1 LBS PAK 1 OF 1

MAS J. KRZYS
666-0500 222
JRANCE BUYERS' COUNCIL, INC
) GREENSIDE DRIVE
KEYSVILLE MD 21030

IIP TO:
OFFICE OF THE CITY CLERK
561-799-4121
10500 NORTH MILITARY TRAIL
**PALM BEACH GARDENS FL 33410-4628**

JAN 14 16 12:02 PM REC

**FL 334 0-01**

**UPS NEXT DAY AIR SAVER** **1P**

TRACKING #: 1Z FX9 245 13 9535 0285

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Page 1 of 1

INSURANCE BUYERS' COUNCIL

**Thomas J. Krzys, CPCU, ARM**
**Senior Vice President, Principal Consultant**
tel: 410.666.0500 ext. 206
fax: 410-666-6177
email: tkrzys@consultibc.com

January 13, 2016

Ms. Patricia Snider, CMC
Office of the City Clerk
10500 North Military Trail
Palm Beach Gardens, FL 33410

RE: IBC Services Regarding RFP 2016-028FN

Dear Ms. Snider,

We thank the City for the opportunity to provide a proposal for property and casualty insurance consulting services.

Insurance Buyers' Council, Inc. (IBC) specializes in property, liability (including workers compensation), employee benefits and actuarial risk management and insurance consulting. Having no insurance company, agency or broker affiliations or connections, our income is derived solely from professional fees for services rendered. Please visit our website at www.consultibc.com for additional details.

We feel we are uniquely qualified to provide the services listed in RFP 2016-028FN.

I am the primary contact person for this proposal.

Very truly yours,

Thomas J. Krzys, CPCU, ARM
Senior Vice President, Principal Consultant

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## FIRM INFORMATION, EXPERIENCE AND REFERENCES

Insurance Buyers' Council, Inc. (IBC) is an independent consulting firm specializing in property, liability (including workers compensation) employee benefits and actuarial risk management and insurance. To assure objectivity for our clients, IBC does not sell any type of insurance and we are not affiliated with anyone who does.

Our firm was founded in 1948 and our office is located in suburban Baltimore. Our clients are located throughout the United States including Puerto Rico.

Our professional staff averages over twenty years of experience in the risk management and insurance industry. Designations held by our staff currently include Chartered Property and Casualty Underwriter (CPCU), Associate in Risk Management (ARM), Certified Employee Benefit Specialist (CEBS) and Associate of the Casualty Actuarial Society (ACAS).

Clients engage us due to our:

- Professional objective advice
- Knowledgeable staff
- State of the art insight
- Expeditious response
- Cost effective services

Two of our consultants will be assigned to perform work for the City:

***Mr. Thomas J. Krzys, CPCU, ARM, MBA, Senior Vice President and Principal Consultant*** will function as principal and will be the City's primary contact. Mr. Krzys will conduct our on-site audit and will be directly involved in providing all services. He has extensive consulting experience with local governments including the Wicomico Board of Education, Carroll County, Charles County, Frederick County, Harford County, the City of Frederick, Chesapeake Beach, Havre de Grace and the Northeast Maryland Waste Disposal Authority in Maryland, Sussex County in Delaware, Arlington County in Virginia and Ocean County in New Jersey. Mr. Krzys is also the consultant for a public entity in Florida, the Broward Center for the Performing Arts in Fort Lauderdale.

***Ms. Jaclyn Davies, CPCU, ARM, MBA, Consultant*** will assist Mr. Krzys in delivering our services including the development of property statements of values and in assembling and analyzing loss experience data. Ms. Davies has significant experience with local governments including Harford County and the Maryland Association of Boards of Education in Maryland, the Delaware Valley Insurance Trust in Pennsylvania and Monmouth County and the Hamilton Township Board of Education in New Jersey.

We meet the continuing education requirements of the states in which we practice.

We are qualified to practice in Florida as many of our clients have properties in the state and we are familiar with Florida exposures, the legal climate and insurance markets. We have well over five years of experience in providing both specific project and continuous consulting services to public entities. Given our extensive experience with local governments we are qualified to provide the services required in this RFP. Included in this proposal is a copy of our client list.

The following is a list of references which you may contact regarding our services:

**Mr. Timothy Weeks**
**Chief Financial Officer**
**Broward Center for the Performing Arts**
**201 SW 5th Avenue**
**Fort Lauderdale, FL 33312**
**954-765-5836**
**tweeks@browardcenter.org**

In 2006, IBC performed an exposure audit and developed a report on the Center's property and liability insurance program. Since then, we have served as the Center's consultant on an as needed basis on a variety of issues including advice on the implications of the Stafford Act. Total fee has amounted to approximately $22,000.

**Mr. Steven B. Middleton**
**Risk Manager**
**Prince George's County Office of Financial Administration**
**14741 Governor Oden Bowie Drive**
**Room 3200 CAB**
**Upper Marlboro, MD 20772**
**sbmiddleton@co.pg.md.us**

The County has been an IBC client since 1973. IBC provides services similar to that requested in the City's RFP on an as needed basis including the periodic development of broker services specifications. The total fee for the last five years has been approximately $191,000.

**Ms. M. Catherine Coble**
**Director of Finance & Administration**
**Northeast Maryland Waste Disposal Authority**
**Tower-II, Suite 402**
**100 S. Charles Street**
**Baltimore, MD 21201**
**410-333-2730**
**ccoble@nmwda.org**

The Authority has been an IBC client since 2002. Exposure analysis, review of property and liability insurance policies, contract analysis and various miscellaneous services on an as needed basis have been provided. The total fee for the last five years has been approximately $15,000.

**Ms. Mary Ann Noto**
**Manager, Division of Risk Management**
**County of Ocean**
**101 Hooper Avenue**
**P.O. Box 2191**
**Toms River, NJ 08754**
**732-929-2109**
**mnoto@co.ocean.nj.us**

The County has been an IBC client since 1974. Services provided include review of insurance proposals along with the submission of recommendations for insurance placements, review of insurance policies and various miscellaneous services on an as needed basis. The total fee for the last five years has been approximately $52,000.

## PROJECT APPROACH

The following will briefly describe our approach and methodology in performing the tasks requested in the RFP:

a) We will conduct an audit of the City's property and casualty exposures to loss. (The word "casualty" will encompass workers compensation when used throughout this proposal). This will entail a two day on-site visit where we will interview department heads and visit selected facilities in the interest of exposure identification. In conjunction with this visit, we will also review approximately ten contracts, to be determined as a result of our interviews. We will also review other information such as insurance policies, budgets, financial statements, loss runs, property valuation data and other documents. Mr. Krzys will conduct the audit, which could commence on either the week of March 14 or the week of March 21.

b) Based upon our exposure analysis, your loss experience and our knowledge of insurance markets, we will recommend the proper approach to market your property and casualty insurance program for the October 1 effective date. Possible approaches include:
   - Conducting a competitive quotation procedure among different agents, brokers and insurers;
   - Conducting an agent/ broker selection procedure among agents and brokers. The selected agent or broker would then have the responsibility to market your insurance program;
   - Negotiating a renewal with your current insurer.

   Mr. Krzys will determine the proper approach by April 11.

c) We will prepare insurance specifications if a competitive quotation procedure among various agents, brokers and insurers is feasible. If an agent /broker selection procedure is recommended instead, we will develop agent/ broker insurance services specifications (including insurance coverage requirements). Otherwise, we will develop renewal information and negotiate with your existing insurer if we feel the other two approaches are not worthwhile. We will assist in the completion of any required insurance applications. Mr. Krzys and Ms. Davies will jointly be responsible for these services. The specifications would be prepared and submitted to the City by April 22.

d) Self-insurance and other alternatives to your existing property and casualty insurance program will be considered and evaluated if appropriate as part of our analysis. Mr. Krzys and Ms. Davies will jointly be responsible for these services.

e) Using our recommended specifications we will assist the City's Purchasing and Contracts Department in creating a Request For Proposals. Mr. Krzys will perform this service.

f) If a competitive quotation procedure is conducted, we will evaluate each proposal according to the following criteria:
   - Scope of coverage;
   - Insurer financial ratings;

- Insurer and agent/broker services; and
- Net cost.

Detailed coverage and cost comparison exhibits will be prepared as part of our analysis.

Proposals should be received no later than September 9.

If an agent/broker services selection procedure is conducted instead, the agent/broker services proposals should be received by June 10. We will review the agent/broker services proposals and will advise any selection committee created by the City. The agent/broker should be selected no later than June 30. We would then review all insurance proposals submitted by the selected agent/broker according to the criteria noted above and develop coverage and cost comparison exhibits. The agent/broker's insurance proposals should be received by September 9.

Mr. Krzys will perform this service.

g) Whatever approach is used in c) above, we will develop written recommendations for the placement of insurance. Mr. Krzys will accomplish this. The recommendations would be submitted no later than September 23.

h) We will assist in the development of manuscript insurance policies or endorsements with your insurer(s) as needed. Mr. Krzys will perform this service.

i) We will review each property and casualty insurance policy purchased by the City and develop a detailed written analysis of coverage features. We will send a list of required corrections to the appropriate insurer, agent or broker if policy deficiencies exist. Mr. Krzys and Ms. Davies will jointly have this responsibility. The policy review will be accomplished within sixty days of our receipt of the policies.

j) We will assist the City in the coordination of all claims with its insurers and act as the City's advocate on all claim related matters. Mr. Krzys and Ms. Davies will jointly have this responsibility.

k) We will review the City's losses for any trends and patters and notify the City accordingly. Mr. Krzys and Ms. Davies will jointly have this responsibility. Actual loss control or safety recommendations will be the responsibility of the insurer or agent/broker.

l) We will meet with the City as requested to discuss active claims and appropriate strategies to handle claims cost effectively. We will arrange for a representative of the insurer or its claims administrator to also attend. Mr. Krzys will perform this service.

m) When requested, we will prepare an analysis of the current property and casualty insurance marketplace during the early part of the third quarter (April) of the City's fiscal year and prepare a projection's of the City upcoming insurance cost. Mr. Krzys will perform this service.

n) When requested, we will make a formal presentation of the City's property and casualty insurance program to the City Council. Mr. Krzys will make the presentation.

o) We will be available to attend meetings with the City to address specific risk management and insurance issues as they arise. Mr. Krzys will attend the meetings.

p) When requested, we will review contracts and prospective contracts with the City's vendors and suppliers to recommend appropriate insurance and indemnification provisions. Mr. Krzys and Ms. Davies will jointly have this responsibility.

q) Online access to loss experience and loss control data will be the responsibility of the City's insurers, claims administrators and agent/brokers. Upon request, we can send or e-mail the City any reports and data that we have.

r) We will provide miscellaneous insurance and risk management services on an as needed basis. Mr. Krzys and Ms. Davies will jointly have this responsibility.

## ACKNOWLEDGEMENT OF ADDENDA

INSTRUCTIONS: COMPLETE PART I OR PART II, WHICHEVER APPLIES

PART I:
List below the dates of issue for each addendum received in connection with this Solicitation:

Addendum #1, Dated December 18, 2015

Addendum #2, Dated January 4, 2016

Addendum #3, Dated January 6, 2016

Addendum #4, Dated _____

Addendum #5, Dated _____

Addendum #6, Dated _____

Addendum #7, Dated _____

Addendum #8, Dated _____

Addendum #9, Dated _____

Addendum #10, Dated _____

PART II:

☐ NO ADDENDUM WAS RECEIVED IN CONNECTION WITH THIS SOLICITATION

Insurance Buyers' Council, Inc.
Firm Name

Signature

Thomas J. Krzys – Senior Vice President, Principal Consultant
Name and Title (Print or Type)

1/13/2016
Date

## PROPOSAL SUBMITTAL SIGNATURE PAGE

By signing this Proposal, the Proposer certifies that it satisfies all legal requirements as an entity to do business with the City, including all Conflict of Interest and Code of Ethics provisions.

Firm Name:

Insurance Buyers' Council, Inc.

Street Address:

9720 Greenside, Dr., Suite 1E, Cockeysville, MD 21030

Mailing Address (if different from Street Address):

Telephone Number(s): 410-666-0500 Ext. 206

Fax Number(s): 410-666-6177

Email Address: tkrzys@consultibc.com

Federal Employer Identification Number: 52-0884262

Prompt Payment Terms:_____ %____ days' net _____ days

Signature: _____
(Signature of authorized agent)

Print Name: Thomas J. Krzys

Title: Senior Vice President, Principal Consultant

Date: 1/13/2016

By signing this document, the Proposer agrees to all terms and conditions of this Solicitation and the resulting contract/agreement.

**THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL, FOR NOT LESS THAN 90 DAYS, AND THE PROPOSER'S UNEQUIVOCAL OFFER TO BE BOUND BY THE TERMS AND CONDITIONS SET FORTH IN THIS SOLICITATION. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED ABOVE, BY AN AUTHORIZED REPRESENTATIVE, SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS PROPOSAL.**

## CONFLICT OF INTEREST DISCLOSURE FORM

The award of this contract is subject to the provisions of Chapter 112, Florida Statutes. All Proposers must disclose within their Proposal: the name of any officer, director, or agent who is also an employee of the City of Palm Beach Gardens.

Furthermore, all Proposers must disclose the name of any City employee who owns, directly or indirectly, an interest of more than five percent (5%) in the Proposer's firm or any of its branches.

The purpose of this disclosure form is to give the City the information needed to identify potential conflicts of interest for evaluation team members and other key personnel involved in the award of this contract.

The term "conflict of interest" refers to situations in which financial or other personal considerations may adversely affect, or have the appearance of adversely affecting, an employee's professional judgment in exercising any City duty or responsibility in administration, management, instruction, research, or other professional activities.

Please check one of the following statements and attach additional documentation if necessary:

_X_ To the best of ot.ir knowledge, the undersigned firm has no potential conflict of interest any other Cities, Counties, contracts, or property interest for this Proposal.

_____ The undersigned firm, by attachment to this form, submits information which may be a potential conflict of interest due to other Cities, Counties, contracts, or property interest for this Proposal.

Acknowledged by:

Firm Name Insurance Buyers' Council, Inc.

Signature

Name and Title (Print or Type) Thomas J. Krzys – Senior Vice President, Principal Consultant

Date 1/13/16

## NOTIFICATION OF PUBLIC ENTITY CRIMES LAW

Pursuant to Section 287.133, Florida Statutes, you are hereby notified that a person or affiliate who has been placed on the convicted contractors list following a conviction for a public entity crime may not submit a Proposal on a contract to provide any goods or services to a public entity; may not submit a Proposal on a contract with a public entity for the construction or repair of a public building or public work; may not submit Proposals on leases or real property to a public entity; may not be awarded or perform work as a contractor, supplier, sub-Proposer, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 [F.S.] for Category Two ($35,000.00) for a period of thirty-six (36) months from the date of being placed on the convicted contractors list.

Acknowledged by:

Firm Name Insurance Buyers' Council, Inc.

Signature

Name and Title (Print or Type) Thomas J. Krzys – Senior Vice President, Senior Consultant

Date 1/13/2016

**DRUG-FREE WORKPLACE**

Insurance Buyers' Council, Inc. is a drug-free workplace and has
(Company Name)
a substance abuse policy in accordance with and pursuant to Section 440.102, *Florida Statutes.*

Acknowledged by:

Insurance Buyers' Council, Inc.
Firm Name

Signature

Thomas J. Krzys – Senior Vice President, Senior Consultant
Name and Title (Print or Type)

1/19/2016
Date

While Insurance Buyers' Council, Inc. is a "drug-free workplace", being based outside of Florida the firm does not have a substance abuse program in accordance and pursuant to Section 440.102 Florida Statutes.

**NON-COLLUSION AFFIDAVIT**

STATE OF Maryland
COUNTY OF Baltimore

Before me, the undersigned authority, personally appeared Thomas J. Krzys, who, after being by me first duly sworn, deposes and says of his/her personal knowledge that:

a. He/She is Senior Vice President of Insurance Buyers' Council, Inc., the Proposer that has submitted a Proposal to perform work for the following:

RFP No.: RFP2016-028FN Title: Consultant for Property and Casualty Insurance

b. He/She is fully informed respecting the preparation and contents of the attached Request for Proposals, and of all pertinent circumstances respecting such Solicitation.

Such Proposal is genuine and is not a collusive or sham Proposal.

c. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Solicitation and contract for which the attached Proposal has been submitted or to refrain from proposing in connection with such Solicitation and contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm, or person to fix the price or prices in the attached Proposal or any other Proposer, or to fix any overhead, profit, or cost element of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City or any person interested in the proposed contract.

d. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

Signature

Subscribed and sworn to (or affirmed) before me this 13 day of January 2016, by Thomas J. Krzys, who is personally known to me or who has produced _____ as identification.

SEAL

Notary Signature: Frances H. Ohl
Notary Name: Frances H. Ohl
Notary Public (State): Maryland
My Commission No: _____
Expires on: August 3, 2018

## TRUTH - IN - NEGOTIATION CERTIFICATE

The undersigned warrants (i) that it has not employed or retained any company or person, other than bona fide employees working solely for the undersigned, to solicit or secure the Agreement and (ii) that it has not paid or agreed to pay any person, company, corporation, individual, or firm other than its bona fide employees working solely for the undersigned or agreed to pay any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from the award or making of the Agreement.

The undersigned certifies that the wage rates and other factual unit costs used to determine the compensation provided for in the Agreement are accurate, complete, and current as of the date of the Agreement .

(This document must be executed by a Corporate Officer.)

Name: Thomas J. Krzys

Title: Senior Vice President, Senior Consultant

Date: 1/13/2016

Signature: Th J Krzys

## 9.2 REQUIRED SUBMITTALS

a) The Proposer was founded in 1948 and has sixty-eight years in providing the services required in this Solicitation.

b) Thomas J. Krzys, Senior Vice President, Principal Consultant is an officer of Insurance Buyers' Council, Inc. and will have a management and supervisory position on this project. His resume is included in the proposal.

c) Refer to the references included in the Firm Information, Experience and References section of the proposal and to the client list.

d) Insurance Buyers' Council, Inc. has never provided services to any department or agency of the City of Palm Beach Gardens.

e) There are no pending lawsuits or any judgments against Insurance Buyers' Council, Inc and its staff within the last five years.

f) Insurance Buyers' Council, Inc. is a privately held corporation. We request that financial statements be reviewed at a later date.

g) Refer to the next page.

Insurance Buyers' Council, Inc. is financially viable and able to perform the services required in RFP2016-028FN.

Insurance Buyers' Council, Inc.
Firm Name

Signature

Thomas J. Krzys – Senior Vice President, Principal Consultant
Name and Title

1/13/2016
Date

## PRICING INFORMATION

The first step in our approach is the property and casualty exposure identification audit (Paragraph a. in your Scope of Services). Our maximum fee for this service in Year One is $10,080 based on an hourly rate of $180 and 56 hours to accomplish this service. The audit would also be performed in Year Four of the contract with a maximum fee of $10,752 based on an hourly rate of $192 and 56 hours.

As a result of the exposure identification audit, if a competitive quotation procedure or an agent/broker selection process is undertaken (Paragraphs b. through g. in your Scope of Services), our maximum fee in Year One is $15,120 based on an hourly rate of $180 and 84 hours. Such procedures should generally be performed no more than once every three years. Assuming that we will perform these services in Year Four would entail a maximum fee of $16,128 based on an hourly rate of $192 and 84 hours.

In years when we do not conduct either a competitive quotation procedure or an agent/broker selection process, our maximum fee to negotiate renewals with your current insurers would be:

| | |
|---|---|
| Year One: | $2,880 based on an hourly rate of $180 and 16 hours; |
| Year Two: | $2,944 based on an hourly rate of $184 and 16 hours; |
| Year Three: | $3,008 based on an hourly rate of $188 and 16 hours; |
| Year Four: | $3,072 based on an hourly rate of $192 and 16 hours; and |
| Year Five: | $3,136 based on an hourly rate of $196 and 16 hours. |

Regarding the other services (Paragraphs h. through r. in your Scope of Services), we will charge the maximum fees as follows:

| | |
|---|---|
| Year One: | $16,920 based on an hourly rate of $180 and 94 hours; |
| Year Two: | $17,296 based on an hourly rate of $184 and 94 hours; |
| Year Three: | $17,672 based on an hourly rate of $188 and 94 hours; |
| Year Four: | $18,048 based on an hourly rate of $192 and 94 hours; and |
| Year Five: | $18,424 based on an hourly rate of $196 and 94 hours. |

The fees are maximums. If a service can be performed in less time than projected above, you will be billed only for the time incurred. The fees for Paragraphs h. through r. above are based on three meetings annually. We reserve the right to bill for additional meetings based on our current hourly rate and the time incurred.

Assuming that an exposure identification audit and a competitive quotation procedure or an agent/broker selection process will occur in Years One and Four, our maximum fees would be as follows:

| | |
|---|---|
| Year One: | $42,120 ($10,080 + $15,120 + $16,920) |
| Year Two: | $20,290 ($2,994 + $17,296) |
| Year Three: | $20,680 ($3,008 + $17,672) |
| Year Four: | $44,928 ($10,752 + $16,128 + $18,048) |
| Year Five: | $21,560 (3,136 + $18,424) |
| Total: | $149,578 |

We will also charge for the actual travel expenses incurred when conducting the onsite exposure identification audit and attending meetings. Based on current coach airfare between Baltimore and Fort Lauderdale, an auto rental, local hotel rates and a per diem, the expenses charged for a trip in 2016 would be approximately $800.

# THOMAS J. KRZYS, CPCU, ARM, MBA

Mr. Krzys is a Senior Vice President, a Director and a Principal Consultant of Insurance Buyers' Council, Inc., an independent risk management and insurance consulting firm headquartered in Baltimore, Maryland.

He holds a Master of Business Administration degree (MBA) and a Bachelor of Science degree in Management from West Virginia University. He is a member of The Society of Chartered Property and Casualty Underwriters (CPCU), and has obtained the Associate in Risk Management designation (ARM).

Mr. Krzys has been an insurance instructor for the Insurance Women of Northern Virginia and the Arlington County (Virginia) Distributive Education Service, as well as Essex Community College in Baltimore. Mr. Krzys has also been a past guest speaker for the Young Agents Association of Maryland.

He has served as President, Treasurer, Committee Chair and Director of the Society of Risk Management Consultants. He is a member of the Beta Gamma Sigma National Business Honorary.

Mr. Krzys has been involved in insurance since 1976. For over five years, he was employed by a large stock insurance company as a Commercial Property Underwriter and later as an Underwriting Supervisor.

Since joining IBC in 1982, he has provided advisory services to a variety of clients, including corporate, non-profit, educational and governmental entities.

# JACLYN DAVIES, CPCU, ARM, MBA

Ms. Davies is a Consultant with IBC. She joined the firm in 2007.

Ms. Davies provides support to the Principal Consultants within IBC. Projects include insurance policy analysis, preparation of insurance coverage specifications, and continuous advisory services for private and public sector clients.

She began her insurance career in 2001 as a risk management professional. Prior to joining IBC, Ms. Davies was employed by the largest health care insurer in the Mid-Atlantic region. She held the Supervisor position for the Corporate Risk Management department. Responsibilities included overseeing the corporate insurance program, including coverage assessment and placement, risk assessments, as well as the corporate safety program.

Ms. Davies holds a Masters of Business Administration (MBA) from the University of Baltimore and a Bachelor of Business Administration from Temple University in Philadelphia.

She has earned her Chartered Property and Casualty Underwriter (CPCU) and has obtained her Associate in Risk Management (ARM).

She supports the Membership Committee for the local Chesapeake RIMS chapter and is also a member of the Maryland Chapter of CPCU.

# IBC CLIENTS

## COMPLETED PROJECTS

⮟

## CURRENT CLIENT LISTINGS BY CATEGORY

⮟

## CURRENT CLIENT LISTINGS BY STATE

INSURANCE BUYERS' COUNCIL, INC.
9720 GREENSIDE DRIVE, SUITE 1E
COCKEYSVILLE, MD 21030-5033

TEL: 410-666-0500
FAX: 410-666-6177
www.consultibc.com

# COMPLETED PROJECTS

| Category/Client | Contact Name | Telephone |
|---|---|---|
| **CONDOMINIUM ASSOCIATIONS** | | |
| Harborview Condominium Association | Mr. John Cochran - President | 410-625-2598 |
| **CONSULTANTS** | | |
| Axiom Resource Management, Inc. | Ms. Jennifer Haines | |
| **CONTRACTORS & ENGINEERS** | | |
| KCI Technologies, Inc. | Mr. Donald A. McConnell - CFO | 804-526-0820 |
| **CLUBS** | | |
| Baltimore Country Club *(Employee Benefits Practice)* | Mr. Michael Scott - General Manager | 410-889-4400 |
| Woodholme Country Club *(Employee Benefits Practice)* | Mr. Mitchell Piatt - General Manager | 410-486-3700 |
| **EDUCATION** | | |
| Washington Township Board of Education | Mr. Harold J. Finkle, Jr. Assistant School Business Administrator | 856-589-6644 Ext. 6651 |
| **EXPERT WITNESS** | | |
| Arent Fox Kintner Plotkin & Kahn | Ms. Deanne M. Ottaviano, Esquire | 202-775-5781 |
| Greenberg, Traurig, Hoffman, | Peter M. Gillon, Esquire | 202-331-3145 |
| Pepper Hamilton LLP | Matthew J. Lund, Esquire | 248-359-7370 |
| Schnader Harrison Segal & Lewis LLP | Wilbur L. Kipnes, Esquire | 215-751-2000 |
| **GOVERNMENT** | | |
| Bel Air, Town of | Ms. Joyce Oliver - Director of Admin. | 410-638-4550 |
| Havre de Grace, City of | Mr. James E. Newby - Director of Admin. | 410-939-1800 |
| Pamunkey Regional Library | Ms. Fran Freimarck | 804-537-6211 |
| Ocean City, NJ *(Employee Benefits Practice)* | Ms. Mary Ann Noto - Manager Division of Risk Management | 732-929-2109 |
| **HEALTHCARE** | | |
| Lenox Hill Hospital | Mr. Richard Mayer VP Provider & Network Relations | 212-434-2000 |
| Prince William Health System | Mr. Greg Weller - Interim CFO | 703-369-8021 |
| Tissue Banks International | Mr. James H. Leimkuhler, CPA VP, Administration & CFO | 410-752-3800 |
| Virginia Hospital Center | Ms. Robin Norman, CPA Senior Vice President and Chief Financial Officer | 703-558-5000 |
| **LOBBYISTS** | | |
| American Israel Public Affairs Committee | Mr. Mark Meridy - Director of Operations | 202-639-5368 |
| **MANUFACTURERS** | | |
| Incobrasa Industries, Ltd. | Mr. Mauricio Perri | 815-265-4803 |
| **OWNER CONTROLLED INSURANCE** | | |
| The Phillies, A Pennsylvania LP | Mr. Girald S. Clothier - Senior VP, CFO | 215-952-8220 |
| **REAL ESTATE – General Management** | | |
| Commercial Centers Management | Mr. Vadim Nikitine - Principal | 202-315-2408 |
| Miller Property Management, Inc. | Mr. Milton H. Miller, Jr. - President | 410-837-9200 |
| Office of the Architect of the Capitol | Mr. William Dolan - Office of General Cnsl. | 202-225-9697 |
| Pennsylvania Association of Realtors | Mr. Henry Lerner - Director Member & Legal Services | 717-561-1303 |
| **THEATRE** | | |
| New Jersey Performing Arts Center *(Employee Benefits Practice)* | Ms. Bobbie Arbesfeld - Chief Operating Officer | 973-297-5843 |

## CURRENT CLIENT LISTINGS *BY CATEGORY*

| Category | Client Name | State |
|---|---|---|
| **ACCOUNTING FIRMS** | | |
| *Actuary* | Bonadio Group, The | NY |
| **ASSOCIATIONS** | | |
| | American Institute of Architects Trust | |
| | American Psychological Association | DC |
| | Conference on Retroviruses and Opportunistic Infections (CROI) | VA |
| **AUTO STAGING & MODIFICATION** | | |
| | AutoPort, Inc. | DE |
| **CHARITABLE AGENCIES & NONPROFITS** | | |
| *Actuary* | Arc of Baltimore | MD |
| | Archdiocese of Baltimore | MD |
| | United States Institute of Peace | DC |
| *Actuary* | Archdiocese of Philadelphia | PA |
| *Actuary* | Columbia Association | MD |
| *Actuary* | Diocese of Camden | NJ |
| *Actuary* | Diocese of Jefferson City | NJ |
| *Actuary* | Diocese of Metuchen | NJ |
| *Actuary* | Diocese of Paterson | NJ |
| *Actuary* | Maryhaven Center of Hope | NY |
| | Friends Mutual Health Group | PA |
| **CLUBS** | | |
| | Baltimore Country Club | MD |
| **CONTRACTORS/DEVELOPERS** | | |
| | Caviness & Cates Communities, LLC | NC |
| | Monumental Paving & Excavating, Inc. | MD |
| | Potts & Callahan, Inc. | MD |
| | A.E. Stone, Inc. | NJ |
| | Carroll Independent Fuel Company | MD |
| **CONDOMINIUM ASSOCIATIONS** | | |
| | County Club Townhomes Corporation | CO |
| **CONSULTANTS** | | |
| | Stranix Associates, LLC | VA |
| **EDUCATION** | | |
| | Cecil College | MD |
| | Community College of Baltimore County (CCBC) | MD |
| | Hagerstown Community College | MD |
| *Including Employee Benefits* | Hamilton Township School District | NJ |
| | Harford Community College | MD |
| *Including Actuarial* | Maryland Association of Boards of Education (MABE) | MD |
| | Prince George's County Board of Education | MD |
| | Prince George's County Community College | MD |
| | Brookdale Community College | NJ |
| *Employee Benefits* | Centennial School District – DVHT | PA |

# CURRENT CLIENT LISTINGS *BY CATEGORY*

| | | |
|---|---|---|
| **ENTERTAINMENT** | | |
| | Snowmass Western Heritage Association | CO |
| | COJE Management Group, Corp. | MA |
| **EXPERT WITNESS** | | |
| | Frank A. Dalmau Gómez, Attorney at Law | PR |
| *Pessin Katz Law, P.A.* | Edmund J. O'Meally, Attorney at Law | MD |
| **FINANCIAL INSTITUTIONS** | | |
| | Cape Bancorp, Inc. | NJ |
| | T. Rowe Price | MD |
| | M & T Bank | MD |
| | Gruss, Martin D. & Company, Inc. | NY |
| | Tax Free PR Funds | PR |
| **GOVERNMENT** | | |
| | Anne Arundel County | MD |
| | Atlantic County Improvement Authority | NJ |
| | Atlantic County Utilities Authority | NJ |
| | Bucks County Water & Sewer Authority | PA |
| | Camden County Municipal Utilities Authority | NJ |
| | Hanover County | VA |
| | Harford County Government | MD |
| | Harford County VFD & EMS | MD |
| | Howard County | MD |
| | Kent County Levy Court | DE |
| | Laurel, Mayor & City Council | MD |
| *Including Employee Benefits* | Monmouth County | NJ |
| | Northampton County | PA |
| | Northeast Maryland Waste Disposal Authority | MD |
| | Ocean City, Town of | MD |
| | Ocean County | NJ |
| | Ocean County Utilities Authority | NJ |
| | Pamunkey Regional Jail Authority | VA |
| | Prince George's County Government | MD |
| | Prince George's County Memorial Library System | MD |
| *Including Employee Benefits* | Sussex County | DE |
| | Washington Suburban Sanitary Commission | MD |
| *Actuary* | Cambria County | PA |
| *Actuary* | Columbia County | NY |
| *Actuary* | Columbia County Association | MD |
| *Employee Benefits* | Solebury Township – DVHT | PA |
| *Including Employee Benefits* | South Plainfield, Borough of | PA |
| *Employee Benefits* | Upper Dublin Township – DVHT | PA |
| *Employee Benefits* | Whitemarsh Township – DVHT | PA |
| **HEALTH CARE** | | |
| | Bayhealth, Inc. | DE |
| | Beebe Healthcare | DE |

## CURRENT CLIENT LISTINGS *BY CATEGORY*

| | | |
|---|---|---|
| | Christiana Care Health System | DE |
| *Employee Benefits* | FutureCare Health and Management Corp. | MD |
| *Employee Benefits* | HomeCare | |
| *Actuary* | Inspira Health Network | NJ |
| | United Healthcare Services, Inc. | NY |
| **INDIVIDUALS** | | |
| | Cimino Enterprises | ID |
| | Gruss, Martin D. | NY |
| | Pollin Properties | DC |
| | Tolkan, Victor | DC |
| **INSURANCE** | | |
| *Actuary* | Accredited Surety & Casualty Company | FL |
| *Actuary* | Columbia County Mutual Insurance Co. | NY |
| **LABORATORIES** | | |
| | National Academy of Sciences | DC |
| **LIBRARIES** | | |
| *Employee Benefits* | Cheltenham Township Library – DVHT | PA |
| **OCIP** | | |
| | ASB Capital Management, LLC | MD |
| **POOLS** | | |
| *Including Actuarial Services* | Maryland Assoc. of Boards of Education (MABE) Group Insurance Pool | MD |
| *Including Actuarial Services* | Maryland Assoc. of Boards of Education Workers Compensation Group Self-Insurance Fund | MD |
| | Maryland Assoc. of Boards of Education (MABE) OPEB Investment Trust | MD |
| | MABE Student Accident | MD |
| *Employee Benefits* | Delaware Valley Municipal Management | PA |
| | Delaware Valley Health Trust | PA |
| *Including Actuarial Services* | Delaware Valley Insurance Trust | PA |
| *Including Actuarial Services* | Delaware Valley Workers' Compensation Trust | PA |
| | Delaware Valley - UCARE | PA |
| | Pennsylvania Community Providers Association Group Self-Insurance Workers' Compensation Trust Fund | PA |
| | Penn Prime Trust | PA |
| | Penn Prime Workers Compensation Trust | PA |
| | School Districts Insurance Consortium | PA |
| | Texas Council Risk Management Fund | TX |
| **REAL ESTATE – General Management** | | |
| | ASB Capital Management, LLC | MD |
| | Berger Associates, LLC | PA |
| | Berman Enterprises | MD |
| | Commercial Centers Management | DC |
| | Continental Realty Corporation | MD |
| | Harrison Group | MD |
| | Harristown Development Corporation | PA |
| | The Penzance Companies | DC |

## CURRENT CLIENT LISTINGS *BY CATEGORY*

| | | |
|---|---|---|
| *Including Employee Benefits* | PRG Real Estate Management, Inc. | PA |
| | Whitesell Construction Company | NJ |
| **RETIREMENT/NURSING HOMES** | | |
| | The Brethren Home Community | PA |
| | Kendal Corporation | PA |
| **SPORTS** | | |
| | Monumental Sports & Entertainment | DC |
| | Patriot Center | VA |
| | Washington Capitals, Mystics and Wizards | VA |
| | Verizon Center | DC |
| | Lincoln Holdings | VA |
| **SPECIAL** | Interisk Limited | CA |
| **THEATRES** | | |
| | Broward Center for the Performing Arts | FL |
| | New Jersey Performing Arts Center | NJ |
| **TRADE ASSOCIATIONS** | | |
| | American Institute of Architects Trust | DC |
| | The Pennsylvania Municipal League (PennPRIME) | PA |
| | Pennsylvania Association of Realtors | PA |
| **TRANSPORTATION** | | |
| | Delaware Transit Corporation | DE |
| | RelayRides, Inc. | CA |
| **UTILITIES** | | |
| | Atlantic County Utilities Authority | NJ |
| | Camden County Municipal Utilities Authority | NJ |
| | Allegheny Electric Cooperative, Inc. | PA |
| | Ocean County Utilities Authority | NJ |
| **WHOLESALERS/DISTRIBUTORS** | | |
| | Forman, Inc. | MD |
| | Mayer Electric Supply Co. | AL |
| | Plaza Provision Company | PR |

## CURRENT CLIENT LISTINGS *BY STATE*

| State | Client | Contact Information |
|---|---|---|
| **Alabama** | Mayer Electric Supply Company | Mr. David Morgan - Chief financial Officer<br>**205-583-3594** |
| **California** | Interisk Limited | Mr. James A. Robertson, CPCU, ARM<br>**949-548-2000** |
| | RelayRides, Inc. | Mr. Tristram Hewitt - Director of Risk<br>866-735-2901 |
| **Colorado** | County Club Townhomes Corporation | Mr. Jim Finn - Board Member<br>**787-380-1300** |
| | Snowmass Western Heritage Association | Mr. James Finn<br>**970-923-8898** |
| **Delaware** | AutoPort, Inc. | Mr. Dennis R. Feinsilver - Sr. Manager, Group Admin. -<br>**302-658-5100** |
| | Bayhealth, Inc. | Ms. Jo Ann Davis - Director, Risk Management<br>**302-744-7405** |
| | Beebe Healthcare | Mr. Paul J. Pernice, CPA - VP, Finance & CFO<br>**302-645-3300** |
| | Christiana Care Health System | Ms. Brenda K. Pierce - Corporate Counsel<br>**302-623-4474** |
| | Kent County Levy Court | Mr. Allan T. Kujala - Director of Personnel<br>**302-744-2310** |
| | Sussex County | Ms. Gina Jennings - Finance Director<br>**302-855-7741** |
| **District of Columbia** | American Institute of Architects (AIA) Insurance Trust | Ms. Ann Casso - Executive Director<br>**202-626-7567** |
| | American Psychological Association | Ms. Nathalie Gilfoyle - General Counsel<br>**202-336-6186** |
| | Monumental Sports & Entertainment | Mr. Peter J. Biché - Chief Financial Officer<br>**202-661-5022** |
| | National Academy of Sciences | Mr. Kevin R. Hale<br>Director, Corporate Insurance<br>500 Fifth Street, NW, T-403<br>Washington, DC 20001<br>**202-334-2107** |
| | The Penzance Companies | Mr. Keith M. Wilbur - Controller<br>**202-349-5696** |
| | Tolkan, Victor | c/o Ms. Peggy Hall - Vice President<br>**202-339-6073** |
| | United States Institute of Peace | Mr. Francis E. Sullivan - Contracting Officer<br>**202-429-3855** |
| | Washington Capitals, Mystics and Wizards | Mr. Keith Burrows - Senior VP of Team Finance<br>**202-266-2380** |
| **Florida** | Accredited Surety & Casualty Company | Ms. Marney N. Emel - CFO<br>**407-629-2131** |
| | Broward Center for the Performing Arts | Mr. Timothy Weeks - Controller<br>**954-765-5836** |
| **Idaho** | Cimino Enterprises | Mr. Robert A. Cimino<br>**208-622-4556** |

## CURRENT CLIENT LISTINGS *BY STATE*

| State | Client | Contact Information |
|---|---|---|
| **Maryland** | Anne Arundel County | Ms. Diana G. Cox<br>**410-222-7620** |
| | The Arc of Baltimore, Inc. | Mr. Gregory M. Derwart - Chief Operating Officer<br>**401-296-2272** |
| | Archdiocese of Baltimore | Mr. Tom Alban - Risk Manager<br>**410-547-5322** |
| | ASB Capital Management, LLC | Mr. Larry Braithwaithe - Vice President<br>**800-544-8850** |
| | Baltimore Country Club | Mr. Michael Stott - General Manager<br>**410-889-4400** |
| | Berman Enterprises | Mr. Kevin Berman<br>**301-816-1555** |
| | Cecil College | Ms. Christine A. Valuckas - Dean of Admin. Services<br>**410-287-6060** |
| | Columbia Association (actuary) | Ms. Susan Krabbe, CPA - Chief Financial Officer<br>**410-715-3110** |
| | Community College of Baltimore County (CCBC) | Mr. Robert G. Kraft, Jr., CPA - Asst. VP of<br>**410-285-2207** |
| | Continental Realty Corporation | Mr. Gene C. Parker - Executive VP and COO<br>**410-296-4800** |
| | Forman, Inc. | Mr. Giles F. Burns - Executive VP & COO<br>**410-298-7500** |
| | FutureCare Health and Management Corp. (EB) | Mr. Gary L. Attman - Managing Principal<br>**410-766-6484** |
| | Hagerstown Community College | Ms. Carolyn Hoover - VP of Administration & Finance<br>**301-790-2800** |
| | Harford Community College | Mr. Vic Dodson - Director for Purchasing<br>**410-879-4416** |
| | Harford County Government | Mr. V. Rocky Gonzalez - Risk Manager<br>**410-638-3270** |
| | Harford County VFD & EMS | Mr. V. Rocky Gonzalez - Risk Manager<br>**410-638-3270** |
| | Harrison Group | Stephen Luckenbaugh - Chief Financial Officer<br>**410-289-4444** |
| | HomeCare (EB) | **410-879-7976** |
| | Howard County | Ms. Lynne Levin - Risk Management Administrator<br>**410-313-6396** |
| | M & T Bank | Mr. Louis J. Noppenberger - VP & Group Manager<br>**410-244-4138** |
| | The Mayor & City Council of Laurel | Ms. Kristie Mills - City Administrator<br>**410-792-9047** |
| | Maryland Association of Boards of Education<br>• MABE Group Insurance Pool<br>• MABE Workers' Compensation Group Self Insurance Fund<br>• MABE OPEB Investment Trust<br>• MABE Student Accident<br>• Actuarial Service | Mr. Steven P. James - Director of Insurance Programs<br>**410-841-5414** |

## CURRENT CLIENT LISTINGS *BY STATE*

| State | Client | Contact Information |
|---|---|---|
| **Maryland (Cont.)** | Monumental Paving & Excavating, Inc. | Mr. George P. Mahoney, Jr. - President<br>**410-675-0555** |
| | Northeast Maryland Waste Disposal Authority | Ms. M. Catherine Coble – Dir. of Finance & Admin.<br>**410-333-2730** |
| | Town of Ocean City | Mr. Eric Lagstrom - Risk Manager<br>**410-289-8773** |
| | Pessin Katz Law, P.A. | Mr. Edmund J. O'Meally - Attorney at Law<br>**410-339-6757** |
| | Pollin Properties | Mr. Edward Stelzer - The Irene Apartments<br>**301-915-9943** |
| | Potts & Callahan, Inc. | Mr. Ronald Bender - Treasurer<br>**410-235-9400** |
| | Prince George's County Board of Education | Mr. Andreas Dangin - Risk Manager<br>**301-952-6076** |
| | Prince George's Community College | Ms. Diane Barino-Jackson – Coord. Admin. & Finance<br>**301-322-0409** |
| | Prince George's County Government | Mr. Steven B. Middleton - Risk Manager<br>**301-952-3563** |
| | Prince George's County Memorial Library System | Ms. Kathie Marathon - Associate Dir. for Admin. Srvcs.<br>**301-699-3500, Ext. 248** |
| | T. Rowe Price Associates, Inc. | Mr. Kevin G. Meyd - VP Procurement Services<br>**410-345-6869** |
| | Washington Suburban Sanitary Commission | Ms. Rosa Wilson - Buyer<br>**301-206-8040** |
| **Massachusetts** | COJE Management Group, Corp. | Mr. Christopher P. Jamison<br>978-853-1970 |
| **Missouri** | Diocese of Jefferson City (actuary) | Mr. Joseph Braddock - Chief Financial Officer<br>**573-635-9127** |
| **New Jersey** | Atlantic County Improvement Authority | Mr. John C. Iamey Jr. - Executive Director<br>**609-645-5838** |
| | A.E. Stone, Inc. | Mr. Thomas K. Ritter - President<br>**609-641-2781** |
| | Atlantic County Utilities Authority | Ms. Janette Kessler - Risk Management<br>**609-272-6923** |
| | Brookdale Community College | Mr. Joseph Pingitore - Director of Finance<br>**732-224-2284** |
| | Camden County Municipal Utilities Authority | Mr. Andrew H. Kricun, P.E. – Chief Engineer<br>**856-583-1223** |
| | Cape Bancorp, Inc. | Mr. Guy Hackney - Chief Financial Officer<br>**609-465-5600** |
| | Diocese of Camden (actuary) | Mr. Peter Feuerherd<br>**856-756-7960** |
| | Diocese of Metuchen (actuary) | Mr. Thomas G. Toolan - Director of Finanace<br>**732-562-2405** |
| | Diocese of Paterson (actuary) | Ms. Jolanta Londene - Diocese of Paterson<br>**973-777-8818** |
| | Hamilton Township School District | Ms. Katherine Atwood - Superintendent of Schools<br>**609-631-3097** |

## CURRENT CLIENT LISTINGS *BY STATE*

| State | Client | Contact Information |
|---|---|---|
| **New Jersey (Cont.)** | Monmouth County | Ms. Teri O'Connor - County Administrator<br>**732-890-4375** |
| | New Jersey Performing Arts Center | Ms. Bobbie Arbesfeld - Chief Operating Officer<br>**973-297-5843** |
| | County of Ocean | Ms. Mary Ann Noto - Manager, Division of Risk Mngmt.<br>**732-929-2109** |
| | Ocean County Utilities Authority | Mr. Richard M. Warren - Executive Director<br>**732-269-4500, Ext. 8210** |
| | A.E. Stone, Inc. | Mr. Thomas K. Ritter - President<br>**609-641-2781** |
| | Inspira Health Network (actuary) | Ms. Mary Bolwage - VP of Risk Management<br>**856-845-0100** |
| | Whitesell Construction Services, Inc. | Mr. Joseph B. Alber - Vice President & CFO<br>**856-764-2600** |
| **New York** | Gruss, Martin D. & Company, Inc. | Mr. Martin D. Gruss<br>**212-688-7500** |
| | Columbia County (actuary) | Mr. Paul Keeler JR - County Treasurer<br>**518-828-0513** |
| | Maryhaven Center of Hope (actuary) | Mr. Lewis Grossman - Chief Executive Officer<br>**631-474-4120** |
| | United Healthcare Services | Mr. Joseph Silvanic - Director of Risk Management<br>**607-762-3050** |
| | The Bonadio Group (actuary) | Mr. James T. Keefe, CPA, Partner<br>**716-633-8885** |
| **North Carolina** | Caviness & Cates Communities, LLC | Mr. Watson Caviness<br>**910-481-0503** |
| | Caviness & Cates Communities, LLC | Mr. Watson Caviness<br>**910-481-0503** |
| **Pennsylvania** | Allegheny Electric Cooperative, Inc | Ms. Mauria R. Matthews – Mngr. of Corporate Ops.<br>**717-233-5704** |
| | Berger Associates, LLC | Mr. Max M. Berger - Principal<br>**610-660-8501** |
| | Borough of South Plainfield (EB) | Mr. Glenn Cullen - CFO<br>**908-226-7606** |
| | The Brethren Home Community | Mr. Kent A. Shisler – Asst. Administrator of Finance<br>**717-624-5218** |
| | Bucks County Water & Sewer Authority | Mr. Arthur Hass - CFO/Controller<br>**215-343-2538** |
| | Cambria County (actuary) | Ms. Kristine A. Segear, CPA<br>1st Deputy Controller/Sr. Accounting Manager<br>**814-472-1620** |
| | Cheltenham Township Library DVHT-EB | Mr. David G. Kraynik - Township Manager<br>**215-885-0457** |
| | Delaware Valley Insurance Trust (DVIT)<br>• Delaware Valley Health Insurance Trust<br>• Delaware Valley Workers' Compensation Trust | Mr. Richard J. Lee - Trust Administrator<br>**215-706-0101** |
| | Delaware Valley Municipal Management – DVMM (EB) | Mr. Richard J. Lee, CPCU, ARM - Trust Administrator<br>**215-706-0101** |

## CURRENT CLIENT LISTINGS *BY STATE*

| State | Client | Contact Information |
|---|---|---|
| **Pennsylvania (Cont.)** | Delaware Valley UCare (EB) | Mr. Richard Lee - Trust Administrator<br>**215-706-0101** |
| | Centennial School District (EB) | Mr. Richard Lee - Trust Administrator<br>**215-706-0101** |
| | Friends Mutual Health Group | Ms. Katherine Clark<br>**800-222-5054** |
| | Harristown Development Corporation | Ms. Sharon Hassinger - VP, Bus. & Property Srvcs.<br>**717-255-1047** |
| | Kendal Corporation | Mr. William Yost - Director of Finance<br>**1-888-257-9468** |
| | Pennsylvania Community Providers Association Workers' Compensation Group Self-Insurance Trust Fund (PCPA) | Mr. William Lehr - Executive Representative<br>**800-630-4115** |
| | The Pennsylvania Municipal League<br>• PennPRIME Trust<br>• PennPRIME Workers' Compensation Trust | Mr. Richard J. Schuettler - Executive Director<br>**717-236-9469** |
| | PRG Real Estate Management, Inc. | Samuel C. Foster - Chief Investment Officer<br>**215-744-1200, Ext. 29** |
| | School Districts Insurance Consortium | Ms. Cheryl M. LaPotin - Executive Director<br>**800-445-6965** |
| | Solebury Township DVHT (EB) | Mr. Dennis H. Carney<br>**215-297-5656** |
| | Upper Dublin Township (EB) | Mr. Paul Leonard<br>**215-643-1600** |
| | Whitemarsh Township (EB) | Ms. Amy P. Grossman<br>**610-825-3535** |
| **Puerto Rico** | Frank A. Dalmau Gómez<br>Attorney at Law | Caribe Building<br>**787-289-0233** |
| | Ramón E. Dávila Carlos, Esq. | Ramón E. Dávila Carlos, Esq.<br>Dávila & Dávila Law Offices, P.S.C.<br>**787-723-0024** |
| | Plaza Provision | Mr. Robert Cimino - President<br>**787-781-2070** |
| **Puerto Rico (cont.)** | Tax Free PR Funds | Ramón E. Dávila Carlos, Esq.<br>Dávila & Dávila Law Offices, P.S.C.<br>**787-723-0024** |
| **Texas** | Texas Council Risk Management Fund | Mr. Greg Womack - Program Executive<br>**512-346-5314** |
| **Virginia** | Hanover County | Mr. Marion Fletcher - Director of General Services<br>**804-365-6503** |
| | Confrence on Retroviruses and Opportunistic Infections (CROI) | Ms. Melissa A. Sordyl - Executive Director<br>**703-535-6862** |
| | Lincoln Holdings | Mr. Keith Burrows - Sr. VP of Team Finance<br>**202-266-2380** |
| | Mount Vernon Hospital | **703-664-7000** |
| | Stranix Associates | Mr. John J. Stranix<br>**703-281-2379** |