

suretygroup.com

March 14, 2012

Shelly Murray WV Lottery Commission 312 MacCorkle Avenue, SE Charleston, WV 25314

RE: Request for Quotation Lot484

Ms. Murray:

The Surety Group Agency, LLC has submitted the attached quotation for the bid solicitation Lot484, Bonding of West Virginia Lottery Limited Video Lottery (LVL) Permit Holders.

Enclosed for your review is the following information:

- I. Signed RFQ by The Surety Group Agency, LLC and Great American Insurance Company
- II. Premium Quotes
- III. Vender Qualifications
- IV. Addendum Acknowledgments

We appreciate the opportunity to work with the West Virginia Lottery Commission. Should you have any questions or concerns, please do not hesitate to contact me.

Sam H. Newberry

President

The Surety Group Agency, LLC

3715 Northside Pkwy NW

Ste. 1-315

Atlanta, GA 30327

snewberry@suretygroup.com

www.suretygroup.com

800-486-8211

404-351-3237 (fax)

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WV PURCHASING DIVISION

The Surety Group Agency, LLC 3715 Northside Parkway, Ste 1-315 • Atlanta, GA 30327 ph: 800.486.8211 • 404.352.8211 • fax: 404.351.3237



suretygroup.com

# Attachment I—Signed RFQ Request for Quotation Lot484

The Surety Group Agency, LLC 3715 Northside Pkwy NW Ste. 1-315 Atlanta, GA 30327 snewberry@suretygroup.com www.suretygroup.com 800-486-8211 404-351-3237 (fax) Contact Name: Sam Newberry



## Request for Quotation

LOT484

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SHELLY MURRAY

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV

The Surety Group Agency, LLC 3715 Northside Pkwy NW, Ste. 1-315
Atlanta, GA 30327

DATEPRINTED 02/07/2012 BID OPENING DATE: 03/14/2012 BID OPENING TIME 01:30PM LIME QUANTITY STEM NUMBER UNIT PRICE AMOUNT OPEN END CONTRACT THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA LOTTERY, IS SOLICITING BIDS FOR BONDING OF WEST VIRGINIA LOTTERY LIMITED VIDEO LOTTERY (LVL) PERMIT HOLDERS PER THE ATTACHED SPECIFICATIONS. TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA E-MAIL AT SHELLY.L. MURRAY W. GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 02/27/2012 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE. 0001 L.S 962-47 BONDING (INSURANCE SERVICES) EXHIBIT 3 LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON 07/01/2012 AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE. SEE REVERSE SIDE FOR TERMS AND CONDITIONS SIGNATURE 800-486-8211 DATE March 14, 2012 President FEIN 26-1381200 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED VENDOR'

# GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

- 1. Awards will be made in the best interest of the State of West Virginia.
- 2. The State may accept or reject in part, or in whole, any bid.

3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.

- 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
- 5. Payment may only be made after the delivery and acceptance of goods or services.
- 6. Interest may be paid for late payment in accordance with the West Virginia Code.
- 7. Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 10. The laws of the State of West Virginia and the Legislative Rules of the Purchasing Division shall govern the purchasing process.
- 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 12. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
- 13. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
- 14. CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf.
- 15. LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
- 16. ANTITRUST: In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or Fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

#### **INSTRUCTIONS TO BIDDERS**

- 1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
- 2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
- 3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
- 4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
- 5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W, Va. C.S.R. §148-1-6.6).



## Request for REQNUMBER Quotation

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ADDRESSED HEISTEN DIDENGER FRANK DIT DE MAN DE MAN

SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE The Surety Group Agency, LLC 3715 Northside Pkwy NW, Ste. 1-315 Atlanta, GA 30327

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE

CHARLESTON, WV 25314-1143

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# Request for Quotation

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SHELLY MURRAY

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV 25314-1143 558-0500

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The Surety Group Agency, LLC
3715 Northside Pkwy NW, Ste. 1-315
Atlanta, GA 30327

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SHELLY MURRAY 304-558-8801

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV 25314-1143 558-0500

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RFQ COPY TYPE NAME/ADDRESS HERE The Surety Group Agency, LLC 3715 Northside Pkwy NW, Ste. 1-315 Atlanta, GA 30327

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## Request for Quotation

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SHELLY MURRAY 304-558-8801

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SHELLY MURRAY 304-558-8801

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV 25314-1143 558-0500

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SHELLY MURRAY 304-558-8801

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV 25314-1143 558-0500

RFQ COPY TYPE NAME/ADDRESS HERE Great American Insurance Company

The Surety Group Agency, LLC 3715 Northside Pkwy NW, Ste. 1-315, Atlanta, GA:3032 TERMS OF EALE 02/07/2012 03/14/2012 QUANTITY UGP

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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



#### nequest for Quotation

MANAGER STORES STOLENGE OF BUILDING

SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE Great American Insurance Company

The Surety Group Agency, LLC

3715 Northside Pkwy NW, Ste. 1-315, Atlanta, GA 30327

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV 25314-1143 558-0500

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mil	N RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



# Attachment II—Premium Quotes Request for Quotation Lot484

suretygroup.com

The Surety Group Agency, LLC 3715 Northside Pkwy NW Ste. 1-315 Atlanta, GA 30327 snewberry@suretygroup.com

www.suretygroup.com

800-486-8211 404-351-3237 (fax)

Contact Name: Sam Newberry

The following quotes are submitted for your review. The bonds will be written through Great American Insurance Company.

#### Great American Insurance Company

AMB#:

002213

AM Best Rating:

Δ

Financial Size Category: XIII (\$1.25 Billion to \$1.5 Billion)

- No Deductible- \$15 per M per annum—current exposure \$16,190M \$242,850; \$18MM-\$270,000
- 2. \$10M Deductible-\$11.50 per M per annum—current exposure \$16,190M-\$186,185; \$18MM-\$200,000 \* 2 07 5 00 SMN
- 3. \$25M Deductible-\$10.00 per M annum—current exposure \$16,19M-\$161,900; \$18MM-\$180,000
- 4. \$50M Deductible-\$8.00 per M annum—current exposure \$16,19M-\$129,520; \$18MM-\$144,000



suretygroup.com

# Attachment III—Vendor Qualification Request for Quotation Lot484

The Surety Group Agency, LLC 3715 Northside Pkwy NW

Ste. 1-315---

Atlanta, GA 30327
snewberry@suretygroup.com
www.suretygroup.com
800-486-8211
404-351-3237 (fax)
Contact Name: Sam Newberry

## Mandatory Qualifications of Vendor

A. Bidder must be licensed to do business in the State of West Virginia and in good standing with the Insurance Commissioner's Office in West Virginia.

Attached you will find The Surety Group Agency, LLC's West Virginia Insurance License (exhibit A) and the Department of Treasury's Listing of Certified Companies listing for Great American Insurance Company (exhibit B).

B. The Bidder must be a Best's "A+" or "A" rated insurance company and must maintain that rating throughout the term of the contract.

Great American Insurance Company

AMB #:

002213

AM Best Rating:

Α

Financial Size Category: XIII (\$1.25 Billion to \$1.5 Billion)

Outlook:

Stable

- C. Each bidders quote should include:
  - 1. The names, address, telephone number and contact person for the bidder:

The Surety Group Agency, LLC 3715 Northside Pkwy NW

Ste. 1-315

Atlanta, GA 30327

snewberry@suretygroup.com

www.suretygroup.com

800-486-8211

404-351-3237 (fax)

Contact Name: Sam Newberry

The Surety Group Agency, LLC	_
3715 Northside Parkway, Ste 1-315 • Atlanta, GA 30327	
ph: 800.486.8211 • 404.352.8211 • fax: 404.351.3237	

# Georgia License Certification Prepared For West Virginia

## THE SURETY GROUP AGENCY, LLC

Ralph T. Hudgens, Insurance and Safety Fire Commissioner

This is an official certification issued by the State of Georgia, valid without signature.

Date: March 14, 2012

THE SURETY GROUP AGENCY, LLC DBA THE SURETY GROUP 3715 NORTHSIDE PKWY NW 1315 ATLANTA GA 30327-2806

This is to certify that the named licensee has complied with our qualification standards and is licensed in this state:

License Type	Qualification	Expiration Date	License Number
Principal Agency - Resident		12-3	1-2012 121907
	Prn Agy - Accident&Sickness		
	Prn Agy - Casualty		
	Prn Agy - Life		
	Prn Agy - Property		

# Georgia License Certification Prepared For West Virginia

This letter certifies that on the date it was produced, the referenced licensee was actively licensed by the Georgia Insurance Department for the license type indicated. The licensee was in good standing unless otherwise indicated.

Georgia is an appointment state. All agents must be appointed with the insurance company for which they transact business.





THE SURETY GROUP AGENCY, LLC

1900 EMERY ST, STE 120 ATLANTA GA 30318

License#

Status

Date Range

5963

ACTIVE

Oct 17, 2008

THIS AGENCY MAY CONDUCT BUSINESS IN WEST VIRGINIA.
Please visit www.wvinsurance.gov for the current stetus of this license.



• Individual Producer licenses expire May 31st annually.

1900 EMERY ST, STE 120

ATLANTA GA 30318

• Agency (Business Entity) licenses expire June 30th annually.

THE SURETY GROUP AGENCY, LLC

· Renewal information will be available after March 1st.

 Address changes must be reported to the WV Offices of the Insurance Commissioner within 30 days of such change.

Contact Agents Licensing & Education at agent.licensing@wvinsurance.gov

Please visit www.wvinsurance.gov for the current status of this license.





THE SURETY GROUP AGENCY, LLC

1900 EMERY ST, STE 120

ATLANTA GA 30318

License #

Status

Date Range

5963

ACTIVE

Oct 17, 2008 - Jun 30, 2009

THIS AGENCY MAY CONDUCT BUSINESS IN WEST VIRGINIA.

Please visit <a href="https://www.wvinsurance.gov">www.wvinsurance.gov</a> for the current status of this license.

# Georgia License Certification Prepared For West Virginia

#### SAM H NEWBERRY

Ralph T. Hudgens, Insurance and Safety Fire Commissioner

This is an official certification issued by the State of Georgia, valid without signature.

-

Date: March 14, 2012

NPN: 244064

NEWBERRY, SAM H THE SURETY GROUP AGENCY LLC 3715 NORTHSIDE PKWY NW 1315 ATLANTA GA 30327-2806

This is to certify that the named licensee has complied with our qualification standards and is licensed in this state:

License Type	Qualification	Expiration Date	License Number	CE Review Date
Resident Agent		12-31-2012	103022	12-31-2012
	Agent - Accident & Sickness			
	Agent - Casualty			
	Agent - Life			
	Agent - Property			

# Georgia License Certification Prepared For West Virginia

This letter certifies that on the date it was produced, the referenced licensee was actively licensed by the Georgia Insurance Department for the license type indicated. The licensee was in good standing unless otherwise indicated.

Georgia is an appointment state. All agents must be appointed with the insurance company for which they transact business,





NPN: 244064 SAM H NEWBERRY MARIETTA GA

License# Туро

Date Range

NON-RESIDENT

Sep 12, 1995 -May 31, 2009

Lises of Authority: PROPERTY-CASUALTY

Please visit www.wvinsurance.gov for the current status of this license.



Individual Producer licenses expire May 31st annually.

Agency (Business Entity) licenses expire June 30th annually.

Renewal information will be available after March 1st.

Address changes must be reported to the WV Offices of the Insurance Commissioner within 30 days of such change.

Contact Agents Licensing & Education at agent.licensing@wvinsurance.gov

Please visit www.wvinsurance.gov for the current status of this license.





NPN: 244064 SAM H NEWBERRY MARIETTA GA

License #

Date Range

88529

Type NON-RESIDENT Status ACTIVE

Sep 12, 1995 - May 31, 2009

Lines of Authority: PROPERTY-CASUALTY

Please visit www.wyinsurance.gov for the current status of this licenso.

26832)

Great American Alliance Insurance Company (NAIC #26832)
BUSINESS ADDRESS: 301 East Fourth Street, Cincinnati, OH 45202 - 4201. PHONE: (513) 3695000. UNDERWRITING LIMITATION b/: \$2,927,000. SURETY LICENSES c,f/: AL, AK, AZ, AR, CA,
CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE,
NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY.
INCORPORATED IN: Ohio.

Great American Insurance Company (NAIC #16691)
BUSINESS ADDRESS: 301 East Fourth Street, Cincinnati, OH 45202 - 4201. PHONE: (513) 3695000. UNDERWRITING LIMITATION b/: \$147,628,000. SURETY LICENSES c,f/: AL, AK, AZ, AR,
CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT,
NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, PR, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV,
WI, WY, INCORPORATED IN: Ohlo.

GREAT AMERICAN INSURANCE COMPANY OF NEW YORK (NAIC #22136)
BUSINESS ADDRESS: 301 East Fourth Street, Cincinnati, OH 45202 - 4201. PHONE: (513) 3695000. UNDERWRITING LIMITATION b/: \$6,246,000. SURETY LICENSES c,f/: AL, AK, AZ, AR, CA,
CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE,
NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY.
INCORPORATED IN: New York.

Great Northern Insurance Company (NAIC #20303)
BUSINESS ADDRESS: 15 Mountain View Road, Warren, NJ 07059. PHONE: (908) 903-2000.
UNDERWRITING LIMITATION b/: \$45,925,000. SURETY LICENSES C,f/: AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MP, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY. INCORPORATED IN: Indiana.

Greenwich Insurance Company (NAIC #22322)
BUSINESS ADDRESS: SEAVIEW HOUSE, 70 SEAVIEW AVENUE, STAMFORD, CT 06902. PHONE:
(203) 964-5200. UNDERWRITING LIMITATION b/: \$45,256,000. SURETY LICENSES c,f/: AL, AK,
AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS,
MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, PR, RI, SC, SD, TN, TX, UT, VT, VA,
WA, WV, WI, WY. INCORPORATED IN: Delaware.

Guarantee Company of North America USA (The) (NAIC #36650)
BUSINESS ADDRESS: 25800 Northwestern Highway, Sulte 720, Southfield, MI 48075 - 8410.
PHONE: (248) 281-0281 x-6012. UNDERWRITING LIMITATION b/: \$13,252,000. SURETY
LICENSES c,f/: AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME,
MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD,
TN, TX, UT, VT, VA, WA, WV, WI, WY. INCORPORATED IN: Michigan.

H Return to too of page or solect a letter to jump to an item. A B C D E E B H I J K L M N Q P Q R S I U X W X X Z

Hanover Insurance Company (The) (NAIC #22292)
BUSINESS ADDRESS: 440 LINCOLN STREET, WORCESTER, MA 01653 - 0002. PHONE: (508)
853-7200 x-4476. UNDERWRITING LIMITATION b/: \$96,082,000. SURETY LICENSES c,f/: AL,
AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN,
MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA,
WA, WV, WI, WY. INCORPORATED IN: New Hampshire.

HARCO NATIONAL INSURANCE COMPANY (NAIC #26433)
BUSINESS ADDRESS: 702 OBERLIN ROAD, RALEIGH, NC 27605 - 0800. PHONE: (847) 3214800. UNDERWRITING LIMITATION b/: \$14,676,000. SURETY LICENSES c,f/: AL, AK, AZ, AR,
CA, CO, CT, DE, DC, FL, GA, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MP, MT,
NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI,
WY. INCORPORATED IN: Illinois.

Harleysville Mutual Insurance Company (NAIC #14168)
BUSINESS ADDRESS: 355 Maple Avenue, Harleysville, PA 19438 - 2297. PHONE: (215) 256-5000. UNDERWRITING LIMITATION b/: \$82,964,000. SURETY LICENSES c,f/: AL, AR, CA, CO, CT, DE, DC, FL, GA, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI. INCORPORATED IN: Pennsylvania.

Harleysville Worcester Insurance Company (NAIC #26182)
BUSINESS ADDRESS: 355 Maple Avenue, Harleysville, PA 19438 - 2297. PHONE: (215) 2565000. UNDERWRITING LIMITATION b/: \$13,844,000. SURETY LICENSES c,f/: AL, AR, CT, DE, DC, GA, IL, IN, IA, KS, KY, ME, MD, MA, MI, MN, MS, MO, NE, NH, NJ, NY, NC, ND, OH, PA, RI, SC, SD, TN, VT, VA, WV, WI. INCORPORATED IN: Pennsylvania.



#### suretygroup.com

- 2. The names, addresses and telephone numbers of three current or past client references who the lottery may contact:
  - Ken Green
     SunCoast Restoration and Waterproofing, LLC
     PO Box 191181
     Atlanta, GA 31119
     404-364-0012
  - ii. Keith Tillage
    Tillage Construction Company
    2635 Choctaw Drive
    Baton Rouge, LA 70805
    225-356-1700
  - iii. John Teague
    DNT Environmental Services, Inc.
    650 Fairburn Road
    Atlanta, GA 30331
    770-739-5600
- Letter of good standing from the Office of the State Insurance Commissioner of the State
  of domicile
  Attached you will find the letter of good standing from the State of Georgia (exhibit C).
- Copy of the Best Trend Report for the current year
   Attached you will find the Best Trend Report for the Current Year for Great American Insurance Company (exhibit D).

# Georgia License Certification Prepared For Georgia

#### THE SURETY GROUP AGENCY, LLC

Ralph T. Hudgens, Insurance and Safety Fire Commissioner

This is an official certification issued by the State of Georgia, valid without signature.

THE SURETY GROUP AGENCY, LLC.
DBA THE SURETY GROUP
3715 NORTHSIDE PKWY NW 1315
ATLANTA GA 30327-2806

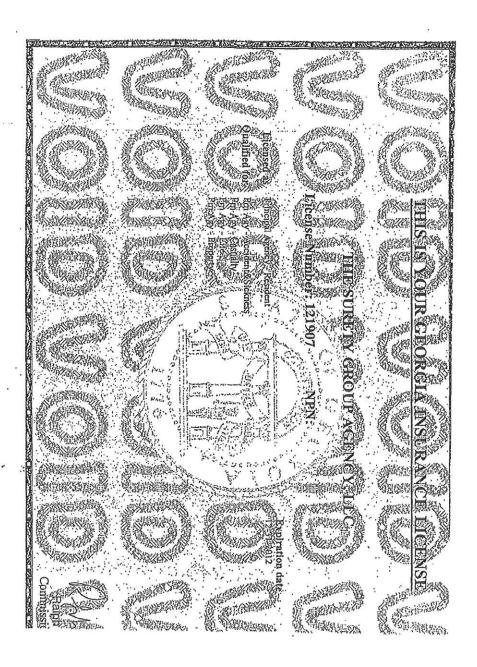
This is to certify that the named licensee has complied with our qualification standards and is licensed in this state:

License Type	Qualification	Expiration Date	License Number	
Principal Agency - Resident		12-3	11-2012 121907	
	Prn Agy - Accident&Sickness			
	Prn Agy - Casualty			
	Prn Agy - Life			
	Prn Agy - Property			

# Georgia License Certification Prepared For Georgia

This letter certifies that on the date it was produced, the referenced licensee was actively licensed by the Georgia Insurance Department for the license type indicated. The licensee was in good standing unless otherwise indicated.

Georgia is an appointment state. All agents must be appointed with the insurance company for which they transact business.



# Georgia License Certification Prepared For Georgia

#### S'AM H NEWBERRY

Ralph T. Hudgens, Insurance and Safety Fire Commissioner

This is an official certification issued by the State of Georgia, valid without signature.

Date: March 14, 2012

NEWBERRY, SAM H THE SURETY GROUP AGENCY LLC 3715 NORTHSIDE PKWY NW 1315 ATLANTA GA 30327-2806

NPN: 244064

This is to certify that the named licensee has complied with our qualification standards and is licensed in this state:

License Type	Qualification	Expiration Date	License Number	CE Review Date
Resident Agent		12-31-2012	103022	12-31-2012
<u> </u>	Agent - Accident & Sickness			
	Agent - Casualty			
	Agent - Life			
	Agent - Property			

# Georgia License Certification Prepared For Georgia

This letter certifies that on the date it was produced, the referenced licensee was actively licensed by the Georgia Insurance Department for the license type indicated. The licensee was in good standing unless otherwise indicated.

Georgia is an appointment state. All agents must be appointed with the insurance company for which they transact business.



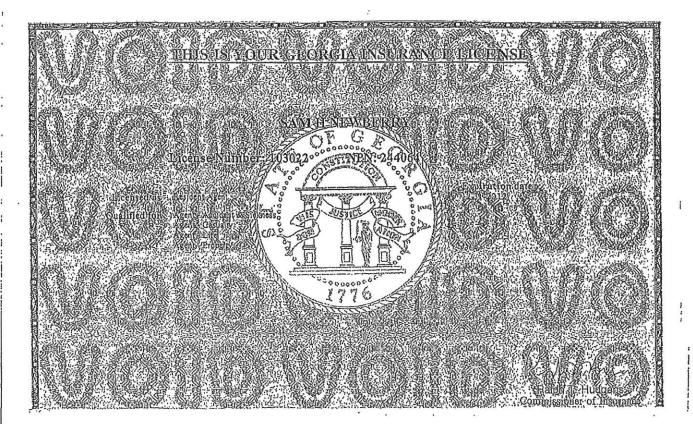
## GEORGIA INSURANCE DEPARTMENT / PEARSON YÜE

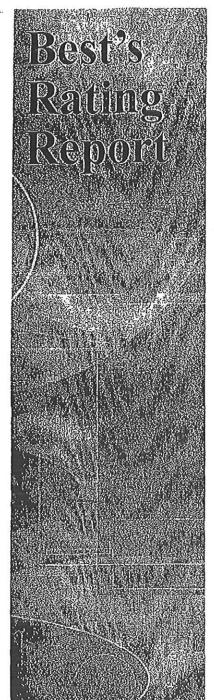
P.O. Box 2357 Smyrna, Georgia 30081-2357

Licensees must notify the Insurance Department of an address change within 30 days of the move.

The agent cannot produce business until the agent is appointed with the insurer.

SAM H NEWBERRY THE SURETY GROUP AGENCY LLC 3715 NORTHSIDE PKWY NW 1315 ATLANTA GA 30327-2806







**GREAT AMERICAN INSURANCE COMPANY** 

Cincinnati, Ohio



A

Ultimate Parent:
American Financial Group, Inc
GREAT AMERICAN
INSURANCE COMPANY

580 Walnut Street, 12th Floor Cincinnati, OH 45202 Web: www.greatamericaniusurance.com

Tel: 513-369-5000 AMB#: 002213 Ultimate Parent#: 058317 Fax: 513-369-3600 NAIC: 16691 FEIN#: 31-0501234

BEST'S FINANCIAL STRENGTH RATING
Based on our opinion of the consolidated Financial Strength
of the company and its insurance subsidiaries, the company
is assigned a Best's Financial Strength Rating of A
(Excellent). The company's Financial Size Category is Class
XIV.

#### RATING RATIONALE

The following text is derived from the report of Great American Insurance Companies.

Rating Rationale: The rating reflects Great American Insurance Companies' (the group) solid risk-adjusted capitalization, positive operating trends in core business lines and favorable reserve development in recent years. Somewhat offsetting these favorable rating factors are the group's concentration of structured securities in its investment portfolio relative to surplus, significant stockholder dividends paid in recent years, elevated reinsurance utilization and some concern associated with asbestos, environmental and other mass torts.

The outlook reflects the group's strong busi enced management team and balanced ports that is enhanced by geographic diversification.

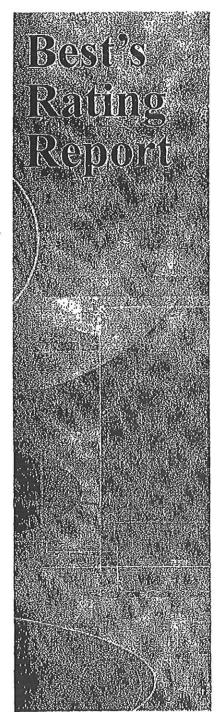
that is enhanced by geographic diversification. The group's risk-adjusted capitalization is diable underwriting results, reflective of man operating style, product knowledge and acce sophisticated technology platform and multiple diversified product offerings and excellent geo. Underwriting results also reflect underwriting um rate increases garnered in the earlier years c year period and by conservative natural of Overall loss reserve development has been a recent years, particularly on reserves for the c which has also benefitted capitalization. The consistent and stable management team will experience and resources.

The group's concentration in structured st agency residential mortgage backed and c backed securities, and to a lesser extent, expx ment grade securities represented approximal policyholder surplus at year-end 2009, respectucion from levels reported in prior years, group's surplus to a greater amount of variabilithe amount of realized and unrealized capital ke which adversely impacted the group's risk-adjition, the rating reflects the variability in loss a driven largely by the negative impact of undevelopment and strengthening of asbestos as reserves; however, this concern is somewhat or comprehensive annual reviews which include it

O 2010 A.M. Best Company, Oldwick, NJ 08868

Printed June 15, 2010

www.ambest.com



ties every other year. A.M. Best expects that continued soft pricing and continued competitive forces in the U.S. commercial lines sector will likely pressure underwriting margins over the near term.

The rating also considers the impact of the group's ultimate parent company, American Financial Group, Inc. (AFG). AFG has demonstrated its commitment to maintaining the group's capital adequacy by varying dividends and providing explicit capital support when required. AFG maintains financial leverage and cash coverage ratios that are in line with its current ratings and has no material debt maturing until 2019. A.M. Best expects that solid earnings and cash flows from the group and other operating subsidiaries will enable AFG to maintain adequate capitalization at its operating entities while meeting its obligations.

The rating applies to the group's eleven intercompany pool members, led by Great American Insurance Company, and to Great American Lloyd's Insurance Company, which maintains a 100% quota share reinsurance agreement with Great American Insurance Company

Best's Financial Strength Rating: A

Outlook Stal

	Net	Pretax	INDICATORS (	Policy-	
	Premiums	Operating	Admitted	bolders'	Comb.
Year	Written	locome	Assets	Surplus	Ratio
2005	1,441,897	-41.640	5,163,125	1,455,306	119.3
2006	1.669,596	296,104	5,461,796	1,602,636	95.7
2007	1.805.749	353.541	5.358,846	1,359,836	92.8
2008	1.952,740	321,561	5,641,638	1,286,473	95.6
2009	1,500,130 reflected within a	613,729	5.353.036	1,433,066	81.6
(1) Data	reflected within a statutory statemy	I tables of this i	eport has been	compled from t	ne compa-

#### BUSINESS REVIEW

The following text is derived from the report of Great American Insurance Companies.

The Great American Insurance Pool, led by Great American Insurance Company, writes business in all 50 states, the District of Columbia and Canada, providing specialized commercial insurance products through approximately 12,000 independent agents and brokers. The group offers products in the inland and ocean marine, agricultural, executive liability, fidelity and surety, commercial auto, collateral protection, umbrella, excess and surplus, and excess property lines of business.

Business is comprised of a highly diversified set of segments, with premium volume varying based on market conditions. Each segment is managed with significant autonomy, allowing managers to focus on their particular products to ensure their continued profitability. The group is one of the largest writers, based on premium volume, of multi-peril crop insurance, which it has written since 1925. In 2005, the group acquired the crop business written through Farmers Crop Alliance Insurance, Inc., increasing its presence in that market.

Great American Insurance Company and ten companion carriers participate in an inter-company pooling arrangement. Great American Insurance Company retains 100 percent of the pooled business. Additionally, Great American assumes 100 percent of the business written by Great American Lloyd's Insurance Company.

#### Exhibit D

		Control of the Contro
ADDO DISCINICA	NOTIFICATION	INDPOOR
2009 BUSINESS	LKODOCTION	WIN I VOL

*	Premiun	ns Written-	:
Product Line	Direct	Net	1
Com'l MultiPeril	46,219	211,914	
Inland Marine	38,053	187,586	
Allied Lines	97,072	187,513	
Oth Liab CM	180,828	159,884	
Oth Liab Occur	148,525	153,076	
Surety	92,320	93,277	
Auto Physical	15,687	83,021	
Ocean Marine	4,629	72,464	
Comm'l Auto Liab	12,651	70.859	
Fidelity	83,568	64.211	
Workers' Comp	578	43,215	
Partnowners	20,788	29,714	
Credit	31,758	18,205	
Group A & H	19,262	17,453	
All Other		107,739	
/ш ∨шчч ·····	20,100	101,137	
Totals	845 669	1.500.130	

#### HISTORY

Great American Insurance Company repres an enterprise under an Ohio charter through a domicile from New York, New York, to Cincir reorganization, the company was merged with a Continental Insurance Company, on Septembe

American Continental Insurance Company laws of Ohio on October 28, 1942 as the Manu: Indemnity Company. The corporate name was to Selective Insurance Company on September Financial Insurance Company on March 30 Continental Insurance Company on April 28, 1 form on September 30, 1976, concurrent with merger. Ownership of the company was purchs 1976 by Great American Insurance Company ing company, American Financial Corporatic Ohio, which acquired its control on December Great American Insurance Company was origi New York laws and began business on Mai acquired by AFC in October 1973. As a resu effective April 3, 1995, American Financia acquired American Premier Underwriters, December 2, 1997, AFG was merged with a formed corporation, American Financial Group Holdings), with each share of AFG common into one share of AFG Holdings common stoc changed its name to American Financial C changed its name to AFC Holding Company. O AFG completed its merger with AFC and AF AFG being the surviving corporation.

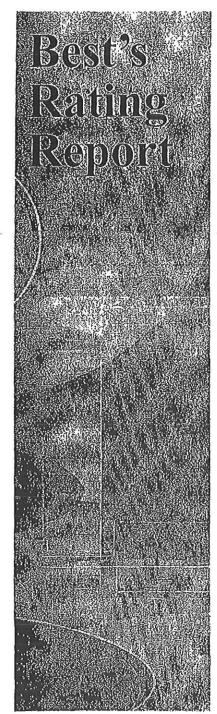
Administrative offices were moved in late New York to Los Angeles, California, and Cincinnati, Ohio.

Paid-up capital of \$15,440,600 consists shares at \$154,406 par value each, All author and outstanding.

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Printed June 15, 2010

www.ambest.com



#### MANAGEMENT

In late 1967, control of the Great American Insurance Company (N.Y.) was acquired by a newly formed holding company, Great American Holding Corporation. Great American Holding Corporation, which became a subsidiary of National General Corporation, Los Angeles, California, on October 29, 1968, was merged with and into that organization as of February 26, 1969. Financial control of National General Corporation passed on October 1973 to American Financial Corporation, Cincinnati, Ohio. The latter, concurrent with its March 1974 absorption by merger of National General, acquired direct ownership of all outstanding capital stock of the Great American Insurance Company (N.Y.). Stock ownership was passed on June 1, 1978 by American Financial Corporation to a newly formed intermediate holding company, Great American Holding Corporation (Ohio).

In April 1998, as part of an effort to simplify the corporate structure, Great American Holding Corporation was dissolved, thereby causing American Financial Corporation to again become the sole shareholder

of Great American Insurance Company.

Supervision and administration of the group's affairs are under the direction of chairman and president, Carl H. Lindner III. Carl H. Lindner III. Carl H. Lindner is chairman of the board and Carl H. Lindner III and S. Craig Lindner are co-chief executive officers of the parent holding company, American Financial Group, Inc. Mr. Lindner III served as executive vice president of Great American prior to assuming his present position as president in March 1987 and vice chairman in May 1997.

Officers: Chairman and President, Carl H. Lindner III; Executive Vice Presidents, Keith A. Jensen, Donald D. Larson; Senior Vice President and Chief Information Officer, Piyush K. Singb; Senior Vice President and Secretary, Karen H. Horrell (Executive General Counsel); Senior Vice President, Treasurer and Chief Financial Officer, David J. Witzgall; Senior Vice President and General Counsel, Eve Cutter Rosen; Senior Vice Presidents, Ronald J. Brichler, Gary J. Gruber, Dale B. Kelley, Robert B. Maly, Vito C. Peraino, Michael D. Pierce, Michael E. Sullivan, Jr.; Vice President and Actuary, John L. Doellman; Vice President and Controller, Robert J. Schwartz; Vice Presidents, Scott H. Beeken, Robert E. Dobbs, Allen F. Bling, Annette D. Gardner, Michelle A. Gillis, Sandra W. Heimann, John A. Rowney. Directors: Ronald J. Brichler, Gary J. Gruber, Karen Holley Horrell, Kelth A. Jensen, Donald D. Larson, Carl H. Lindner III, Robert E. Maly, Vito C. Peraino, Michael D. Pierce, Eve Cutler Rosen, Plyush K. Singh, David J. Witzgall.

#### TERRITORY

The company is licensed in the District of Columbia, Puerto Rico and all states. It is also licensed in Canada.

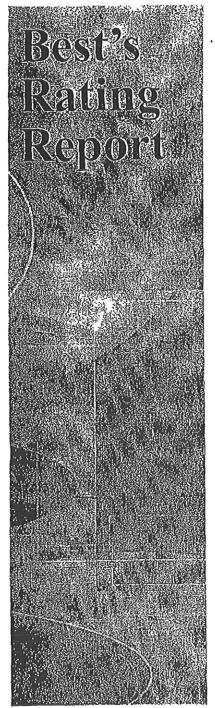
#### Exhibit D

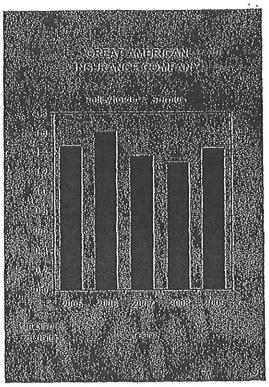
	Balance Sneet	
	Admitted Assets (\$0	
Preferred stock Common stock Cash & short-term in Real estate, investm Other non-affil inv as Investments in affilia	12 (  West ent	
Premium balances . Accrued Interest	ets	
Total assets	(	
	Llabilities & Surplus (\$	
Unearned premiums Conditional reserve	funds	
Capital & assigned s	surplus	
Total policyholden	s' surplus	
Total liabilities & s	urplus	

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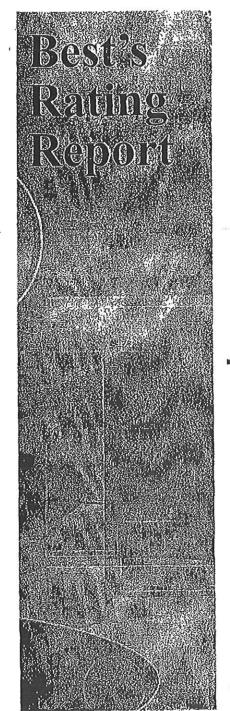
# FINANCIAL SUMMARY (\$000) as of 12/31/2009

Policyholders' Surplus												\$ 1,433,066
Direct Premiums Written				,				•				\$ 845,669
Combined Ratio Net Underwriting Income		,							•		•	81.6
Net Underwriting Income												\$ 330,829
Net Investment Income .							•		٠	•		\$ 278,917

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# Why is this Best's Rating Report important to you?

A Rating Report from the A.M. Best Company represents an independent opinton from the leading provider of insurer ratings of a company's financial strength and ability to meet its obligations to policyholders.

The A.M. Best Company is the oldest, most experienced rating agency in the world and has been reporting on the financial condition of insurance companies since 1899. The Financial Strength Rating opinion addressess the relative ability of an insurer to meet its orgoing insurance policy and contract obligations. The rating is not assigned to specific insurance policies or contracts and does not address any other risk, including, but not limited to, an insurer's claims-payment policies or procedures; the ability of the insurer to dispute or deny claims payment on grounds of misrepresentation or fraud; or any specific liability contractually borne by the policy or contract holder. A Financial Strength Rating is not a recommendation to purchase, hold or terminate any insurance policy, contract or any other financial obligation issued by an insurer, nor does it address the suitability of any particular policy or contract for a specific purpose or purchaser.

The company information appearing in this pamphlet is an extract from the complete company report prepared by the A.M. Best Company.

A Best's Rating is assigned after an extensive quantitative and qualitative evaluation of a company's financial strength, operating performance and market profile.

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Best's Ratings are assigned according to the followin

	Secure Best's Ratings
A++ and A+	****************
A and A	
	Vulperable Best's Ratings
B and B	
C++ and C+	
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For the latest Best's Financial Strength Ratings an visit the A.M. Best web site at www.ambest.com. Yo Credit Reports by calling our Customer St +1-908-439-2200, ext. 5742. To expedite your requestion of the company's identification number (AMB #).

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Great American Insurance Group - Financial Strength - Property Casualty | Annuities | Su... Page 1 of 2

Exhibit D

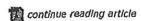


# Working with Great American

Chances are you've had your share of frustrations in working with some insurance carriers, especially if you're an independent agent. Here's why: many large carriers are simply not structured to handle quick tumarounds, unusual circumstances, or highly specialized needs. At Great American Insurance Group, we are. And we believe that strong relationships with agents help all of us succeed.

With an Eagle's Eye article

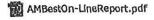
Great American Insurance Co. has maintained a financial strength rating of A or better from A.M. Best Co. since 1908.



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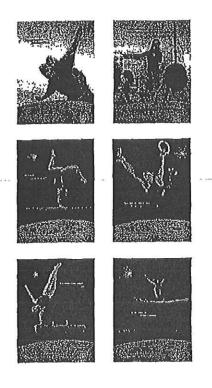
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(AFG) is a holding company
based in Cincinnati, Ohio. It is a
Fortune 500 company whose
common stock is listed on the
New York Stock Exchange and
NASDAQ. The members of
Great American Insurance
Group are subsidiaries of AFG. Corporate Headquarters
Great American Insurance Group Tower
301 E Fourth Street
Cincinnati, OH 45202
1-513-369-5000

.. http://www.greatamericaninsurancegroup.com/Agent-Services/Pages/Financial-Strength.as... 3/14/2012

Great American Insurance Group - Financial Strength - Property Casualty | Annuities | Su... Page 2 of 2

Exhibit D





suretygroup.com

# Attachment IV—Addendum Acknowledgements Request for Quotation Lot484

The Surety Group Agency, LLC 3715 Northside Pkwy NW Ste. 1-315
Atlanta, GA 30327
snewberry@suretygroup.com
www.suretygroup.com
800-486-8211
404-351-3237 (fax)

Contact Name: Sam Newberry



State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50180
Charleston, WV 25305-0130

Request for
Quotation

1.07484

1.07484
EHELLY MORRAY

NOTES ADDRESS OF THE STATE OF T 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE The Surety Group Agency, LLC 3715 Northside Pkwy NW, Ste. 1-315 CHARLESTON, WV 25314-1143 Atlanta, GA 30327

LOTTERY COMMISSION

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ADDENDUM NO. 19:	
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, No. 2	
NO. 3	
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President 26-1381200 ADDRESS CHANGES TO BE NOTED ABOVE	11:00

Request for processor and the second Quotation

LOT484

HANNE PRODUCTION 2

NATURAL DI DOMESTI DE CONTRACTO SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE The Surety Group Agency, LLC 3715 Northside Pkwy NW, Ste. 1-315 Atlanta, GA 30327

LOTTERY COMMISSION

312 MACCORKLE AVENUE, SE CHARLESTON, WV 25314-1143 558-0500

02/29/2012 BID OPENING DATE: 03/14/2012 UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM (S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY CRAI DISCUSSION, HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE information issued in writing and added to the SPECIFICATIONS BY AN OFFICIAL ADDRESDUM IS BINDING. SIGNATURE The Surety Group Agency, LLC COMPANY March 14, 2012 DATE NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID. -- END OF ADDENDUM NO. 1 800-486-8211 одть March 14, 2012 President ADDRESS CHANGES TO BE NOTED ABOVE 26-1381200

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Request for Quotation LOT484

EXPERIENCE A CHARLESTON

NAMES OF THE PROPERTY OF THE P SHELLY MURRAY 304-558-8801

RFQ COPY TYPE NAME/ADDRESS HERE Great American Insurance Company

The Surety Group Agency, LLC

3715 Northside Pkwy NW, Ste. 1-315, Atlanta, GA 30327

LOTTERY COMMISSION

312 MACCORRLE AVENUE, SE CHARLESTON, WV

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3715 Northside Pkwy NW, Ste. 1-315, Atlanta, GA 30327

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