.com to learn more about USI.

USI's CEO, Mike Sicard, conducted a recent interview with Matt Lerner of Business Insurance discussing the company's growth and innovation. This article is accessible online using this link:

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We invite you to visit this website to learn more at the following link: http://www.businessinsurance.com/article/20170703/NEWS06/912314223/Business-Insurance-broker-rankings-2017-USI-Insurance-Services.

There will be no change to your policy or service team. We will be working closely with our partners at USI to ensure this transition is a seamless experience for you.

This is a transformational transaction for both USI and Wells Fargo Insurance. Together, we create a premier industry leader with an un-matched team of exceptional sales consultants, account executives, technical resources, and team members.

3.1.9 Provide a brief description of the length of time vendor has been providing services described in this RFQ to the public and/or private sector.

Our Nevada team has been providing brokerage and consulting services to governmental entity clients for over thirty years.

Wells Fargo Insurance has been serving the insurance needs of its clients since 1903, and has been providing group employee benefits consulting and brokerage services since 1989.

3.1.10 Financial information and documentation to be included in accordance with *Section 8.5, Part III – Confidential Financial Information.*

We are proud of our financial strength and stability, and invite you can access a copy of our most recent Annual Report using the link provided below:

We invite you to visit our website to access a copy of our most recent Annual Report at:

https://www.wellsfargo.com/invest_relations/annual.

3.1.10.1 Dun and Bradstreet Number

Wells Fargo & Company's DUNS number is 006962435.

Wells Fargo Insurance Services USA, Inc. DUNS number is 36-421-6726.

3.1.10.2 Federal Tax Identification Number

Wells Fargo Insurance Services, USA, Inc., headquartered in Chicago, IL, is a division of Wells Fargo & Company (NYSE: WFC).

The federal tax identification number for Wells Fargo Insurance Services USA, Inc. is 56-1882208.

The federal tax identification number for Wells Fargo & Company is 41-0449260.

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3.1.10.3 The last two (2) years and current year interim:

A. Profit and Loss Statement

B. Balance Statement

Please see our response to question 3.1.10 above.

3.2 SUBCONTRACTOR INFORMATION

Subcontractors are defined as a third party, not directly employed by the contractor, who shall provide services identified in this RFQ. This does not include third parties who provide support or incidental services to the contractor.

3.2.1 Does this proposal include the use of subcontractors?

Yes		No	X

If "Yes", vendor shall:

3.2.1.1 Identify specific subcontractors and the specific requirements of this RFQ for which each proposed subcontractor shall perform services.

Not applicable

3.2.1.2 If any tasks are to be completed by subcontractor(s), vendors shall:

A. Describe how the work of any subcontractor(s) shall be supervised, channels of communication shall be maintained and compliance with contract terms assured; and

Not applicable

B. Describe your previous experience with subcontractor(s).

Not applicable

3.2.1.3 Provide the same information for any proposed subcontractors as requested in *Section 3.1, Vendor Information*.

Not applicable

3.2.1.4 Vendor shall not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the vendor.

Not applicable

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3.2.1.5 Vendor shall notify the using agency of the intended use of any subcontractors not identified within their original proposal and provide the information originally requested in the RFQ in *Section 3.2, Subcontractor Information*. The vendor shall receive agency approval prior to subcontractor commencing work.

Not applicable

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Section VIII | Attachment F – Proposed staff resume

A. Vendors shall include all proposed staff resumes per *Section 3.4, Vendor Staff Resumes* in this section.

Please see Appendix IV for proposed staff resumes.

B. This section shall also include any subcontractor proposed staff resumes, if applicable.

Not applicable

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Section IX | Other information material

Vendors shall include any other applicable reference material in this section clearly cross referenced with the proposal.

Not applicable

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Compensation disclosure for commission-based clients

We receive compensation from the insurance companies we represent when placing your insurance. Our compensation is usually a percentage of the premium you pay for your insurance policy or bond (a commission), which is paid to us by the insurance companies for placing and servicing your insurance or bonds with them. We may also receive fees agreed to in writing from our clients. Intermediaries, such as wholesale brokers, may sometimes be used to access certain insurance companies. Such intermediaries will allocate a portion of the compensation from the insurance companies to us and may, in some cases, be an affiliated company.

We receive payments from insurance companies to defray the cost of services that we provide for them, including advertising, training, certain employee compensation, and other expenses.

We may earn interest on premiums received from you and forwarded to the insurance companies through our bank accounts.

Some of the insurance companies we represent may pay us additional commissions, sometimes referred to as contingent or bonus commissions, which may be based on the total volume of business we sell for them, and/or the growth rate of that business, retention rate, claims loss ratio, or other factors considering our entire book of business with an insurance company for a designated period of time.

The amount of premium you pay for a policy may change over the term of the policy. For example, your endorsement requests may affect the premium. Should the premium for any of your policies change, the amount of compensation paid to us by the insurance company would change accordingly.

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Disclosures

Wells Fargo Insurance Services USA, Inc. does not provide insurance products and services outside of the United States. Insurance products and services may be provided outside of the United States by foreign brokers licensed within their home venue.

Foreign brokers are not employed by any Wells Fargo legal entity. Foreign brokers are individual insurance brokers who are responsible for compliance with all regulatory requirements of their home venue.

In the United States, products and services are offered through Wells Fargo Insurance Services USA, Inc. and Safehold Special Risk, Inc., dba Safehold Special Risk & Insurance Services, Inc. in California, non-bank insurance agency affiliates of Wells Fargo & Company.

Products and services are underwritten by unaffiliated insurance companies in the United States. Some services require additional fees and may be offered directly through third-party providers. Banking and insurance decisions are made independently and do not influence each other.

Referrals to Third Parties

Wells Fargo Insurance may assist its clients by identifying third parties that will meet the client's needs, but Wells Fargo Insurance has not reviewed these third parties for data security practices, financial stability, or the other factors you should consider as you choose a vendor to meet your needs. As with any company you choose to do business with, it is important that you conduct due diligence.

- Wells Fargo Insurance Services USA, Inc. may receive compensation in connection with a client's engagement of certain third-party service providers Wells Fargo Insurance may assist clients with understanding private and public healthcare exchange options.
- Companies that operate private exchanges present themselves as being capable of providing the services clients are seeking; however it is important to understand that Wells Fargo Insurance is not a party to the contract clients enter into with any health care exchange company, and any referral by Wells Fargo Insurance does not warrant the sufficiency of that company's data security practices or the adequacy of its capabilities, nor does it guarantee the company's financial stability or ensure the appropriate management of its third party service providers. As such, it is important that clients conduct their own due diligence and consider all relevant factors associated with their particular needs/requirements.
- Public exchanges are operated by the Federal and/or State Governments that have contracted with third parties to perform some services. Wells Fargo Insurance does not warrant the sufficiency of any public exchange's data security practices or the adequacy of its capabilities, nor does it guarantee the appropriate management of the third party service providers engaged by any public exchange. It is important that clients conduct their own due diligence and consider all relevant factors associated with their particular needs/requirements.

Market Security Disclaimer

- Wells Fargo Insurance's objective is to place clients' risks with insurers that are financially sound. In assessing the financial strength of insurers, Wells Fargo Insurance relies upon statutory financial statements as well as the opinions and assessments of recognized rating agencies and other carrier review companies. Wells Fargo Insurance authorizes insurers that it believes, at the time of placement, have the financial ability to fulfill their claim payment obligations to our clients. Wells Fargo Insurance is not a guarantor of the solvency of insurers with which its brokers place business. However, our goal is to use reasonable measures to do business with financially healthy insurers. Our recommendations are based on financial and other relevant information that is available at the time of placement.
- If clients elect to place their business through a state health insurance exchange, please note that these exchanges may require their list of available insurers to include insurers not included on Wells Fargo Insurance's authorized list. In such cases Wells Fargo Insurance will recommend a carrier that has been

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authorized based on our aforementioned assessment process, although the client has the ultimate decision on insurer choice.

This material is provided for informational purposes only based on our understanding of applicable guidance in effect at the time of publication, and should not be construed as being legal advice or as establishing a privileged attorney-client relationship. Clients and other interested parties must consult and rely solely upon their own independent professional advisors regarding their particular situation and the concepts presented here. Although care has been taken in preparing and presenting this material accurately (based on the laws and regulations, and judicial and administrative interpretations thereof, as of the date set forth above), Wells Fargo Insurance Services USA, Inc. disclaims any express or implied warranty as to the accuracy of any material contained herein and any liability with respect to it, and any responsibility to update this material for subsequent developments. To comply with IRS regulations, we are required to notify you that any advice contained in this material that concerns federal tax issues was not intended or written to be used, and cannot be used, for the purpose of avoiding tax-related penalties under the Internal Revenue Code, or promoting, marketing, or recommending to another party any matters addressed herein.

Information contained in this document is proprietary and submitted with the understanding that it will not be used for purposes other than the evaluation of our qualifications without the prior written consent of Wells Fargo Insurance Services USA, Inc.

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Appendixes

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Appendix I – We are focused on serving you

As announced in late June, Wells Fargo Insurance Services (WFIS) will join USI Insurance Services (USI) in fourth quarter 2017 pending all required regulatory approvals. Upon close of the sale, our newly combined firm will operate as USI.

WFIS and USI are industry leading firms with talented, experienced teams of insurance professionals located in offices across the country. By combining our two firms, we anticipate creating an even stronger company with increased expertise, deeper carrier partnerships, and broader geographic reach. Together, we expect to enhance our current services to provide you even more value and resources. I look forward to sharing more about this with you in the future.

We are excited about the many positive changes ahead; however, I would like to point out a few things that will not change:

- Our commitment to you. We will continue to try and make it easy for you to do business with us. Both USI and WFIS are focused on how we can best serve you.
- Your policies and coverages. There is no action you need to take regarding your accounts based on this transaction.
- The people you work with. Your WFIS client service team will continue to support you in the same professional manner you have come to expect.
- Leadership of our companies. Chairman and CEO Mike Sicard will continue in his role and I will take on the role of President of the newly combined company.

On behalf of the entire team, I want to thank you for allowing us to help serve your insurance and risk management needs. We know you have a choice about who you work with and we are grateful you selected us to help protect your greatest assets.

We look forward to continuing to serve your insurance and risk management needs.

Sincerely,

Tim Prichard

Tim Prichard, Jr.
President, Wells Fargo Insurance

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Appendix II – State license and certificate

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Scott J. Kipper, Commissioner of Insurance

Non-Resident Producer Firm

Casualty , Health , Life , Property , Surety

WELLS FARGO INSURANCE SERVICES USA, INC

6100 FAIRVIEW ROAD
SUITE 1400, MAC D1067-140
CHARLOTTE , NC 28210

is authorized to transact business as described above

License No: 9191 Issue Date: 10-01-2001 Expiration Date: 07-01-2018

Generated by Sircon 113537329

Nevada Division of Insurance

THIS IS TO CERTIFY THAT

WELLS FARGO INSURANCE SERVICES USA, INC
6100 FAIRVIEW ROAD , SUITE 1400, MAC D1067-140 , CHARLOTTE , NC 28210

LICENSE NUMBER: 9191

IS HEREBY AUTHORIZED TO TRANSACT BUSINESS IN ACCORDANCE TO THE LICENSE DESCRIPTION SHOWN BELOW:

Non-Resident Producer Firm
Casualty , Health , Life , Property , Surety

Issue Date: 10-01-2001 Expiration Date: 07-01-2018

Generated by Sircon 113537329

ROSS MILLER
Secretary of State
204 North Carson Street, Ste 1
Carson City, Nevada 89701-4299
(775) 684 5708
Website: secretaryofstate.biz

Filed in the office of	Document Number
Ross Miller Secretary of State State of Nevada	20090497796-23
	Filing Date and Time 06/18/2009 11:50 AM
	Entity Number C17894-2000

Officer's Statement*

(PURSUANT TO NRS 80.030)

USE BLACK INK ONLY - DO NOT HIGHLIGHT

ABOVE SPACE IS FOR OFFICE USE ONLY

Officer's Statement
(Pursuant to NRS 80.030)

1. Name of corporation (provide modified name also if filed pursuant to 80.025):

Wachovia Insurance Services, Inc.
(currently on file in Nevada)

(name in home state, if using modified name in Nevada)

2. State of incorporation: North Carolina

3. Changes reflected by filing of document (check the appropriate spaces and/or describe under "other"):

- [x] Name
- [ ] Stock
- [ ] Purpose
- [ ] Dissolution
- [ ] Merger (if survivor is qualified in Nevada)
- [ ] Other (specify changes):

Wells Fargo Insurance Services USA, Inc.

APPROVED
JUN 17 2009
DIVISION OF INSURANCE
STATE OF NEVADA

4. Signature of officer making statement (must be signed by an officer of the corporation):

X Deborah M. Broderick
Signature

Secretary
Title of Officer

* Submit this form with either a certified copy of or a certificate evidencing the filing of any document amendatory or otherwise relating to the original articles in the place of the corporations creation.

IMPORTANT: Failure to include any of the above information and submit the proper fees may cause this filing to be rejected.

This form must be accompanied by appropriate fees.

State of North Carolina
Department of The Secretary of State

CERTIFICATE OF NAME CHANGE

I, ELAINE F. MARSHALL, Secretary of State of the State of North Carolina, do hereby certify that on the 12th day of June, 2009, an Articles of Amendment Business Corporation duly executed by the proper officer to change the corporate name of the business corporation named below, were filed in this office:

Name at time of submission of Articles of Amendment:

WACHOVIA INSURANCE SERVICES, INC.

Name Change To

WELLS FARGO INSURANCE SERVICES USA, INC.

I FURTHER CERTIFY that this certificate is in compliance with North Carolina General Statutes 55D-26 and may be recorded in the office of the Register of Deeds in the same manner as deeds, the former name of the corporation appearing in the "Grantor" index and the amended name of the corporation appearing in the "Grantee" index.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 15th day of June, 2009

Elaine F. Marshall

Secretary of State

Certification# 83430779-1 Reference# 9764960- Page: 1 of 1
Verify this certificate online at www.secretary.state.nc.us/verification

SECRETARY OF STATE

STATE OF NEVADA

CORPORATE QUALIFICATION

I, DEAN HELLER, the duly elected and qualified Nevada Secretary of State, do hereby certify that **WACHOVIA INSURANCE SERVICES, INC.** did on **June 29, 2000** file in this office a Statement to Transact Business in this State and is now on file and of record in the office of the Nevada Secretary of State, and further, that said Corporation is at the date of this Certificate duly qualified to exercise therein all the powers recited in its Charter or Articles of Incorporation, and to transact business in the State of Nevada in accordance with the laws governing Corporations in said State.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office in Carson City, Nevada, on **June 29, 2000.**

Dean Heller

Secretary of State

By Denise A Bates

Certification Clerk

Appendix III – Individual broker licenses

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Individual Consumer Inquiry for the State of Nevada

Print

LEWIS, BRANDON CHRISTOPHER
National Producer Number: 8062363
RENO, NV 89511-2067

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Resident Producer	188024	05-06-2004	Active	05-06-2004	06-01-2019

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Casualty	05-06-2004	Active	05-06-2004
Surety	05-06-2004	Active	05-06-2004
Property	05-06-2004	Active	05-06-2004

Resident Surplus Lines Broker	706159	07-08-2010	Active	07-08-2010	08-01-2019

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
	07-08-2010	Active	08-14-2014

Affiliations/Appointments

NAIC	Company Name
38156	ALPHA PROPERTY & CASUALTY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	01-24-2012	

NAIC	Company Name
26247	AMERICAN GUARANTEE & LIABILITY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

NAIC	Company Name
40142	AMERICAN ZURICH INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

NAIC	Company Name
19852	FINANCIAL INDEMNITY COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	01-24-2012	

NAIC	Company Name
22357	HARTFORD ACCIDENT & INDEMNITY COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	02-01-2015	05-18-2016
Property	Inactive	02-01-2015	05-18-2016

NAIC	Company Name
29424	HARTFORD CASUALTY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	12-16-2008	05-27-2011
Property	Inactive	12-16-2008	05-27-2011

NAIC	Company Name
19682	HARTFORD FIRE INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	07-01-2015	06-05-2017
Property	Inactive	07-01-2015	06-05-2017

23612 **MIDWEST EMPLOYERS CASUALTY COMPANY**

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-20-2010	
Surety	Active	09-20-2010	

39039 **RURAL COMMUNITY INSURANCE COMPANY**

Appointments

Appointment Type	Status	Active Date	Termination Date
Property	Inactive	07-31-2015	08-22-2016

11000 **SENTINEL INSURANCE COMPANY LTD**

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	08-16-2010	05-08-2015
Property	Inactive	08-16-2010	05-08-2015

27120 **TRUMBULL INSURANCE COMPANY**

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	12-08-2013	05-08-2015
Property	Inactive	12-08-2013	05-08-2015

16535 **ZURICH AMERICAN INSURANCE COMPANY**

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

27855 **ZURICH AMERICAN INSURANCE COMPANY OF ILLINOIS**

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

Revise Inquiry

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Individual Consumer Inquiry for the State of Nevada

Print

FRYER, JENNIFER LYNN
National Producer Number: 7807705
RENO, NV 89511-2067

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Resident Producer	60585	10-01-2001	Active	10-01-2001	09-01-2018

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Surety	10-01-2001	Active	10-01-2001
Property	10-01-2001	Active	10-01-2001
Casualty	10-01-2001	Active	10-01-2001

Affiliations/Appointments

NAIC	Company Name
21857	AMERICAN INSURANCE COMPANY, THE

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	06-12-2006	
Property	Active	06-12-2006	

NAIC	Company Name
21865	ASSOCIATED INDEMNITY CORPORATION

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	06-12-2006	
Property	Active	06-12-2006	

NAIC	Company Name
10472	CAPITOL INDEMNITY CORPORATION

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	02-17-2015	
Property	Inactive	02-17-2015	09-26-2017

NAIC	Company Name
21873	FIREMANS FUND INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	06-12-2006	
Property	Active	06-12-2006	

NAIC	Company Name
26832	GREAT AMERICAN ALLIANCE INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	02-06-2017	
Property	Active	02-06-2017	

NAIC	Company Name
26344	GREAT AMERICAN ASSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	02-06-2017	
Property	Active	02-06-2017	

NAIC	Company Name
16691	GREAT AMERICAN INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	02-06-2017	
Property	Active	02-06-2017	

NAIC	Company Name
22136	GREAT AMERICAN INSURANCE COMPANY OF NEW YORK

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	02-06-2017	

	Property	Active	02-06-2017	
21881	NATIONAL SURETY CORPORATION			
	Appointments			
	Appointment Type	**Status**	**Active Date**	**Termination Date**
	Casualty	Active	06-12-2006	
	Property	Active	06-12-2006	
18619	PLATTE RIVER INSURANCE COMPANY			
	Appointments			
	Appointment Type	**Status**	**Active Date**	**Termination Date**
	Casualty	Active	09-26-2017	
	Property	Inactive	02-17-2015	07-01-2017

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Individual Consumer Inquiry for the State of Nevada

Print

GINTER, EDNA JEAN
National Producer Number: 4575451
RENO, NV 89511-2067

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Resident Producer	45456	10-01-2001	Active	10-01-2001	03-01-2020

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Property	10-01-2001	Active	10-01-2001
Surety	10-01-2001	Active	10-01-2001
Casualty	10-01-2001	Active	10-01-2001

Affiliations/Appointments

NAIC	Company Name
23450	AMERICAN FAMILY HOME INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	11-07-2005	
Property	Active	11-07-2005	

23469 AMERICAN MODERN HOME INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	11-07-2005	
Property	Active	11-07-2005	

38652 AMERICAN MODERN SELECT INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	05-15-2006	
Property	Active	05-15-2006	

21873 FIREMANS FUND INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	12-06-2006	
Property	Active	12-06-2006	

11371 GREAT WEST CASUALTY COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	01-01-2001	04-22-2014
Property	Inactive	01-01-2001	04-22-2014

23779 NATIONWIDE MUTUAL FIRE INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-20-1996	
Property	Active	09-20-1996	

24198 PEERLESS INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Surety	Active	05-09-2001	
Casualty	Inactive	05-09-2001	08-17-2011
Property	Inactive	05-09-2001	08-17-2011

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California Department of Insurance

JOHN JOSEPH CANEPA

License # 0B05887

Pursuant to the requirements of the State of California Insurance Code,
JOHN JOSEPH CANEPA is authorized to act in the following capacity:

License	Effective Date	Expiration Date
Resident Insurance Producer	02/17/2011	11/30/2018
Qualifications		
Casualty Broker-Agent	02/17/2011	
Property Broker-Agent	02/17/2011	

Business Address: 959 Skyway Road, 2nd Floor, San Carlos, California 94070

Dave Jones, Insurance Commissioner

Please note: To validate the accuracy of this license you may review the individual or business entity's license record on the California Department of Insurance's website at www.insurance.ca.gov "Check License Status."

Individual Consumer Inquiry for the State of Nevada

Print

CARL, JANET
National Producer Number: 6729125
PHOENIX, AZ 85003-1805

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Non-Resident Producer	222553	07-05-2006	Active	07-05-2006	08-01-2018

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Property	07-05-2006	Active	07-05-2006
Casualty	07-05-2006	Active	07-05-2006

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Non-Res Surplus Lines Broker	616709	09-19-2008	Active	09-19-2008	10-01-2020

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
	09-19-2008	Active	08-14-2014

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Individual Consumer Inquiry for the State of Nevada

Print

GOLDSTEIN, WILLIAM R
National Producer Number: 2440673
SHERMAN OAKS, CA 91403-3197

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Non-Resident Producer	58978	10-01-2001	Active	10-01-2001	04-01-2020

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Casualty	10-01-2001	Active	10-01-2001
Property	10-01-2001	Active	10-01-2001

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Individual Consumer Inquiry for the State of Nevada

Print

Babb, Angela
National Producer Number: 17681875
LAS VEGAS, NV 89118-3278

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Resident Producer	3094367	08-11-2015	Active	08-11-2015	09-01-2018

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Casualty	08-11-2015	Active	08-11-2015
Property	08-11-2015	Active	08-11-2015

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California Department of Insurance

LISA PHILLIPS

License # 0I09940

Pursuant to the requirements of the State of California Insurance Code,
LISA PHILLIPS is authorized to act in the following capacity:

License	Effective Date	Expiration Date
Resident Insurance Producer	10/29/2012	10/31/2018
Qualifications		
Casualty Broker-Agent	10/29/2012	
Property Broker-Agent	10/29/2012	

Business Address: 2030 Main St, Suite 700, Irvine, California 92614

Dave Jones, Insurance Commissioner

Please note: To validate the accuracy of this license you may review the individual or business entity's license record on the California Department of Insurance's website at www.insurance.ca.gov "Check License Status."

Individual Consumer Inquiry for the State of Nevada

Print

LORENZ, BRYAN EDWARD
National Producer Number: 2771816
SHERMAN OAKS, CA 91403-3197

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Non-Resident Producer	511547	11-06-2006	Active	03-22-2010	04-01-2019

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Casualty	11-06-2006	Active	03-22-2010
Property	11-06-2006	Active	03-22-2010

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Individual Consumer Inquiry for the State of Nevada

Print

ANDERSON, ROBERT DEAN
National Producer Number: 813404
ATLANTA, GA 30305-2886

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Non-Resident Producer	638818	02-20-2009	Active	02-20-2009	03-01-2018

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Casualty	02-20-2009	Active	02-20-2009
Property	02-20-2009	Active	02-20-2009

Affiliations/Appointments

NAIC	Company Name
25089	COAST NATIONAL INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	06-13-2013	

NAIC	Company Name
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS MICHIGAN

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	06-13-2013	
Property	Active	06-13-2013	

NAIC	Company Name
11800	FOREMOST PROPERTY AND CASUALTY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	06-13-2013	07-28-2016
Property	Inactive	06-13-2013	07-28-2016

NAIC	Company Name
41513	FOREMOST SIGNATURE INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	06-13-2013	07-28-2016
Property	Inactive	06-13-2013	07-28-2016

NAIC	Company Name
16691	GREAT AMERICAN INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	03-27-2014	
Property	Active	03-27-2014	

NAIC	Company Name
18023	STAR INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	03-25-2011	06-08-2015
Property	Inactive	03-25-2011	06-08-2015

NAIC	Company Name
12831	STATE NATIONAL INSURANCE COMPANY INC

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	09-27-2013	06-18-2015
Property	Inactive	09-27-2013	06-18-2015

NAIC	Company Name
29599	U S SPECIALTY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2016	
Property	Active	09-23-2016	

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Individual Consumer Inquiry for the State of Nevada

Print

BOOKHAMMER, ROBERT
National Producer Number: 1114971
DALLAS, TX 75254-1460

Licenses

License Type	License Number	Original Issue Date	Status	Effective Date	Expiration Date
Non-Resident Producer	214884	01-19-2006	Active	01-19-2006	02-01-2018

Qualifications (Authorized Lines of Insurance)

Qualification Type	Original Issue Date	Status	Effective Date
Casualty	01-19-2006	Active	01-19-2006
Property	01-19-2006	Active	01-19-2006

Affiliations/Appointments

NAIC	Company Name
26247	AMERICAN GUARANTEE & LIABILITY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

NAIC	Company Name
40142	AMERICAN ZURICH INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

NAIC	Company Name
25089	COAST NATIONAL INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	05-08-2013	

NAIC	Company Name
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS MICHIGAN

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	05-08-2013	
Property	Active	05-08-2013	

NAIC	Company Name
11800	FOREMOST PROPERTY AND CASUALTY INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	05-08-2013	07-28-2016
Property	Inactive	05-08-2013	07-28-2016

NAIC	Company Name
41513	FOREMOST SIGNATURE INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Inactive	05-08-2013	07-28-2016
Property	Inactive	05-08-2013	07-28-2016

NAIC	Company Name
16535	ZURICH AMERICAN INSURANCE COMPANY

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

NAIC	Company Name
27855	ZURICH AMERICAN INSURANCE COMPANY OF ILLINOIS

Appointments

Appointment Type	Status	Active Date	Termination Date
Casualty	Active	09-23-2017	
Property	Active	09-23-2017	

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Appendix IV – Team resume forms - Attachment F

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PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Brandon Lewis, CPCU, ARM***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Commercial Sales Executive***		
# of Years in Classification:	***14***	**# of Years with Firm:**	***12***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Brandon joined Wells Fargo Insurance in 2005. He has extensive experience working with middle-market and risk management accounts and has focused his career on serving Nevada government entities.

Brandon has over 14 years of experience in the insurance industry. In his first year, he successfully completed a year-long, intensive training program with hands-on training from representatives of the Insurance Services Office, The Institutes, and Temple University.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Brandon has worked with and focused on serving Nevada governmental entity clients for over 10 years, serving as an Account Executive from 2005 to 2014 for municipal, county, joint power authority and special district government entities. Brandon has served as a Sales Executive since 2014 and is responsible for maintaining the overall account relationships and ensuring that all services and resources are delivered to our government entity clients.

Time Frame: 2005 to present
Client: City of Reno
Company Location: 1 E. First Street, Reno, NV
Position Held: Property & Casualty Account Executive & Sales Executive
Details of Contract/Project: Property/Casualty/Excess Workers Compensation/Crime

Time Frame: 2006 to present
Client: Washoe County
Company Location: 1 E. First Street, Reno, NV
Position Held: Property & Casualty Account Executive & Sales Executive
Details of Contract/Project: Property/Casualty/Excess Workers Compensation/Crime/Aviation/Marine Hull & Liability

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Brandon holds a Bachelor of Arts degree in International Affairs from the University of Nevada, Reno (2003).

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Brandon has earned the Chartered Property and Casualty Underwriter (2011) and Associate in Risk Management (2014) designations.

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Mark Hughs, Deputy City Attorney
City of Reno
Phone number: 775-334-2050
Fax number: 775-334-2420
Email: hughsm@reno.gov

Doreen Ertell, Risk Manager
Washoe County
Phone number: 775-328-2660
Email: dertell@washoecounty.us

Michele Sullivan, Chief Financial Officer
Truckee Meadows Water Authority
Phone number: 775-834-8284
Email: msullivan@tmwa.com

PROPOSED STAFF RESUME FOR RFP 3495
A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Jennifer Fryer, CIC***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Account Executive – Team Lead***		
# of Years in Classification:	***21***	**# of Years with Firm:**	***14***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE
Information should include a brief summary of the proposed individual's professional experience.

Jennifer Fryer joined Wells Fargo Insurance in 2003 and is responsible for all aspects of marketing, placing and servicing current clients. This includes but is not limited to developing and monitoring client accounts, assisting with their risk management goals, preparation of renewal specifications for submission to insurance carriers, communication with carriers, preparation of client proposals, policy review and transmittal of policy information to clients.

Jennifer has over 21 years of experience in the insurance industry and works closely with a wide range of industries and accounts with specialized Risks, such as Government Entity, Gaming, and Real Estate Investment companies.

RELEVANT EXPERIENCE
Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Time frame: 2010 to Present
Client: City of Sparks
Company location: 431 Prater Way, Sparks, NV 89431
Position held: Property and Casualty Broker - Account Executive
Details of contract/project: Responsible for placement and ongoing service of the Property, Casualty and Excess Workers Compensation insurance placement.

Time frame: 2010 to Present
Client: Reno Sparks Convention & Visitors Authority
Company location: 4001 S. Virginia St., Suite G, Reno, NV 89502
Position held: Property and Casualty Broker - Account Executive
Details of contract/project: Responsible for placement and ongoing service of the Property, Casualty and Excess Workers Compensation insurance placement.

Time Frame: 2014 to Present
Client: Las Vegas-Clark County Library District
Company location: 7060 W. Windmill Lane, Las Vegas, NV 89113
Position held: Property and Casualty Broker - Account Executive
Details of contract/project: Responsible for placement and ongoing service of the Property, Casualty and Environmental insurance placement.

EDUCATION

Information required should include: institution name, city, state, Degree and/or Achievement and date completed/received.

1996 to date: 21 years of experience working in the Insurance industry

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Jennifer holds the Certified Insurance Counselor designation since 2007
Graduate of the Northern Nevada AGC Leadership Series 2016

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Dan Marran, Contracts and Risk Manager
City of Sparks
Phone number: 775-353-2273
Fax number: 775-353-2399
Email address: dmarran@cityofsparks.us

Jeff Jensen, Accounting Manager
Reno-Sparks Convention & Visitors Authority
Phone number: 775-827-7627
Fax number: 775-827-7719
Email address: jjensen@rscva.com

David Machen, Chief Financial Officer
Navellier & Associates Inc.
Phone number: 775-785-2300
Email address: davidm@navellier.com

Cindy Randolph, Vice President-Property
CRC Insurance Services
Phone number: 206-262-5362
Email address: crandolph@crcins.com

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Edna Ginter***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Account Representative***		
# of Years in Classification:	***25***	**# of Years with Firm:**	***25***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Edna's responsibilities include day-to-day administrative and technical support for assigned commercial lines client, responding to inquiries and requests for information, invoicing, inputting and maintaining client and policy file information, assisting with marketing and placement and coordinating overall account service.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Edna has 25 years of experience in the insurance industry and works with a wide range of industries and accounts with specialized Risks, such as Government Entity, Gaming, and Real Estate Investment companies

Time Frame: 2013 to Present
Client: City of Sparks
Company Location: 431 Prater Way, Sparks, NV 89431
Position Held: Property & Casualty - Account Representative
Details of Contract/Project: Responsible for placement and ongoing service of the Property, Casualty and Excess Workers Compensation insurance placement.

Time Frame: 2013 to Present
Client: Reno Sparks Convention & Visitors Authority
Company Location: 4001 S. Virginia St., Suite G, Reno, NV 89502
Position Held: Property & Casualty – Account Representative
Details of Contract/Project: Responsible for placement and ongoing service of the Property, Casualty and Excess Workers Compensation insurance placement.

Time Frame: 2013 to present
Client: Washoe County
Company Location: 1 E. First Street, Reno, NV
Position Held: Property & Casualty Account Representative
Details of Contract/Project: Property/Casualty/Excess Workers Compensation/Crime/Aviation/Marine Hull & Liability

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

- 1992 to date: 25 years of experience working in the Insurance industry

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Dan Marran, Contracts and Risk Manager
City of Sparks
Phone number: (775)353-2273
Fax number: (775) 353-2399
Email: dmarran@cityofsparks.us

Jeff Jensen, Accounting Manager
Reno-Sparks Convention & Visitors Authority
Phone number: (775) 827-7627
Fax: (775) 827-7719
Email: jjensen@rscva.com

Cindy Randolph, Vice President-Property
CRC Insurance Services
Phone number: (206)-262-5362
Email: crandolph@crcins.com

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***John Canepa, Sr., ARM, CIE, CSP***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Senior Vice President/West Region Risk Control Director***		
# of Years in Classification:	***25***	**# of Years with Firm:**	***19***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

John Canepa is a Senior Vice President for Wells Fargo Insurance, and the Risk Control Services manager for the West Region. He has over twenty-six 26 years of loss prevention experience working within the insurance brokerage field, five years of experience within the insurance carrier industry, and five years of experience within the private sector.

John's primary focus is providing technical services/consultation to risk management clients. He works with clients in implementing appropriate techniques to address liability, personnel, and property conservation exposures to loss. His work results in minimizing a clients' potential to loss while increasing their operating efficiency.

John has both practical application and certifications in ergonomics, behavioral modification program implementation, total quality management, accident and injury prevention, safety program development, fleet safety training, hospitality safety, retail safety, fire protection engineering, construction safety management, and regulatory agency program compliance.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Served as an Insurance Broker Risk Control Consultant for various public entities (city of Colma, city of San Francisco, city of Reno, city of Sparks, city of Anthem) over their insurance policy periods providing: fire protection engineering consultation, providing employee ergonomics assessments, assisting the entities in the development and implementation of property/liability/fleet/casualty loss prevention programs.

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

John's master of science degree work was in Systems Safety Management from the University of Southern California, in Los Angeles (1986) and his bachelor of science degree was in Fire Protection Engineering from Long Beach State University in Long Beach, CA (1981).

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

He is a licensed insurance broker, a Certified Safety Professional (2000), a Certified Industrial Ergonomist (2006), a Certified Fire Protection Specialist, and has his Associate in Risk Management designation (1986).

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Justin Weisbrod, Safety Manager
Supermicro Computer
Phone number: 408-383-6868
Fax number: 408-503-8008
Email: JustinWeisbrod@supermicro.com

Linsay Marino, Director of Human Resources
8x8, Inc.
Phone number: 408-654-0973
Fax number: 408-654-3318
Email: lmartino@8x8.com

Marshall Rush, Claims Administrator
San Mateo County Transit District
Phone number: 650-508-7742
Fax number: 650-508-7738
Email rushm@samtrans.com

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Bill Goldstein***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Senior Vice President/Claims Manager***		
# of Years in Classification:	***40***	**# of Years with Firm:**	***7***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Bill's responsibilities include coordinating claim services for Wells Fargo Insurance clients in Western Region. Advocacy for services for major clients and coordination on a National basis as needed. He is also responsible for conducting TPA and self-insured audits, reviews and evaluations regarding loss sensitive programs and recommending solutions for reducing total cost of risk. Focus on Workers' Compensation, General Liability, Auto and other coverage lines.

Before joining Wells Fargo Insurance he spent 18 years with another national broker. Prior to that, 10 years with Fremont/Pacific Compensation Insurance Company where he was designated Assistant Vice President–Customer Services for the Southern California Region. Initially, he spent 11 years with Liberty Mutual Insurance Company (New York, Oakland and Los Angeles) handling Property and Casualty as well as Workers' Compensation claims.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Bill was Workers' Compensation consultant for Nevada Energy for five years prior to them being sold. In 2017, he was consultant for City of Montebello and prior involvement with City of Simi Valley and LAUSD.

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Bill received a BA from University of Pittsburgh in Pennsylvania (1969).

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Bill is Certified CA Self Insurance Administrator and Licensed in Nevada, CA and 15 other states (1984).

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Lisa Urich, Manager-Compliance, Safety & Workers' Compensation
Karl Storz Endoscopy
Phone number: 424-218-8270
Email: Lisa.urich@karlstorz.com

James Harper, Risk Manager
Allied Aviation
Phone number: 727-560-1600
Email: jaraharper@msn.com

Craig Rowe, Compensation, Benefits &HR Systems Manager
Tower Jazz Technologies
Phone number: 949-435-8327
Email: Craig.rowe@towerjazz.com

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Angela Babb, AIC***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Workers' Compensation Claims Advocate***		
# of Years in Classification:	***13***	**# of Years with Firm:**	***2.5***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Angela Babb is a Workers' Compensation Claims Advocate based in the Las Vegas office of Wells Fargo Insurance. She is responsible for claims management oversight and advocacy for a wide variety of commercial insurance risks with the main focus in workers' compensation claims. This includes reviewing client Experience Modification (E-Mod) calculations, often times identifying and correcting inaccurate information submitted to rating bureaus like NCCI. Angela's diverse background brings a unique and accomplished insight to claims consulting and claims management.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Angela began her professional insurance career in 2004 with GEICO Insurance in San Diego, CA as a liability claims examiner. She was quickly promoted throughout the claims department including holding positions in subrogation.

In 2009, Angela was hired by AIG in Las Vegas, NV as a Workers' Compensation Claims Representative. While there, she was responsible for handling indemnity claims for a variety of clients in the Nevada and California jurisdictions. Her experience included focus on construction OCIP/CCIP accounts, hospitality, and retail. Angela was a designated adjuster assigned to the MGM CityCenter OCIP construction project which, at the time, was deemed the largest construction project in the world with over 8,000 employees working around the clock.

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Angela graduated from California State University, San Marcos with a B.A. in Sociology (2004).

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Angela holds Nevada and California Property & Casualty licenses (2015), a California Experienced Adjuster designation and has completed the Associate in Claims (AIC) certification through The Institutes (2017).

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Connie Moore- Vice President, Human Resources
Arcata Associates, Inc.
Phone number: 702-968-2235
Email: Connie.Moore@arcataassoc.com

Jennifer Laguna- Owner
Advance Installations
Phone number: 775-359-1468
Email: Jennifer@advanceinstallations.com

Jessica Atkinson- Human Resources Administrator
Truckee Meadows Water Authority
Phone number: 775-834-8031
Email: jatkinson@tmwa.com

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Lisa Philips, RPLU, CIPP/US***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***National Practice Advisor***		
# of Years in Classification:	***22***	**# of Years with Firm:**	***2***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Lisa Phillips is a National Practice Advisor for the Technology, Privacy and Network Risk Practice, which is part of the Wells Fargo Insurance Professional Risk Practice. Based in the Irvine, CA office, she serves the West Region as an in-house resource for all professional liability, technology errors and omissions, media liability, network security and privacy related lines of coverage. In her role, she provides consultative services, market negotiations, policy analysis and placement, policy administration, and claims advocacy services.

Lisa has 22 years of experience in the insurance industry. Prior to joining Wells Fargo Insurance, Lisa spent three years at Lockton Companies as a broker in its Cyber Technology Practice. Before Lockton, she spent 17 years in underwriting and management positions at CNA and AIG with a focus on management and professional liability lines of coverage.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

September 2012 to September 2015: Lockton Insurance Brokers – served the Pacific Region as an in-house resource for all professional liability, technology errors and omissions, media liability, network security and privacy related lines of coverage. Provided consultative services, market negotiations, policy analysis and placement, policy administration, and claims advocacy services.

September 1998 to September 2012: CNA Insurance – held underwriting and management positions with a focus on Management Liability, Professional Liability and Cyber lines of insurance.

March 1995 to September 1998: AIG Insurance – held underwriting positions with a focus on Management Liability lines of insurance.

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Lisa earned her B.S. in Business Administration/Marketing from the University of Delaware in Newark, DE in May, 1993.

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

Certified Information Privacy Professional (CIPP/US) – completed in March 2015
Registered Professional Liability Underwriter (RPLU) – completed in 2000.

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Jackie James, Risk Manger
Washoe County School District
Phone number: 775-348-3854
Fax number: 775-348-0280
Email address: JJames@washoeschools.net

Michele Sullivan, Chief Financial Officer-Treasurer
Truckee Meadows Water Authority
Phone number: 775-834-8048
Email address: msullivan@tmwa.com

Jeff Rowley - Director of Risk Management
2001 South State Street, Suite S3-600
Phone number: 385-468-7784
Email address: jrowley@slco.org

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Dean Anderson***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Senior Vice President/National Aviation Practice Leader***		
# of Years in Classification:	***34***	**# of Years with Firm:**	***26***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

As Director of the Aviation Practice Group, Dean serves in a production and Senior Aviation Specialist capacity with Wells Fargo Insurance with responsibilities servicing the cross-sell needs for the Wells Fargo network. His department currently serves hundreds of customers nationwide, from Hawaii to the Florida coast, consisting of Fortune 500 companies as well as private firms, and ranging from individual aircraft owners to scheduled airline service.

His client experience includes: Comair; Gulfstream International Airways; Kiwi International Airline; Mahalo Air, Inc.; MassPort Authority (Logan Airport); Orlando International Airport; Precision Helicopter; Sanford Airport Authority.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

State of Alaska, located Juneau, AK., Serviced the State account from 2009/2014. As National Practice Leader I handled the placement/marketing/service/loss control for approx.180 airports, place Hull/Liability policy for the State Police Helicopters, Placed the University of Alaska (ATC/ Pilot) training program for the college, Place the Hull/Liability for Forestry/Wildlife aircrafts.

City of Charlotte, located Charlotte, NC, Servicing the City's account from 2011/Current. As National Practice Leader I currently handle the placement/marketing/service/loss control for the Airport Liability and the city's police helicopters Hull/Liability.

City of Antonio, Located San Antonio, TX Servicing the City's account from 2016/Current. As National Practice Leader I currently handle the placement/marketing/service/loss control for the Airport Liability and the city's police helicopters Hull/Liability.

(The National Aviation Practice currently places coverage for over 50 international, general aviation and private airport)

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Dean attended the University of Georgia from 1975/1979, where he earned a degree in marketing. Athens, GA. Bachelor of Science

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Scott Jordon
State of Alaska Department of Admin, Department of Risk Management
Phone number: 907-465-5723
Email: scott.jordan@alaska.gov

Dan Pliszka
City of Charlotte
Phone number: 704-336-4142
Email: dpliszka@ci.charlotte.nc.us

Stewart Dunsmore
City of San Antonio
Phone number: 469-778-5417
Email: sdunsmore@dclogistics.com

PROPOSED STAFF RESUME FOR RFP 3495

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

Company Name Submitting Proposal:	***Wells Fargo Insurance Services USA, Inc.***

Check the appropriate box if the proposed individual is prime contractor staff or subcontractor staff.			
Contractor:	***X***	**Subcontractor:**	

The following information requested pertains to the individual being proposed for this project.			
Name:	***Robert Bookhammer***	**Key Personnel: (Yes/No)**	***Yes***
Individual's Title	***Senior Vice President/National Public Sector Specialist***		
# of Years in Classification:	***35***	**# of Years with Firm:**	***20***

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE

Information should include a brief summary of the proposed individual's professional experience.

Robert S. Bookhammer III is a Senior Vice President for the public entity and higher education segments of Wells Fargo Insurance. Bob specializes in complex layered and quota share property placements, specific and aggregate excess casualty placements, risk management services, loss projections and accrual analysis, risk control services and alternative risk transfer program design and placement.

Prior to joining Wells Fargo Insurance, Bob was a Senior Vice President with a large regional insurance brokerage firm in Dallas where he served as a senior client executive. He targeted the upper middle market and lower risk management market business segments. Bookhammer delivered statistical, technical and claims oversight services for a multi-tenant captive and several other key clients.

RELEVANT EXPERIENCE

Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Bob has been with Wells Fargo Insurance since 1997 and is based in Dallas, TX. He is a Senior Vice President and the Wells Fargo Insurance Public Sector Practice Leader. Areas of specialization include sophisticated layered & quota shared property placements, large limits property, alternative risk and integrated casualty program solutions.

EDUCATION

Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

Bob received his B.S. in Business Administration (1981) from the University of Florida in Gainesville, Florida.

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

He is a licensed Risk Manager (1990) for the State of Texas. He is received the Associate in Risk Management (ARM) in 1990, the Risk Management for Public Entities (RMPE 352) designation in 2005, and a Certified School Risk Manager (CSRM) in 2008.

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number

and email address.

Ms. Zeronda Smith, Director - Office of Risk Management
City of Dallas
Phone number: 214-671-9051
Fax number: 214-659-7038
Email: zeronda.smith@dallascityhall.com

Mr. Lance Nauman, Director - Employee Benefits & Risk Management
Katy Independent School District
Phone number: 281-396-2251
Fax number 281-644-1900
Email: lancennauman@katyisd.org

Ms. Leisa Hutcheson, Director - Employee Benefits & Risk Management
City of Lubbock
Phone number: 806-775-2277
Fax number:806-775-3316
Email: lhutcheson@mylubbock.us

Appendix V – List of directors and officers

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Appointment Report

As Of 07/13/2017
Printed: 07/13/2017 4:11:01PM

Name 32481, Wells Fargo Insurance Services USA, Inc. **Legal Entity Lea** 00046

Officer Name	Appointment Type	Date Appointed
Byrd, Jennifer H	Designated Signer	08/04/2014
Heuermann-Lampkin, Amy L.	Designated Signer	08/04/2014
Wood, Mr. H. David	Designated Signer	11/04/2014
Accardi, Joanne Leight	Assistant Vice President	11/17/2016
Jones, Chaka M.	Assistant Vice President	02/20/2015
Rumple, Lisa P.	Assistant Vice President	04/01/2014
Gilbertson, Peter Andrews	Regional Managing Director	12/16/2011
Longhta, Thomas	Regional Managing Director	01/01/2010
Meder, John D.	Regional Managing Director	12/16/2011
Watton, Rhonda	Senior Human Resources Officer	01/01/2010
Anderson, Mr. Scott D.	Director	10/23/2013
Longhta, Thomas	Director	06/10/2017
Nordquist, Ms. Laurie B.	Director	03/20/2017
35358, Standard Slate	SEE STANDARD SLATE NARRATIVE	01/03/2011
36620, Officer Submission Slate	Line of Business Designee	07/01/2013
Anderson, Kevin Michael	Vice President	10/29/2012
Axelrod, Lillie S	Executive Vice President	07/14/2015
Brogan, Kevin M.	President	04/01/2015
Brogan, Kevin M.	Chairman	04/01/2015
Fields, Mr. Charles L.	Vice President	10/29/2012
Gilbertson, Peter Andrews	Executive Vice President	07/14/2015
Gutzwiler, Joshua Steven	Vice President	10/29/2012
Hartney, George R	Vice President	10/29/2012
Kwong, Kathy	Vice President	11/14/2013
Lee, Joon H.	Vice President	10/29/2012
Longhta, Thomas	Executive Vice President	07/14/2015
Markert, Thomas M.	Senior Vice President	10/29/2012
Martin, Frank Bud Lee	Authorized Signer	05/29/2015
McCombs, Debra L.	Secretary	12/19/2014
McKinney, Timothy E.	Vice President	11/14/2013
Nelson, Fawn	Vice President	10/29/2012
Officers, Additional	SEE ADDITIONAL OFFICERS NARRATIVE	05/17/2016
Oldham, Lisa D	Vice President	11/14/2013
Ostrander, Bowen S.	Vice President	04/01/2014
Pirtle, Ralph Jay	Vice President	10/29/2012
Price, Brittany Kay	Vice President	10/29/2012
Rader, Mr. Jeffrey W.	Vice President	10/29/2012
Reeve-Bailey, Ms. Barbara	Vice President	10/29/2012
Slater, Erin Kay	Vice President	09/14/2015
Tronco, John William	Vice President	10/29/2012
Barbour, Mr. Arthur S.	Vice President	04/24/2012
Bauman, Mr. Leo J.	Vice President	04/24/2012
Burns, Cynthia Joy	Vice President	04/24/2012
Danis, Mr. David C.	Vice President	04/24/2012
Divins, Brad R	Vice President	04/24/2012

Appointment Report

As Of 07/13/2017

Printed: 07/13/2017 4:11:01PM

Officer Name	Appointment Type	Date Appointed
Name 32481, Wells Fargo Insurance Services USA, Inc.	**Legal Entity Lea**	00046
Dreyer, Dennis W.	Senior Vice President	04/24/2012
Farley, Patricia E	Vice President	04/24/2012
Hanson, Mr. Brent E.	Vice President	04/24/2012
Hellmuth, Frank E.	Senior Vice President	04/24/2012
Ingram, Mr. Mark A.	Senior Vice President	04/24/2012
Maddaluna, Anita L	Senior Vice President	04/24/2012
Rogers, Allyson D	Vice President	04/24/2012
Saclarides, John George	Senior Vice President	04/24/2012