

AIS RISK CONSULTANTS, INC.

Consulting Actuaries • Insurance Advisors

4400 Route 9 South • Suite 1200 • Freehold, NJ 07728 • (732) 780-0330 • Fax (732) 780-2706

May 14, 2011

Ms. Shelly Murray
Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Re: Response to RFQ INS 11014
Actuarial Review and Consulting Services for Property and Casualty Insurance
Product Rate Filings

Dear Ms. Murray:

This letter and attachments sets forth our response to RFQ INS 11014 -- Actuarial Review and Consulting Services for Property and Casualty Insurance Product Rate Filings.

Qualified Actuarial Firm

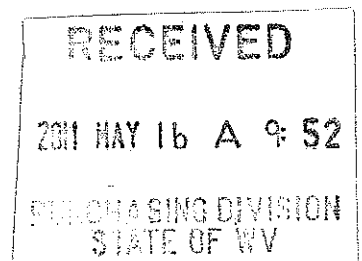
We meet the definition of a qualified actuarial firm. An explanation of our compliance with that definition follows.

- Three people available to be assigned to this project are both a Fellow of the Casualty Actuarial Society (FCAS) and a Member of the American Academy of Actuaries (MAAA). Those three people are¹:

Allan I. Schwartz, FCAS, ASA, MAAA, FCA
ARE, AIC, APA, AU, AIAF, ARM, API, ACS, CRRA

Mary L. O'Neil, FCAS, MAAA

Michael A. Coca, FCAS, MAAA



The lead actuary for the project is Allan I. Schwartz. A copy of his resume is enclosed. Resumes for the other actuaries as well as other analysts assigned to this project are available upon request.

¹ Mary L. O'Neil and Michael A. Coca are not employees of AIS Risk Consultants. However, they are available to work as part of AIS Risk Consultants on these projects for the West Virginia Office of the Insurance Commissioner. AIS Risk Consultants will remain fully responsible for the work regardless of which person is assigned to work on a project.

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- All three actuaries referenced above have at least five (5) years of experience with property and casualty products. The other three individuals available to be assigned to this project; J. Richard Boer, Katherine Tollar and Marianne Dwyer; also all have at least five (5) years of experience with property and casualty products.
- All six people referenced above that are available to be assigned to this project have at least five (5) years of experience specifically with homeowners and private passenger automobile insurance.
- Allan I. Schwartz, Mary Lou O'Neil, J. Richard Boer, Katherine Tollar and Marianne Dwyer all have experience in providing rate review services to state insurance regulators.

Allan I. Schwartz was employed as Chief Actuary of the North Carolina Department of Insurance and Assistant Commissioner – Property Liability of the New Jersey Department of Insurance. He has also worked for numerous state insurance regulators as a consultant. He has provided expert actuarial testimony numerous times. The states where Allan I. Schwartz has provided expert testimony in insurance rate proceedings include: Arkansas, California, Connecticut, Delaware, District of Columbia, Florida, Georgia, Maine, Massachusetts, Nevada, New Jersey, North Carolina, Oklahoma, Rhode Island, South Carolina, Texas and Virginia. Enclosed are references for his rate filing work. Also enclosed is a partial list of rate hearings in which he has provided expert testimony.

Mary L. O'Neil was employed as Chief Actuary of the New Jersey Department of Insurance. She has also provided expert testimony many times in insurance rate proceeding.

J. Richard Boer worked in Rating Bureau of the New Jersey Department of Insurance for about twenty years, the last six years as Chief of the Rating Bureau, and has given expert testimony in rate proceedings.

Katherine Tollar and Marianne Dwyer have both worked on evaluating rate filings and the preparation of prefiled testimony for rate proceedings.

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➤ We do not have a conflict of interest with regard to any carrier that is actively writing insurance in West Virginia.

Scope of Services

AIS Risk Consultants has analyzed property casualty insurance rate filings for all major lines of property casualty insurance including: automobile, property, workers compensation, other liability, medical malpractice, credit and title. Some of the work can be found on the AIS Risk Consultants web site (www.aisrc.com). A brief description of some of the work and the web address follows.

AIS Testimony for North Carolina Private Passenger Automobile Insurance
<http://www.aisrc.com/NCDOI%202005%20AIS%20Direct%20PPA.pdf>

AIS Analysis of Texas Windstorm Insurance Association Residential Property Rate Filing
<http://www.aisrc.com/TWIA%20Res%2006.pdf>

Court of Chancery of The State of Delaware Decision Supporting the Commissioner's Reliance on AIS Testimony Regarding Workers Compensation Insurance Rates
<http://www.aisrc.com/Delaware%20Chancery%20Court%20DCRB%20final%20opinion%20and%20order.pdf>

AIS Testimony for New Mexico Title Insurance
<http://www.aisrc.com/SchwartzDirectFINAL%20Title.pdf>
<http://www.aisrc.com/SchwartzRebuttalFINAL%20Title.pdf>

Additional examples of our work can be provided on request.

AIS Risk Consultants is able to prepare analyses with the requested thirty day time period. We currently perform work for the New Jersey Division of Rate Counsel where our analysis along with a report needs to be submitted within a specified time period, usually thirty days. During 2010 and 2011 we have prepared reports on more than twenty rate filings for the New Jersey Division of Rate Counsel. The lines of insurance covered include homeowners, private passenger automobile insurance, personal liability and medicare supplement.

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We also have experience in preparing standard rate filing requirements and rate filing procedures. Allan I. Schwartz, while working as Chief Actuary at the North Carolina Department of Insurance developed the standard rate filing requirements used for private passenger automobile insurance and homeowners insurance (see 11 NCAC 10.1104 and 11 NCAC 10.1105). While working as Assistant Commissioner with the New Jersey Department of Insurance he developed the standard rate filing requirements used for private passenger automobile insurance (see NJAC § 11:3-16) We also provided input and recommendations, through the public comment process, regarding the standard property casualty insurance ratemaking procedures used in California (see 10 CCR § 2644) Allan I. Schwartz has applied those standard ratemaking procedures to more than twenty insurance company rate filings in California. He has also provided expert testimony numerous times regarding the implementation of those regulations to particular insurance company rate filings.

Bid Amount

The fixed hourly rate for services rendered, regardless of which partner or member performs the services, is \$290 (two hundred ninety) per hour. The completed page from the RFQ with the Vendor cost section is enclosed.

Acceptance Period for Quotations

We agree that the quotation submitted in response to the RFQ shall remain fixed and valid for a period of six (6) months commencing on the date the quotation is due.

Firm Information

(a) Name, address and federal identification number:

AIS Risk Consultants, Inc.
4400 Route 9 South
Suite 1200
Freehold, New Jersey 07728
FEIN: 222570920

AIS RISK CONSULTANTS, INC.

Consulting Actuaries • Insurance Advisors

4400 Route 9 South • Suite 1200 • Freehold, NJ 07728 • (732) 780-0330 • Fax (732) 780-2706

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Contact: Allan I. Schwartz

Phone: 732 780 0330

Fax: 732 780 2706

(b) Date of registration to do business in the State of West Virginia:

In accordance with the answer to item 1 of Addendum #1, we will register and pay the registration fee prior to the award of an actual purchase order or contract.

Addendums

We have received and reviewed Addendum #1. A signed copy of that is enclosed.

Purchasing Affidavit

The signed notarized purchasing affidavit is enclosed.

Please feel free to contact me if there is anything else you need or would care to discuss.

Sincerely,



Allan I. Schwartz
FCAS,ASA,MAAA,FCA
ARE,AIC,APA,AU
AIAF,ARM,API,ACS,CRRA
President

Enclosures

ALLAN I. SCHWARTZ
President
AIS Risk Consultants, Inc.
4400 Route 9 South
Freehold, New Jersey 07728
732-780-0330

EDUCATION

Cooper Union, B.S., Physics, 1975

PROFESSIONAL DESIGNATIONS

Casualty Actuarial Society, Fellow - 1981, Associate - 1979

Society of Actuaries, Associate - 1983

American Academy of Actuaries, Member - 1979

Conference of Consulting Actuaries, Fellow - 1989, Member - 1983

Associate in Reinsurance - June 1998
(Received Reinsurance Association of America Award for Academic Excellence)

Associate in Claims - September 1998

Associate in Premium Auditing - May 1999

Associate in Underwriting - June 1999

Associate in Insurance Accounting and Finance - June 2002
(Received National Association of Mutual Insurance Companies Award for Academic Excellence)

Associate in Risk Management - September 2002

Associate in Personal Insurance – January 2008

Associate, Customer Service – March 2008 (With Honors)

Certified Rate of Return Analyst – April 2011

WORK EXPERIENCE

AIS RISK CONSULTANTS, INC.

President - 11/84 to Present

Responsibilities include performing actuarial analyses for all lines of property/casualty insurance. Loss reserve and rate level studies for insurance companies, reinsurance companies, state insurance funds, self-insurers, captive insurers, brokerage firms and attorneys. Work also involves projection of payment patterns, excess insurance studies, production of management information systems and development of individual risk rating plans. Has been qualified as an expert in property/casualty insurance in numerous jurisdictions. Has provided testimony in regulatory and legislative hearings. Work has been cited in court decisions.

NEW JERSEY DEPARTMENT OF INSURANCE

Assistant Commissioner - 5/88 to 1/90

Supervised a staff of 20+ which regulated rates, rules and policy forms in New Jersey for property/casualty insurance to determine compliance with the applicable statutes and regulations. Provided advice to the Insurance Commissioner and other senior staff members of the Insurance Department regarding the impact of proposed legislation, regulations and overall policy directives.

NORTH CAROLINA DEPARTMENT OF INSURANCE

Chief Actuary - 6/86 to 4/88

Responsible for all actuarial studies performed in the Department of Insurance covering property / casualty / life / health / accident insurance. This included the analysis of filings made by insurance companies and the evaluation of reserves. Provided advice to the Insurance Commissioner and other senior staff members of the Insurance Department regarding the impact of proposed legislation, regulations and overall policy directives.

WOODWARD & FONDILLER

Senior Actuary - 8/77 to 11/84

Consulting property/casualty actuarial studies (see description under AIS Risk Consultants, Inc.)

NATIONAL COUNCIL ON COMPENSATION INSURANCE

Actuarial Trainee - 3/76 to 8/77

References for Allan I. Schwartz - AIS Risk Consultants

Allan I. Schwartz has reviewed insurance rate filings in the following jurisdictions :
Arkansas, California, Connecticut, Delaware, District of Columbia, Florida, Georgia, Maine,
Massachusetts, Nevada, New Jersey, North Carolina, Oklahoma, Oregon, Pennsylvania, Rhode
Island, South Carolina, Tennessee, Texas and Virginia. The filings analyzed have included title
insurance, workers' compensation, professional liability, general liability, automobile,
homeowners, health and credit. Listed below are references for rate review work performed by
AIS Risk Consultants, Inc.

Gene Reed
Deputy Insurance Commissioner
Delaware Department of Insurance
841 Silver Lake Blvd.
Dover, DE 19904
(302) 674-7391

Elenita Gomez
Attorney
Florida Office of Insurance Regulation
200 East Gaines Street
Tallahassee, FL 32399
850-413-4187

Burt Feinberg
Mathematician
The Commonwealth of Massachusetts
Office of the Attorney General
One Ashburton Place
Boston, Massachusetts 20108-1598
617-727-2200 Ext 2462

William Rader
Assistant Commissioner
New Jersey Department of Insurance
PO Box 325
20 West State Street
Trenton, New Jersey 08625-0325
609 - 984 - 7310 Ext. 50359

References for Allan I. Schwartz - AIS Risk Consultants

James W. Glassen
Assistant Deputy Rate Counsel
State of New Jersey
Division of Rate Counsel
31 Clinton Street, 11th Floor
Newark, New Jersey 07101
973-648-2690

Brian Harris
Attorney
New Mexico Attorney General
408 Galisteo Street
Villagra Building
Santa Fe, New Mexico 87501
505-827-6000

Sherri Hubbard
Attorney
North Carolina Department of Insurance
430 North Salisbury Street
Dobbs Building
P.O. Box 26387
Raleigh, North Carolina 27611
919-715-8967

Ken Lovoy
Economist
Office of Public Insurance Counsel
333 Guadalupe
Suite 3-120
Austin, Texas 78701
512-322-4134

Todd Foreman
Consumer Watchdog
1750 Ocean Park Boulevard, Suite 200
Santa Monica, California 90405-4938
310-392-0522 Ext. 308

Allan I. Schwartz - Expert Testimony – Insurance Rate Proceedings (Partial List)

Wilmington, Delaware, November 2010

Delaware Compensation Rating Bureau Workers Compensation Insurance Rate Hearing

San Francisco, California, November 2010

Allstate Insurance Company Your Choice Automobile Pre Filed Testimony (Case Settled)

Santa Fe, New Mexico, August 2010

Blue Cross Blue Shield of New Mexico Health Insurance Rate Hearing

Austin, Texas, July 2010

Texas Automobile Insurance Plan Association Automobile Insurance Rate Hearing

Santa Fe, New Mexico, November 2009

Industry Title Insurance Rate Hearing

Tallahassee, Florida, November 2009

Citizens Property Insurance Company Homeowners Insurance Rate Hearing

Wilmington, Delaware, September 2009

Delaware Compensation Rating Bureau Workers Compensation Insurance Rate Hearing

Austin, Texas, April 2009

State Farm Lloyds Homeowners Insurance Rate Hearing

Raleigh, North Carolina, July 2008

North Carolina Rate Bureau Automobile Insurance Rate Hearing

San Francisco, California, May 2008

GeoVera Insurance Company Earthquake Insurance Rate Hearing

San Francisco, California, May 2008

Allstate Insurance Company Homeowners Insurance Rate Hearing

San Francisco, California, March 2008

Fireman's Fund Insurance Company Earthquake Insurance Rate Hearing

Tallahassee, Florida, February 2008

Service Insurance Company Commercial Multi Peril Insurance Rate Hearing

Tallahassee, Florida, January 2008

Hartford Insurance Group Homeowners Insurance Rate Hearing

Boston, Massachusetts, January 2008

Arbella Insurance Company Automobile Insurance Rate Hearing

Allan I. Schwartz - Expert Testimony -- Insurance Rate Proceedings (Partial List)

Boston, Massachusetts, January 2008
Premier Insurance Company Automobile Insurance Rate Hearing

Boston, Massachusetts, January 2008
Hanover Insurance Company Automobile Insurance Rate Hearing

Boston, Massachusetts, January 2008
Safety Insurance Company Automobile Insurance Rate Hearing

Boston, Massachusetts, January 2008
Commerce Insurance Group Automobile Insurance Rate Hearing

San Francisco, California, November 2007
Explorer Insurance Company Automobile Insurance Rate Hearing

Wilmington, Delaware, November 2007
Delaware Compensation Rating Bureau Workers Compensation Insurance Rate Hearing

Boston, Massachusetts, October 2007
Massachusetts Property Ins. Underwriting Association Homeowners Insurance Rate Hearing

San Francisco, California, May 2007
Allstate Insurance Company Automobile Insurance Rate Hearing

Tallahassee, Florida, March 2007
Nationwide Insurance Company Homeowners Insurance Rate Hearing

Austin, Texas, August 2006
Industry Title Insurance Rate Hearing

Key West, Florida, August 2006
Citizens Property Insurance Company Homeowners Insurance Rate Hearing

Boston, Massachusetts, January 2006
Massachusetts Property Ins. Underwriting Association Homeowners Insurance Rate Hearing

Tallahassee, Florida, October 2005
NCCI Workers Compensation Insurance Rate Hearing

Raleigh, North Carolina, September 2005
North Carolina Rate Bureau Automobile Insurance Rate Hearing

San Francisco, California, August 2005
Safeco Insurance Company Earthquake Insurance Rate Hearing

Allan I. Schwartz - Expert Testimony – Insurance Rate Proceedings (Partial List)

Boston, Massachusetts, April 2005
Massachusetts Workers Compensation Insurance Rate Hearing

Austin, Texas, July 2004
Medical Protective Insurance Company Medical Malpractice Insurance Rate Hearing

Trenton, New Jersey, June 2004
Medical Protective Insurance Company Medical Malpractice Insurance Rate Hearing

Austin, Texas, December 2003
Industry Title Insurance Rate Hearing

Boston, Massachusetts, April 2003
Massachusetts Workers Compensation Insurance Rate Hearing

Los Angeles, California, March 2003
SCPIE Medical Malpractice Insurance Rate Hearing

Raleigh, North Carolina, July 2002
North Carolina Rate Bureau Automobile Insurance Rate Hearing

Tallahassee, Florida, February 2002
NCCI Workers Compensation Insurance Rate Hearing

Raleigh, North Carolina, September 2001
North Carolina Rate Bureau Automobile Insurance Rate Hearing

Trenton, New Jersey, September 2001
Liberty Mutual Fire Insurance Company Automobile Insurance Rate Hearing

Boston, Massachusetts, August 2001
Massachusetts Automobile Insurance Bureau Rate Hearing

Trenton, New Jersey, July 2001
State Farm Indemnity Automobile Insurance Rate Hearing

Austin, Texas, March 2001
Industry Automobile Benchmark Rate Hearing

Trenton, New Jersey, January 2001
Selective Insurance Company Automobile Insurance Rate Hearing

Tallahassee, Florida, October 2000
NCCI Workers Compensation Insurance Rate Hearing

Allan I. Schwartz - Expert Testimony – Insurance Rate Proceedings (Partial List)

Boston, Massachusetts, August 2000
Massachusetts Automobile Insurance Bureau Rate Hearing

Austin, Texas, December 1999
Automobile Insurance Plan Association Rate Hearing

Raleigh, North Carolina, December 1999
North Carolina Rate Bureau Automobile Insurance Rate Hearing

Austin, Texas, November 1999
Industry Title Insurance Rate Hearing

Tallahassee, Florida, September 1999
NCCI Workers Compensation Insurance Rate Hearing

Austin, Texas, September 1999
Industry Texas Automobile Insurance Benchmark Rate Hearing

Boston, Massachusetts, August 1999
Massachusetts Automobile Insurance Bureau Rate Hearing

Austin, Texas, June 1999
Industry Property Insurance Benchmark Rate Hearing

sales and use taxes on the services to be supplied as a result of any contracts resulting from this RFQ. Consequently, the State of West Virginia and the West Virginia Offices of the Insurance Commissioner will have no responsibilities for the payment of any taxes that become payable by the successful firm.

Acceptance Period for Quotations

The quotations submitted in response to the RFQ shall remain fixed and valid for a period of six (6) months commencing on the date the quotations are due.

Firm Information

Responding firms should include the following information with their bid proposal submittal. The West Virginia Offices of the Insurance Commissioner reserves the right to request this and any additional information at any time during the bid evaluation process prior to their recommendation of award notification to the West Virginia Purchasing Division.

- (a) Name and address of the firm submitting the quotation along with the federal employer identification number of the vendor.
- (b) Date of registration to do business in the State of West Virginia.

VENDOR COST:

\$ 290.00 PER HOUR
(Two Hundred Ninety)

AIS Risk Consultants, Inc.
4400 Route 9 South
Freehold, NJ 07728

FEIN: 22 2570920

Phone: 732 780 0330

Fax: 732 780 2706

Contact: Allan I. Schwartz



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
INS11014

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1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY 304-558-8801

RFQ COPY

VENDOR

Attn: Allan I. Schwartz
 AIS Risk Consultants
 4400 Rt. 9 South, Ste. 1200
 Freehold, NJ 07728

SHIP TO

INSURANCE COMMISSION

 1124 SMITH STREET
 CHARLESTON, WV
 25305-0540 304-558-3707

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/02/2011				

BID OPENING DATE: 05/17/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
----- ADDENDUM NO. 1 -----						
THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS RECEIVED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 04/25/2011.						
THE BID OPENING DATE IS EXTENDED:						
FROM: 05/11/2011						
TO : 05/17/2011						
0001	1	HR		946-12		
ACTUARIAL SERVICES						
EXHIBIT 10						
REQUISITION NO.: INS11014						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO. 'S:						
NO. 1 ✓						
NO. 2						
NO. 3						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
INS11014

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2

ADDRESS CORRESPONDENCE TO ATTENTION OF
SHELLY MURRAY
304-558-8801

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR


SHIP TO

INSURANCE COMMISSION

1124 SMITH STREET
 CHARLESTON, WV
 25305-0540 304-558-3707

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/02/2011				

BID OPENING DATE: 05/17/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
NO. 4					
NO. 5					
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL 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 ADDENDUM IS BINDING.</p> <p style="text-align: center;">  SIGNATURE AIS Risk Consultants, Inc. COMPANY 5/13/11 DATE </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID</p> <p style="text-align: center;">----- END OF ADDENDUM NO. 1 -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code* §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: AIS Risk Consultants, Inc.

Authorized Signature: Allen J. Short Date: 5-13-11

State of New Jersey

County of Monmouth, to-wit:

Taken, subscribed, and sworn to before me this 13th day of May, 2011.

My Commission expires _____, 20__.

AFFIX SEAL HERE

NOTARY PUBLIC Marianne Dwyer

MARIANNE DWYER
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires 8/16/2015