



Insurance Broker Services : February 28, 2025

About McGriff

When it comes to protecting what matters most in business and everyday life, we believe our clients should never settle for less than the best.

For more than a century, we've relied on expertise, resources, and relationships to deliver insurance and risk management solutions focused on our clients' priorities and what they value most.

Join the thousands of businesses, organizations and individuals across the country who choose McGriff, a firm dedicated to building long-term relationships and helping protect your most valuable assets.

With McGriff, you'll never have to settle for less.



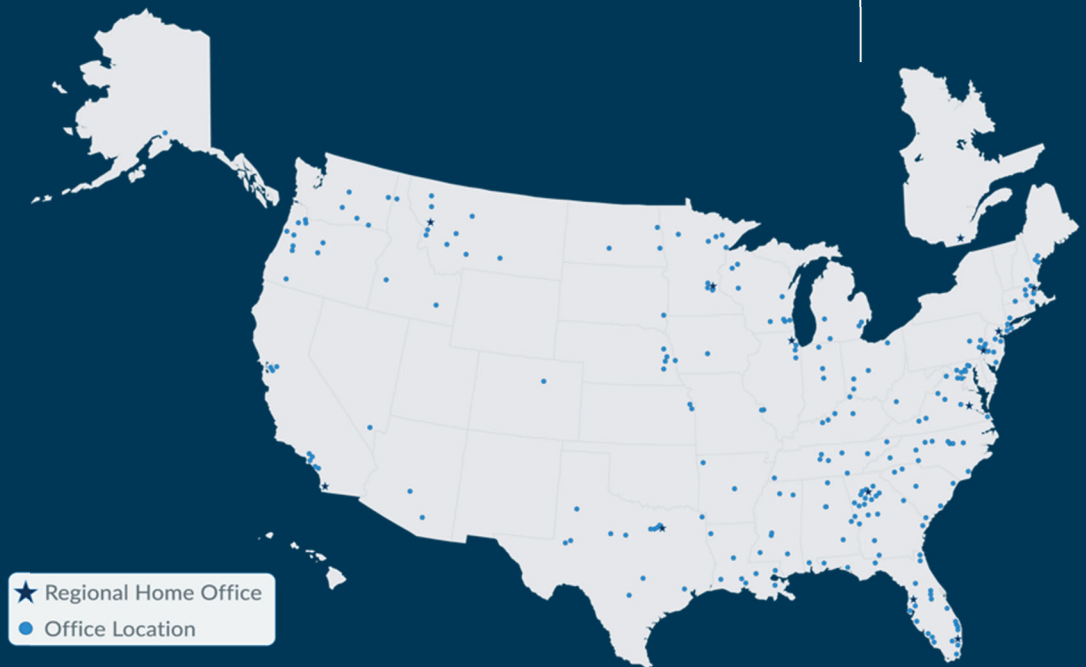
The Benefits of Scale & Reach

\$5 Billion
Annual Revenue

15,000
Teammates

300
Office Locations in
the U.S.

130
Countries with
Marsh McLennan
Offices



McGriff & Marsh McLennan Agency

- McGriff is part of Marsh McLennan Agency, the only agency backed by the No. 1 brokerage in the world
- Business insurance, employee health and benefits, retirement and wealth, private client, small business, personal lines
- Industry and middle market-focused solutions, thought leadership and insights
- Property & casualty, executive risk, management and professional liability, transactional liability, cyber, workers' compensation, bonding & surety, and captives
- Risk control consulting, claims management, claims advocacy, and data analytics
- Expertise across prominent industries, including aviation & aerospace, construction, energy, public entity/education, transportation, real estate & hospitality, and more
- Comprehensive Employee Benefit Solutions
- Proprietary solutions and partnerships (Captives, Cyber Resiliency Network, Workers' Health 360, Rx Solutions)
- Award-winning corporate culture
- Access to Marsh McLennan's global network of risk, strategy, and people specialists

Marsh McLennan (NYSE: MMC) is a global leader in risk, strategy and people, advising clients in 130 countries across four businesses: Marsh, Guy Carpenter, Mercer and Oliver Wyman. With annual revenue of \$23 billion and more than 85,000 colleagues, Marsh McLennan helps build the confidence to thrive through the power of perspective.



Industry Expertise

- Auto Dealerships
- Aviation
- Construction
- Energy
- Financial
- Forestry & Building Products
- Government Contractors
- Legal
- Manufacturing
- Marine
- Mergers & Acquisitions
- Mining
- Oil & Gas
- Port & Terminal
- Public Entity & Education
- Real Estate & Hospitality
- Restaurants & Retail
- Senior Living
- Technology & Communication
- Transportation



Carriers and Intermediaries



Guy Carpenter

PUBLIC ENTITY SEGMENT

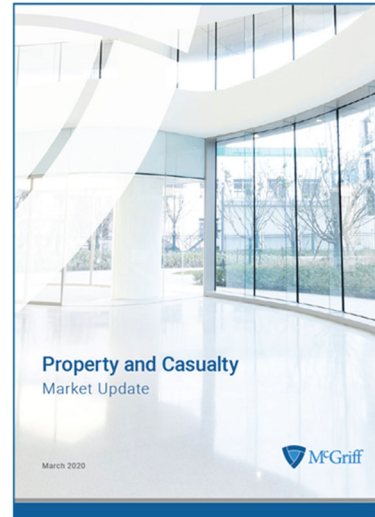
Guy Carpenter's **Public Entity Segment** helps you identify, quantify and predict the magnitude of risk that different parties take so you can provide a stable offering for your pool's membership. Guy Carpenter's deep experience, best-in-class expertise and analytics, and longtime relationships uniquely position us to help intergovernmental risk pools find innovative risk solutions.

As one of the largest insurance brokers in the industry, McGriff has contacts with virtually every insurance market worldwide. We maintain significant volumes with a wide segment of carriers. We are seen as an important trading partner by the market with the type of accounts that carriers want to insure.



Value-Added Services

- Claims Management & Audits
- Analytics
- Loss Control Visits
- Safety Training
- Full Resource Library
- On-Demand Training Videos
- Tool-box Meetings
- Community Forum
- Market Updates
- Webinars
- Newsletters
- Property Valuation Estimates (Corelogic)



INDEX BY TOPIC		McGriff Insurance Services
Accidents/Incidents	Driving Safety	Electrical Safety
Accident Investigation for Healthcare	Decision Driving	Electrical Safety - High Voltage Safe Work
Accident Investigation - Clearing	Decision Driving Module 1	Electrical Safety - Qualified Personnel
Root Causes	Positive Approach to Safe Driving	Electrical Safety - Safe Work Practices
Accident Investigation - Examining the Details	Expand Your Look	Electrical Safety - Shutdown
Accident Investigation - Job Safety Analysis	Decision Driving Module 2	Qualified Employee
Canada	Stop at the Yellow Signs	Electrical Safety - Shutdown 2-Part Series
Confined Spaces	Signal Your Intentions Early	Electrical Safety - Shutdown Unqualified Employees
Confined Space Entry 2-Part Series	Decision Driving Module 4	Electrical Safety - What is Electricity
Confined Space Entry - No Time to Enter	Plan Your Escape Route	Emergency Electrical Work Permit
Confined Space Entry - Permit Required	Decision Driving Module 6	NFPA 70E - Arc Flash and Arc Blast Protection
Confined Space Entry - Permit Required	Take Drivers Action	Stair Climbing
Confined Space Entry - Emergency Rescue	Decision Driving - Design of Technology	Excavated Works
Confined Spaces - Construction Site Safety	Decision Driving - Forward & Back	Aerial Lift Safety
Confined Spaces - The Hidden Threat	Clear Your Path	Aerial Lift Safety Construction
Construction Safety	Clear Awareness 13-15 Passenger Van Safety	Fall Protection Construction
Concrete & Masonry Construction	Leadership Behind the Wheel	Fall Protection - Elevated Platforms
Construction - Awareness for Host	PFCE Behavioral Driving	Fall Protection - Training Control
Construction - Common Hazards Construction	Commercial Vehicles	Ladder Safety
Safety Orientation Education	PFCE Behavioral Driving - Passenger Vehicles	Ladder Safety - Every Step Counts Ladder Safety - Take the Right Steps Penrose Fall Arrest System
Safe Work Essentials	Road Rage	Scuffing Safety
Safety for Construction	Shovel - Shovel 2-Part Series	Scuffing Safety 2-Part Series
Steel Erector Construction	Shovel Smart - Shovel Driving Skills	Scuffing Safety - Entering & Descending
Contractor Safety	Shovel Driving - Hit/Guard the Road	Scuffing Safety - Safe Work Practices
Contractor & Visitor Awareness	Department of Transportation (DOT)	Slips, Trips & Falls
Contractor 2-Part Series	DOT - Certified in Safety	Environmental
Contractor Safety - Makefile Plan Operator	DOT - Driver License	All Employees
Contractor Safety - Makefile Plan Operator	DOT - Driver Qualifications	Environmental Awareness
Contractor Safety - Makefile Plan Operator	DOT - Drug & Alcohol Testing Employees	Environmental Management System
Contractor Safety - Makefile Plan Operator	DOT - Drug & Alcohol Testing Supervisor	Ergonomics
Contractor Safety - Makefile Plan Operator	DOT - Fit & Post-Test Impairment	Back Injury Prevention - Yards in Control
Contractor Safety - Makefile Plan Operator	Electrical Safety	Back Safety - Lift for Life
Contractor Safety - Makefile Plan Operator	Electrical Safety	Back Safety - Ergonomics Construction
Contractor Safety - Makefile Plan Operator	Electrical Safety - 2-Part Series	Ergonomics Management - 4-Part Series
Contractor Safety - Makefile Plan Operator	Electrical Safety - Construction	Ergonomics Management - Administrative Controls
Contractor Safety - Makefile Plan Operator	Electrical Safety - Office Workers	Ergonomics Management - Ergonomics
Contractor Safety - Makefile Plan Operator	Electrical Safety - Controlling the Hazards	Ergonomics Management - Ergonomics
Contractor Safety - Makefile Plan Operator	Electrical Safety - High Voltage 2-Part Series	Ergonomics Management - Ergonomics
Contractor Safety - Makefile Plan Operator	Electrical Safety - High Voltage Awareness	Ergonomics Management - Ergonomics



Little Rock Office



ABLR will be primarily serviced from our Little Rock, AR office. Additional support services will come from the McGriff office in Dallas, TX. Johnny Fontenot will provide overall account responsibilities with day-to-day execution led from the Little Rock office. McGriff team members are available 24/7. McGriff will also meet in person with the ABLR as often as needed.

McGriff Insurance Services, LLC
500 President Clinton Avenue
Little Rock, AR 72201

Team Members

Client Executives

Johnny Fontenot, CPCU, ARM, AIC
Chase Rittelmeyer, CLCS
Kenan Knight

- Overall Client Responsibility
- Strategic Planning
- Program design, structure & expertise
- Marketing Coordination
- Market Updates
- Coordination, supervision and negotiation of major claims

Claims

Travis Nixon
Norm Kessel

- Active involvement in overall claims management
- Supervision / negotiation of claims
- Coordinate claims services with the insurers
- Coordinate counsel selection and approval
- Coordinate adjuster selection and approval

Loss Control, Analytics & Training

Doug Keefer

- Site Inspections
- Regulatory Compliance
- Crisis Management Planning
- Loss Analysis
- Training & Education

Account Executives

Robert Waggoner, ARM
John Palm, MPH, ARM
Tom Keel, MPA, ARM, CSHO
Gregory Singleton

- Special Projects Resource
- Collateral Reviews
- Technical Support

Account Service Representatives

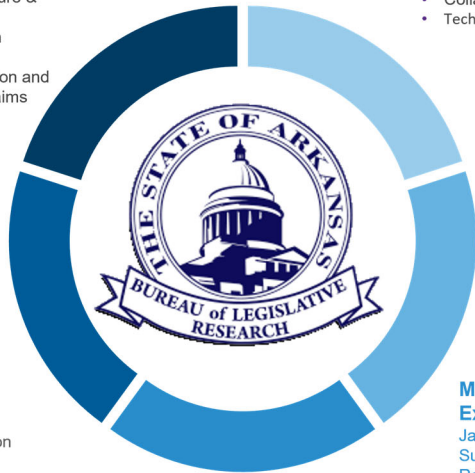
Jennifer Falldine
Amy Sierp
Stacy Williams

- Day-to-day team support
- Documentation issuance including auto ID cards, certificates of insurance and billings

Marketing Account Executives

Jackie Day, CPCU, CIC, AAI
Susan Golla, CPCU, ARM, CRM
Rachel Becerra, ACSR

- General consulting on all property & casualty related insurance matters
- Exposure analysis
- Program design, structure expertise
- Marketing and technical services
- Contract analysis
- Review policy forms / manuscript forms
- Loss Control oversight



Public Sector Risk Management Specialists

Your account team is dedicated to providing the highest level of client service and is available 24/7.

Four (4) of your team members have served as Public Entity Risk Managers

Sample Client List

Risk Pools & States:

- Texas Political Subdivision Pool
- Commonwealth of Virginia
- State of Alabama
- State of Arizona
- State of California
- State of Delaware
- State of Hawaii
- State of Kansas
- State of Minnesota
- State of New Jersey
- State of New Mexico
- State of Oklahoma
- State of South Dakota

Cities:

- City of Dallas, TX
- City of Little Rock, AR
- City of Tampa, FL
- City of Houston, TX
- City of New Orleans, LA
- City of Arlington, TX
- City of Oklahoma City, OK
- City of Irving, TX
- City of Tallahassee, FL
- City of Miami Beach, FL
- City of Grand Prairie, TX
- City of East Point, GA
- City of McKinney, TX

Schools:

- North East ISD
- Northside ISD
- Richardson ISD
- Dallas ISD
- Fort Bend ISD
- Galena Park ISD
- Galveston ISD
- Garland ISD
- Grand Prairie ISD
- Mesquite ISD
- Plano ISD
- Plaquemines Parish Schools
- Iberia Parish Schools

Proposal Price:

We believe a fee based on core services, desired objectives and overall performance is most appropriate. This means that all policies, except where noted, will be placed on a net of commission basis. Please note that insurance agencies are required by law to accept commission on all federal flood insurance policy placements.

We gain profitability in our business only through the long-term retention of satisfied clients. Our goal is a fee that is equitable and commensurate with the services required in the process. Typically, our fees are derived by considering:

- The projected work volume
- The size and scope of the placement undertaking (including expected time and travel for securing all coverages)
- Compensation for similar placements for other clients
- 24/7 availability

McGriff's proposed fee includes all services described in this engagement. If your current policies are placed in the traditional marketplace by a broker earning commissions, we would request all of them to be renewed net of commission due to McGriff resulting in premium reductions to offset our fee.





Never settle for less.

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