



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation

Proc Folder: 76005

Doc Description: BLANKET BONDING FOR LIMITED VIDEO LOTTERY

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2015-02-02	2015-03-10 13:30:00	CRFQ 0705 LOT1500000005	1

**BID RECEIVING LOCATION**

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

WV 25305

US

**VENDOR**

**Vendor Name, Address and Telephone Number:**

Ohio Farmers Insurance Company  
135 Corporate Centre Drive, Suite 530  
Scott Depot, WV 25560  
304-757-2890

03/10/15 13:17:28  
WV Purchasing Division

**FOR INFORMATION CONTACT THE BUYER**

Evelyn Melton  
(304) 558-7023  
evelyn.p.melton@wv.gov

Signature X

FEIN # 34-0438190

DATE 03/10/15

All offers subject to all terms and conditions contained in this solicitation

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	COST PER \$ 1,000.00 OF COVERAGE: NO DEDUCTIBLE	1.00000	UNIT	\$9.00 x 8070 @ 2,000 each	\$145,260.

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: NO DEDUCTIBLE

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	COST PER \$1000.00 OF COVERAGE: \$10,000.00	1.00000	UNIT	\$8.50 x 8070 @2,000 each	\$137,190

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: \$10,000.00 DEDUCTIBLE

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	COST PER \$1,000.00 OF COVERAGE: \$25,000.00	1.00000	UNIT	\$8.00 x 8070 @2,000 each	\$129,120

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: \$ 25,000.00 DEDUCTIBLE

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	COST PER \$1,000.00 OF COVERAGE: \$50,000.00	1.00000	UNIT	\$7.50 x 8070 @ 2,000 each	\$121,050.

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: \$ 50,000.00 DEDUCTIBLE

THE WEST VIRGINIA PURCHASING DIVISION IS SOLICITING BIDS ON BEHALF OF THE WEST VIRGINIA LOTTERY AND ANY OTHER STATE AGENCY THAT DESIRES TO UTILIZE THIS CONTRACT TO ESTABLISH AN OPEN-END CONTRACT FOR BONDING PERMIT HOLDERS.

LOT1500000005	<b>Document Phase</b> Final	<b>Document Description</b> BLANKET BONDING FOR LIMITED VI DEO LOTTERY	<b>Page 4</b> <b>of 4</b>
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# **ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



General  
Power  
of Attorney

CERTIFIED COPY

POWER NO. 0000302 01

**Westfield Insurance Co.**  
**Westfield National Insurance Co.**  
**Ohio Farmers Insurance Co.**  
Westfield Center, Ohio

Know All Men by These Presents, That WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, corporations, hereinafter referred to individually as a "Company" and collectively as "Companies," duly organized and existing under the laws of the State of Ohio, and having its principal office in Westfield Center, Medina County, Ohio, do by these presents make, constitute and appoint  
**JEREMY KAUFFMAN**

of **SCOTT DEPOT** and State of **WV** its true and lawful Attorney(s)-in-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver **any and all bonds, recognizances, undertakings, or other instruments or contracts of suretyship to include waivers to the conditions of contracts and consents of surety** and to bind any of the Companies thereby as fully and to the same extent as if such bonds were signed by the President, sealed with the corporate seal of the applicable Company and duly attested by its Secretary, hereby ratifying and confirming all that the said Attorney(s)-in-Fact may do in the premises. Said appointment is made under and by authority of the following resolution adopted by the Board of Directors of each of the WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY:

"Be It Resolved, that the President, any Senior Executive, any Secretary or any Fidelity & Surety Operations Executive or other Executive shall be and is hereby vested with full power and authority to appoint any one or more suitable persons as Attorney(s)-in-Fact to represent and act for and on behalf of the Company subject to the following provisions:

*The Attorney-in-Fact.* may be given full power and authority for and in the name of and on behalf of the Company, to execute, acknowledge and deliver, any and all bonds, recognizances, contracts, agreements of indemnity and other conditional or obligatory undertakings and any and all notices and documents canceling or terminating the Company's liability thereunder, and any such instruments so executed by any such Attorney-in-Fact shall be as binding upon the Company as if signed by the President and sealed and attested by the Corporate Secretary."

"Be it Further Resolved, that the signature of any such designated person and the seal of the Company heretofore or hereafter affixed to any power of attorney or any certificate relating thereto by facsimile, and any power of attorney or certificate bearing facsimile signatures or facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached." (Each adopted at a meeting held on February 8, 2000).

In Witness Whereof, WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY have caused these presents to be signed by their **National Surety Leader and Senior Executive** and their corporate seals to be hereto affixed this **21st** day of **MARCH** A.D., **2014**.

Corporate  
Seals  
Affixed



WESTFIELD INSURANCE COMPANY  
WESTFIELD NATIONAL INSURANCE COMPANY  
OHIO FARMERS INSURANCE COMPANY

By:   
**Dennis P. Baus, National Surety Leader and Senior Executive**

State of Ohio  
County of Medina ss.:

On this **21st** day of **MARCH** A.D., **2014**, before me personally came **Dennis P. Baus** to me known, who, being by me duly sworn, did depose and say, that he resides in **Wooster, Ohio**; that he is **National Surety Leader and Senior Executive** of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, the companies described in and which executed the above instrument; that he knows the seals of said Companies; that the seals affixed to said instrument are such corporate seals; that they were so affixed by order of the Boards of Directors of said Companies; and that he signed his name thereto by like order.

Notarial  
Seal  
Affixed



**David A. Kotnik, Attorney at Law, Notary Public**  
My Commission Does Not Expire (Sec. 147.03 Ohio Revised Code)

State of Ohio  
County of Medina ss.:

I, **Frank A. Carrino**, Secretary of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney, executed by said Companies, which is still in full force and effect; and furthermore, the resolutions of the Boards of Directors, set out in the Power of Attorney are in full force and effect.

In Witness Whereof, I have hereunto set my hand and affixed the seals of said Companies at Westfield Center, Ohio, this **10<sup>th</sup>** day of **March, 2015** A.D.



**Frank A. Carrino, Secretary**

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ\_LOT1500000005**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

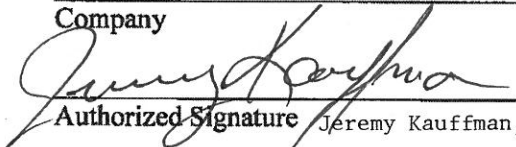
**Addendum Numbers Received:**  
 (Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input checked="" type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Ohio Farmers Insurance Company

Company

  
 Authorized Signature Jeremy Kauffman, Attorney-in-fact

03/10/15

Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation

Proc Folder: 76005

Doc Description: ADDENDUM NO. 1 - BLANKET BONDING FOR LIMITED VIDEO LOTTERY

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2015-02-24	2015-03-10 13:30:00	CRFQ 0705 LOT1500000005	2

**BID RECEIVING LOCATION**

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

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**Vendor Name, Address and Telephone Number:**

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COST PER \$ 1,000.00 OF COVERAGE: \$ 50,000.00 DEDUCTIBLE

**ADDENDUM NO. 1 - ISSUED TO:**

1. PROVIDE RESPONSES TO VENDOR'S QUESTIONS REGARDING THE ABOVE SOLICITATION.
2. PROVIDE ADDENDUM ACKNOWLEDGMENT.

<b>LOT1500000005</b>	<b>Document Phase</b> Final	<b>Document Description</b> ADDENDUM NO. 1 - BLANKET BONDING FOR LIMITED VIDEO LOTTERY	<b>Page 4</b> <b>of 4</b>
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#### **ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**SOLICITATION NUMBER:** CRFQ\_LOT1500000005

**Addendum Number:** 1

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☒ Other

**Description of Modification to Solicitation:**

1. To provide responses to Vendors' questions regarding the above solicitation
2. To provide Addendum Acknowledgment

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

## ATTACHMENT A



**WEST VIRGINIA LOTTERY  
CRFQ\_LOT1500000005 – BLANKET BONDING FOR LVL  
ADDENDUM # 1 TO ANSWER VENDOR QUESTIONS**

1. What was the total net revenue owed the State that went uncollected after having been turned over to a third party for collection agency in 2012, 2013, 2014?

**ANSWER:** November 2013 - \$23,748.86

2. How many LVL Licenses were canceled as a result of uncollected debts in 2012, 2013, 2014?

**ANSWER:** None

3. Over the last 3-5 years, how many occurrences were there, where a "licensed operator" has failed two or more bank sweeps (NSF'S)?

**ANSWER:** One operator over the last 5 years – this operator has since been bought out.

4. How many occurrences were there where a "retailer" has failed two or more bank sweeps (NSF'S)?

**ANSWER:** Seven retailers over the last 5 years – two retailers are no longer in business, one has been bought out.

5. Although there have been no surety losses in the program has the Lottery, in the last 6 years of the program used a third party collection agency to collect an unpaid debt? If so, how many times has the Lottery used the services of a third party collection agency to collect an unpaid debt?

**ANSWER:** Yes, once.

6. Would you show a copy of the current bond as Issued as the wording of bonds are different for various types of bonds?

**ANSWER:** Sample surety bond forms may be obtained from the West Virginia Secretary of State's office.

7. What is the current deductible? Is this cumulative for all claims or per claim or if multiple retailers had claims at the same time would it be one deductible or deductible for each?

**ANSWER:** No deductible.

8. Is there a sample bond form that is to be used, and if so, could we have a copy?

**ANSWER:** Sample surety bond forms may be obtained from the West Virginia Secretary of State's office.

9. May we have a detailed list of all permit holders and the amount of permits they have?

**ANSWER:** List of permit holders is attached.

10. I have a question on the vendor preference. I am a licensed WV resident agent and have worked here in Charleston for 39 years. Our agency is USI Insurance, which purchased Wells Fargo Insurance Services of WV last year, and Acordia Insurance Services of West Virginia before that, and McDonough Caperton Insurance before that. I believe we should qualify for vendor preference 4, 5%, but don't want to apply for something that isn't correct. Am I the vendor, or the Insurance Company I use, or USI Insurance?

**ANSWER:** The West Virginia Purchasing Handbook defines *Vendor Preference* as follows: "**Vendor Preference** - A numerical preference used during the evaluation of bids when comparing in-state and out-of-state bidders, pursuant to ***West Virginia Code §5A-3-37.***" To answer your question, the vendor shall be the one to whom the purchase order is issued.

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
 Permit Holders as of February 19, 2015

9

License Number	DBA Name	Total Permits
LO 000432	S & B Gaming LLC	40
LO 000422	Wheeling Coin, LLC	373
LO 000424	Blue Diamond LLC	197
LO 000425	Viking Vending Services	7
LO 000426	K & K Music Company	35
LO 000427	Valley Coin Mach. Co., LLC	40
LO 000428	Coin Op Vending Corp.	50
LO 000420	Southern Amusement Co.	675
LO 000430	Shaffer Amusement Co. LLC	360
LO 000431	Ellifritz Amusement Co.	44
LO 000435	Bat's, Inc.	50
LO 000436	Poke, Inc.	20
LO 000437	Buck's Inc.	50
LO 000439	Grand Slam Gaming And Entertainment, Inc.	25
LO 000440	Dice, LLC	15
LO 000441	J & J Amusement, LLC	80
LO 000401	Advanced Lottery Tech.	536
LO 000429	Worldwide Gaming LLC	42
LO 000407	Viking Video & Music, Inc	85
LO 000433	Warden Amusement Inc.	35
LO 000419	Mountaineer Music, LLC	73
LO 000403	Clay Music Company	133
LO 000404	Gameroom Amusements	85
LO 000406	Jack's Amusement	193
LO 000402	Ajax Amusement Machines	224
LO 000408	Derrick Video, LLC	550
LO 000409	Woodward Video LLC	150
LO 000416	Progressive Video Lottery	220
LO 000418	Al's Novelty & Coin	30
LO 000405	Action Gaming, Inc.	450
LO 000417	Trans Allegheny Ent.	196
LO 000414	A-1 Amusement	248
LO 000413	Vast Vending, Inc.	58
LO 000412	LeeJay Amusements	82
LO 000411	Random World, Ltd.	502
LO 000410	Dustyn Enterprises, Inc.	130
LR 002451	Paula's-Mileground	5
LR 002405	Mimi's-Nitro	5
LR 002413	Patty's-Merchants Walk	5
LR 002417	Sofia's-North Mall	5
LR 002418	Sofia's-Old Courthouse	5
LR 002421	Paula's-Bridgeport	5
LR 002447	Patty's-Gateway	5
LR 002448	Patty's-Princeton	5
LR 002449	Patty's-Bluefield	5
LR 002414	Patty's-Oak Hill	5
LR 002452	Paula's-Fairmont	5
LR 002453	Paula's-Clarksburg	5
LR 002460	Killin Time #1	5
LR 002470	Palace Lounge	5
LR 002471	Paula's-University	5

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
 Permit Holders as of February 19, 2015

10

License Number	DBA Name	Total Permits
LR 002478	Jumpin' Jimmy's	5
LR 002480	Paula's-Elkins	5
LR 002499	Mimi's-Pea Ridge	5
LR 002404	Stars and Stripes I	5
LR 002114	Lewee's I	5
LR 002487	Patty's-Sophia	5
LR 002315	Mimi's-St. Albans	5
LR 002098	Ms. Sherri's Lounge	5
LR 002708	Brooke Plaza Café	5
LR 002167	Brianna's Café	5
LR 002500	West Virginia Café	5
LR 002172	Jeanie's Hot Spot	5
LR 002175	Cold Spot Cross Lanes-Nit	5
LR 002216	Hot Spot Lounge #2	5
LR 002222	Block & Barrell Deli	5
LR 002168	High Life Lounge	30
LR 002314	Dick's Swiss Burger	5
LR 002401	Lori's Pub II	5
LR 002316	Mimi's-Ashton Place	5
LR 002327	Mimi's-Southridge	5
LR 002340	Patty's-Beckley Crossing	5
LR 002346	Mimi's-Liberty Square	5
LR 002367	Mimi's-Quincy	5
LR 002370	Julie's Place	5
LR 002391	Members Only	5
LR 002392	Patty's-Beckley Plaza	5
LR 002393	Mimi's-Dunbar	5
LR 002278	The Club Room	5
LR 002785	Billy Sunday's	5
LR 002702	Stars and Stripes II	5
LR 002737	Curt's	5
LR 002738	EZ-Borderline Hotspot	5
LR 002739	Goodfellas	5
LR 002749	The Peoples Choice Café	5
LR 002753	Route 2 Café	5
LR 002756	Lewee's II	5
LR 002763	Fun Café	5
LR 002721	Opportunity Knocks #1	10
LR 002778	The Brass Tree Lounge	5
LR 002719	Texas Jim #1	5
LR 002797	Sunset Café III	5
LR 002804	Mimi's-Hill's Plaza	5
LR 002806	Mimi's Local Café-Beckley	5
LR 002833	Must Be 21 To Enter - Par	5
LR 002841	Dee Jay's BBQ Ribs and Grill	5
LR 002846	West Virginia Café	5
LR 002851	Joli	5
LR 002868	Coffee Club	5
LR 002891	Judy's	5
LR 002771	Sam's Hotdogs	5
LR 002607	High Life Lounge	10

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
 Permit Holders as of February 19, 2015

11

License Number	DBA Name	Total Permits
LR 002502	Max's Place	5
LR 002525	Geno's-New Martinsvl	5
LR 002536	Paula's-Westover	5
LR 002548	Mimi's-Patrick St.	5
LR 002562	Bradley's Parlor	5
LR 002565	Clendenin Hot Spot	5
LR 002570	Club Lounge	5
LR 002575	Sofia's-Ranson Square	5
LR 002730	Dan O's	5
LR 002590	Smokin Sam's	5
LR 002501	Must Be 21 To Enter - Min	5
LR 002608	Towne 'N Country Lounge	5
LR 002625	Club El Dorado	5
LR 002667	Bahama Bay Café	5
LR 002699	Killin Time #2	5
LR 002700	Good Times Café	5
LR 001989	High Life Lounge I	5
LR 002704	Sam's Hotdogs	4
LR 001646	Cozy Corner	2
LR 002712	Wise Guys	5
LR 002576	Paula's-Weston	5
LR 001228	Club Brass Room	4
LR 001345	Kathrine's Kafe	5
LR 001195	Locker Room Sports Grill	2
LR 001200	Mugshotz Bar & Grill	5
LR 001201	Mace's Restaurant & Lounge	5
LR 001204	Ye Olde Alpha	5
LR 001206	Moose Lodge #868 - St. Albans	3
LR 001209	Mini Bar	5
LR 001214	American Legion Post #3	7
LR 001178	Bourbon Street Café	5
LR 001225	White Stallion Club	5
LR 001176	Four Corners Club	5
LR 001242	Piggy's Club	5
LR 001254	Lazy Dog Saloon	5
LR 001262	Lucy's Coffee House II	5
LR 001263	Moose Lodge #1444 - Charl	10
LR 001284	American Legion Post #93	10
LR 001299	Hotspot Café #2	5
LR 001306	Belmont Motor Inn Hot Spot	5
LR 001307	A-Cubed	2
LR 001650	Rendezvous Club	5
LR 001220	American Legion Post #18	4
LR 001108	The Last Roundup Club	5
LR 001007	Chesterfield House	5
LR 001011	Park Mart	5
LR 001017	Coach's Club	3
LR 001026	McLewie's III	5
LR 001036	Lesters Hard Times LLC	5
LR 001043	Jerry's	5
LR 001057	Jesse's Pub	5

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
 Permit Holders as of February 19, 2015

12

License Number	DBA Name	Total Permits
LR 001062	Casey's Family Restaurant Hot Spot	5
LR 001189	C G's	5
LR 001084	The Java Shoppe	5
LR 001351	Bogies Place	5
LR 001109	Frank's Hot Spot	5
LR 001110	Colasante's Restaurant & Pub	5
LR 001120	Lil' Moe's	5
LR 001125	TG's Lounge & Café	4
LR 001147	Cottrell's Country Store	2
LR 001154	Stadium Club, The	5
LR 001155	Lil' B's	5
LR 001169	Bette's	5
LR 001174	VFW Post #6450	10
LR 001064	Torlone's	5
LR 001775	K & J's Skip n Go, Inc.	5
LR 001337	Kelly's Hot Spot II	5
LR 001618	Suburban Lanes	5
LR 002927	Pam's #5	5
LR 001648	Midtown Lounge	5
LR 002926	Minnie's	5
LR 001668	Moose Lodge #52	7
LR 001670	Tailgater's Pub II	5
LR 001681	Zeek's Sports Lounge	5
LR 001613	American Legion Post #121	10
LR 001744	Halftime Café	5
LR 001593	Classics 3 Hot Spot L&Res	5
LR 001784	The Smokehouse	5
LR 001838	Karen's Cookie Carnival	5
LR 001876	Abbey's	5
LR 001884	American Legion Post #114	10
LR 001897	Coffee & Tanning Hot Spot	5
LR 001914	Sunset Ells Restaurant	4
LR 001928	Emerson Pub	5
LR 001931	Millies Coffee House	5
LR 001932	Penn Bar & Grill	5
LR 001727	City Café	5
LR 001460	Moose Lodge #931 - New Ma	7
LR 001353	3- Ways Inn	2
LR 001374	Spare Time Sports Bar & Grille	5
LR 001389	Eagles Lodge #1891-Aerie	2
LR 001390	Ernie's City Perk	5
LR 001396	Elks Lodge #1801 - Weirto	7
LR 001406	Fraternal Order of Oriole	10
LR 001433	Wakim's Club	5
LR 001434	Parlor Café	5
LR 001616	Kegler's Sports Bar	5
LR 001455	Beckley lodge #1606	9
LR 001969	C J's Pub	5
LR 001481	J.P. Henry's	5
LR 001488	Nip N'Cue	5
LR 001491	Jerry's Restaurant & Lounge	5

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
Permit Holders as of February 19, 2015

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License Number	DBA Name	Total Permits
LR 001503	Plaza Lounge	5
LR 001507	Fun Café	5
LR 001515	Moose Lodge # 565 - Nitro	5
LR 001548	Nick's Lounge	4
LR 001567	Bridge Bar & Coffee Shop	4
LR 001568	Shirley's #3	5
LR 001441	Strikers Sports Lounge	5
LR 004441	Gee's	5
LR 002894	Smoke Time Sam's #2	5
LR 004183	Tobacco Barn #2	5
LR 004190	Kathy's Kafe	5
LR 004212	Sophie's	5
LR 004246	Palm Café	5
LR 004271	Texas Jim #5	5
LR 004324	J's II	5
LR 004349	High Life Lounge	5
LR 004380	M & M's Sports Bar & Grill	5
LR 004384	Maria's Sports Bar	5
LR 004178	Café D	5
LR 004405	Nicole's	5
LR 004112	Island Time Club	5
LR 004468	Chaz's	5
LR 004489	Bradley's Tropical Retrea	5
LR 004538	Murdochs River City Perk	5
LR 004548	Ravenswood Hot Spot	5
LR 004558	Haddy's	5
LR 004612	Kristi's	5
LR 004622	Allie's Café	5
LR 004643	Sarahs	5
LR 004697	Kristi's I	5
LR 004701	Joyce's	5
LR 004711	Venus Lounge #27	5
LR 004386	Sophia's Café	5
LR 003669	Neon Café II	5
LR 003488	EDJ River City Perk	5
LR 003491	Big Apple Lounge	5
LR 003496	McLewie's II	5
LR 003514	Chunki's Pizza and	5
LR 003525	Lucy's Coffee House	5
LR 003544	WES	5
LR 003564	Kelly's Hot Spot	5
LR 003577	The Inn at Pettyjohn	5
LR 003582	Steel Valley Bowling Cent	5
LR 003611	Kelly's Hot Spot VI	5
LR 004179	Miss Alice's	3
LR 003638	Sub Stop	5
LR 004723	Venus Lounge #22	5
LR 003672	Lily's Hot Spot #3	5
LR 003693	Geno's -Benwood	5
LR 003708	Cruiser's Café	5
LR 003712	The Homeplate Club	5

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
 Permit Holders as of February 19, 2015

14

License Number	DBA Name	Total Permits
LR 003803	Tobacco Barn	5
LR 003860	Lily's Hot Spot #4	5
LR 003883	Red Dog Café	5
LR 003901	Gumby's - Geno's Island	5
LR 004019	Sophia's Café	5
LR 004024	Make Your Day Café	5
LR 004104	Hotspot Café	5
LR 003621	Kelly's Kafé	5
LR 004851	Ivy's - Riverwalk Plaza	5
LR 004817	Hot 5 Stop	5
LR 004822	Max's Place Hot Spot	5
LR 004825	Venus Lounge #23	5
LR 004826	Rivals Sports Bar II	5
LR 004827	Sarah J's	5
LR 004830	Sarah's III	5
LR 004832	Kristi's	5
LR 004833	Ruby's	5
LR 004834	Ruby's	5
LR 004840	Northend Café	5
LR 004712	Venus Lounge #21	5
LR 004843	Brylee's Café	5
LR 004809	The Guest House	5
LR 004852	Jeanie's Teays Valley	5
LR 004859	K's River City Perk	5
LR 004880	Abie's	5
LR 004885	Havana Café	5
LR 004940	Top Five	5
LR 004951	Eruptions	5
LR 004979	The Main Event	5
LR 004994	Lisa's	5
LR 005126	Julia's C	5
LR 005186	Pipers 1	5
LR 005187	Jersey's II	5
LR 004841	Bette's II	5
LR 004767	Rose's Café	5
LR 003479	Hot Spot Express #3	5
LR 004736	Venus Lounge #26	5
LR 004739	WV's Original City Perk Six	5
LR 004740	WV's Original City Perk Five	5
LR 004741	WV's Original City Perk Four	5
LR 004742	WV's Original City Perk Three	5
LR 004743	WV's Original City Perk Two	5
LR 004744	WV's Original City Perk One	5
LR 004749	Smoke Time Sam's #88	5
LR 004752	RB Hot Spot	5
LR 004758	Kristi's	5
LR 004813	Midway Café	5
LR 004761	Sunset Beach Hot Spot	5
LR 004811	The Lounge	5
LR 004773	Jeanie's	5
LR 004774	Texas Jim 3	5



**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
**Permit Holders as of February 19, 2015**

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License Number	DBA Name	Total Permits
LR 004778	Custard Stand	4
LR 004779	Members II	5
LR 004789	Jersey's I	5
LR 004791	Ruby's	5
LR 004794	The Leap	5
LR 004795	Saratoga Hot Spot II	5
LR 004796	Lewee's V	5
LR 004797	Lewee's IV	5
LR 004717	High Life Lounge	5
LR 004759	Tobacco & More Express	5
LR 003160	Toga Café of Weirton	5
LR 003112	Cold Spot	5
LR 003120	Rt 50 Lounge	5
LR 003126	Rosie's Sub Shop	5
LR 003127	New Orleans Coffee House	5
LR 003131	52 Lounge	5
LR 003137	Kelly's Hot Spot V	5
LR 003139	Bill's Place	5
LR 003142	The Oasis Café	5
LR 003144	Franklin's Bar & Grille	5
LR 003149	The Coffee Mill	5
LR 003212	Lily's Hot Spot #1	5
LR 003157	Blue Steel Grill & Café	5
LR 003089	Upper Deck Café	5
LR 003168	Judy's-Robert Byrd Dr	5
LR 003172	Main Street Lounge	5
LR 003175	Pop a Topp	5
LR 003180	Sunset Café	5
LR 003188	Kelly's Hot Spot IV	5
LR 003192	Joli's	5
LR 003194	Ivy's	5
LR 003198	TJ's Place	5
LR 003203	Sunset Café II	5
LR 003208	MiMi's Local Café-KC	5
LR 003487	Lily's Hot Spot #2	5
LR 003150	Cold Spot Glen Jean	5
LR 003032	Sassy's	5
LR 002930	Pam's #6	5
LR 002932	Shirley's	5
LR 002960	Main St. News Stand	5
LR 002964	American Legion Post #31	3
LR 002971	New Orleans Coffee House	5
LR 002978	Sports Grill Lounge Hot Spot	5
LR 002985	Darla's Café	5
LR 002988	Nawlin's Street #1	5
LR 002989	Nawlin's Street #2	5
LR 002991	Lewee's III	5
LR 003005	The Big Easy	5
LR 003107	Geno's#2 -Wheeling	5
LR 003021	Howdy's Owls Nest	5
LR 003105	Max's Place Hot Spot	5

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
 Permit Holders as of February 19, 2015

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License Number	DBA Name	Total Permits
LR 003037	Melissa's	5
LR 003039	Let's Say Café II	5
LR 003042	Sassy's-Barboursville	5
LR 003047	Mugsy's Café II	5
LR 003048	Mugsy's Café	5
LR 003051	Lucy's Sports Bar	5
LR 003052	Fat Tuesday's	5
LR 003069	Max's Place	5
LR 003076	West Street Café	5
LR 003082	The Homeplate Club Two	5
LR 003213	Café Primo	5
LR 003018	The Holiday Room	5
LR 003403	Lori's Pub II	5
LR 003382	Caribbean Café	5
LR 003383	Geno's #2-New Marti	5
LR 003385	West Viginia Café	5
LR 003387	Hillbilly Café	5
LR 003388	Geno's #4- Wheeling	5
LR 003389	Geno's #3 -Glendale	5
LR 003390	Geno's-Moundsville	5
LR 003391	Geno's #2- Moundsvil	5
LR 003392	Sassy's -SC #2	5
LR 003393	The Burg Café, LLC	5
LR 003211	STARZ	5
LR 003396	Lewie's Too	5
LR 003374	Linda Lou's	5
LR 003410	Sam's Hotdogs	5
LR 003420	Tusie's	5
LR 003429	Mason Smoke Shak	5
LR 003435	Midtown Lounge II	5
LR 003436	Kelly's Hot Spot III	5
LR 003448	Celebration Place #2	5
LR 003458	Caribbean Café II	5
LR 003468	Maverick's Hot Spot #2	5
LR 003469	Maverick's Hot Spot #3	5
LR 003473	Maverick's Hot Spot #1	5
LR 005211	Julia's 3	4
LR 003395	Checkered Flag Café II	5
LR 003279	McLewie's I	5
LR 003215	Hollywood Hollywood	5
LR 003216	Emma's at the Airport	5
LR 003225	Patty's-Beckley By-Pass	5
LR 003230	The Point Café	5
LR 003236	Shirley's #2	5
LR 003247	Mona's Rendezvous	5
LR 003249	Cactus Club Café	5
LR 003250	Misty's Sports Bar @ SC	5
LR 003265	Freedom Way Lounge	5
LR 003267	The WOW Zone	5
LR 003275	Judy's	5
LR 003376	STARZ	5

**WEST VIRGINIA LOTTERY**  
**Limited Video Lottery**  
Permit Holders as of February 19, 2015

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License Number	DBA Name	Total Permits
LR 003278	Winston's Hot Spot	5
LR 003375	STARZ	5
LR 003290	Sofia Rae's Café	5
LR 003292	Checkered Flag Café I	5
LR 003320	Mary's Café	5
LR 003325	Front Street Lounge	5
LR 003335	Lucille's	5
LR 003337	Sassy's-SC #1	5
LR 003343	Sam's Hotdogs	5
LR 003348	Stuart's Hot Dawgs	5
LR 003350	Mama Lina's	20
LR 003351	Cactus Club Café II	5
LR 003484	Mugsy's Café III	5
LR 003277	Winston's Hot Spot 2	5
Total Permits		<u>8070</u>

General  
Power  
of Attorney

CERTIFIED COPY

POWER NO. 0000302 01

**Westfield Insurance Co.**  
**Westfield National Insurance Co.**  
**Ohio Farmers Insurance Co.**  
Westfield Center, Ohio

Know All Men by These Presents, That WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, corporations, hereinafter referred to individually as a "Company" and collectively as "Companies," duly organized and existing under the laws of the State of Ohio, and having its principal office in Westfield Center, Medina County, Ohio, do by these presents make, constitute and appoint  
**JEREMY KAUFFMAN**

of **SCOTT DEPOT** and State of **WV** its true and lawful Attorney(s)-in-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver **any and all bonds, recognizances, undertakings, or other instruments or contracts of suretyship to include waivers to the conditions of contracts and consents of surety** and to bind any of the Companies thereby as fully and to the same extent as if such bonds were signed by the President, sealed with the corporate seal of the applicable Company and duly attested by its Secretary, hereby ratifying and confirming all that the said Attorney(s)-in-Fact may do in the premises. Said appointment is made under and by authority of the following resolution adopted by the Board of Directors of each of the WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY:

"Be It Resolved, that the President, any Senior Executive, any Secretary or any Fidelity & Surety Operations Executive or other Executive shall be and is hereby vested with full power and authority to appoint any one or more suitable persons as Attorney(s)-in-Fact to represent and act for and on behalf of the Company subject to the following provisions:

*The Attorney-in-Fact.* may be given full power and authority for and in the name of and on behalf of the Company, to execute, acknowledge and deliver, any and all bonds, recognizances, contracts, agreements of indemnity and other conditional or obligatory undertakings and any and all notices and documents canceling or terminating the Company's liability thereunder, and any such instruments so executed by any such Attorney-in-Fact shall be as binding upon the Company as if signed by the President and sealed and attested by the Corporate Secretary."

"Be it Further Resolved, that the signature of any such designated person and the seal of the Company heretofore or hereafter affixed to any power of attorney or any certificate relating thereto by facsimile, and any power of attorney or certificate bearing facsimile signatures or facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached." (Each adopted at a meeting held on February 8, 2000).

In Witness Whereof, WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY have caused these presents to be signed by their **National Surety Leader and Senior Executive** and their corporate seals to be hereto affixed this **21st** day of **MARCH** A.D., **2014**.

Corporate  
Seals  
Affixed



WESTFIELD INSURANCE COMPANY  
WESTFIELD NATIONAL INSURANCE COMPANY  
OHIO FARMERS INSURANCE COMPANY

By:   
**Dennis P. Baus, National Surety Leader and Senior Executive**

State of Ohio  
County of Medina ss.:

On this **21st** day of **MARCH** A.D., **2014**, before me personally came **Dennis P. Baus** to me known, who, being by me duly sworn, did depose and say, that he resides in **Wooster, Ohio**; that he is **National Surety Leader and Senior Executive** of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, the companies described in and which executed the above instrument; that he knows the seals of said Companies; that the seals affixed to said instrument are such corporate seals; that they were so affixed by order of the Boards of Directors of said Companies; and that he signed his name thereto by like order.

Notarial  
Seal  
Affixed



**David A. Kotnik, Attorney at Law, Notary Public**  
My Commission Does Not Expire (Sec. 147.03 Ohio Revised Code)

State of Ohio  
County of Medina ss.:

I, **Frank A. Carrino**, Secretary of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney, executed by said Companies, which is still in full force and effect; and furthermore, the resolutions of the Boards of Directors, set out in the Power of Attorney are in full force and effect.

In Witness Whereof, I have hereunto set my hand and affixed the seals of said Companies at Westfield Center, Ohio, this **10th** day of **March, 2015** A.D.



**Frank A. Carrino, Secretary**

BPOAC3 (combined) (06-02)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: LOT1500000005**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

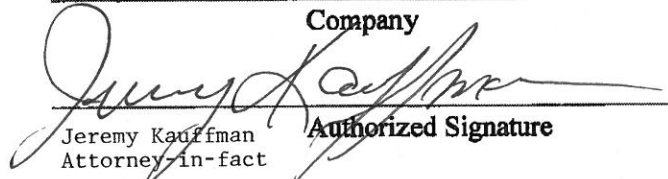
(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Ohio Farmers Insurance Company

Company

  
 Jeremy Kauffman  
 Attorney-in-fact

Authorized Signature

3/10/15

Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.  
 Revised 6/8/2012



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation

Proc Folder: 76005

Doc Description: ADDENDUM NO. 2 - BLANKET BONDING FOR LIMITED VIDEO LOTTERY

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2015-02-26	2015-03-10 13:30:00	CRFQ 0705 LOT1500000005	3

**BID RECEIVING LOCATION**

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

**VENDOR**

**Vendor Name, Address and Telephone Number:**

Ohio Farmers Insurance Company  
135 Corporate Centre Drive, Suite 530  
Scott Depot, WV 25560  
304-757-2890

**FOR INFORMATION CONTACT THE BUYER**

Evelyn Melton  
(304) 558-7023  
evelyn.p.melton@wv.gov

Signature X

FEIN # 34-0438190

DATE 03/10/15

All offers subject to all terms and conditions contained in this solicitation

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	COST PER \$ 1,000.00 OF COVERAGE: NO DEDUCTIBLE	1.00000	UNIT		

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: NO DEDUCTIBLE

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	COST PER \$1000.00 OF COVERAGE: \$10,000.00	1.00000	UNIT		

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: \$10,000.00 DEDUCTIBLE

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	COST PER \$1,000.00 OF COVERAGE: \$25,000.00	1.00000	UNIT		

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: \$ 25,000.00 DEDUCTIBLE

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE LOTTERY PO BOX 2067		PURCHASING LOTTERY 900 PENNSYLVANIA AVE	
CHARLESTON	WV25327-2067	CHARLESTON	WV 25302
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	COST PER \$1,000.00 OF COVERAGE: \$50,000.00	1.00000	UNIT		

Comm Code	Manufacturer	Specification	Model #
84000000			

**Extended Description :**

COST PER \$ 1,000.00 OF COVERAGE: \$ 50,000.00 DEDUCTIBLE

ADDENDUM NO. 2 IS ISSUED:

- TO PROVIDE A SAMPLE OF THE BOND FORM (PLEASE NOTE THAT THIS IS JUST A SAMPLE COPY AND DOES NOT REPRESENT A MANDATORY SPECIFICATION OF THE BOND TO BE USED)

- TO PROVIDE ADDENDUM ACKNOWLEDGMENT

--- END OF ADDENDUM NO. 2 ---

ADDENDUM NO. 1 - ISSUED TO:

1. PROVIDE RESPONSES TO VENDOR'S QUESTIONS REGARDING THE ABOVE SOLICITATION.
2. PROVIDE ADDENDUM ACKNOWLEDGMENT.



<b>LOT1500000005</b>	<b>Document Phase</b> <b>Final</b>	<b>Document Description</b> ADDENDUM NO. 2 - BLANKET BONDING FOR LIMITED VIDEO LOTTERY	<b>Page 4</b> <b>of 4</b>
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**SOLICITATION NUMBER: CRFQ\_LOT1500000005**  
**Addendum Number: 2**

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☐ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☒ Other

**Description of Modification to Solicitation:**

1. To provide a SAMPLE copy of the Bond Form
2. To provide Addendum Acknowledgment

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

## ATTACHMENT A

General  
Power  
of Attorney

CERTIFIED COPY

POWER NO. 0000302 01

**Westfield Insurance Co.**  
**Westfield National Insurance Co.**  
**Ohio Farmers Insurance Co.**  
Westfield Center, Ohio

Know All Men by These Presents, That WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, corporations, hereinafter referred to individually as a "Company" and collectively as "Companies," duly organized and existing under the laws of the State of Ohio, and having its principal office in Westfield Center, Medina County, Ohio, do by these presents make, constitute and appoint  
**JEREMY KAUFFMAN**

of **SCOTT DEPOT** and State of **WV** its true and lawful Attorney(s)-in-Fact, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver **any and all bonds, recognizances, undertakings, or other instruments or contracts of suretyship to include waivers to the conditions of contracts and consents of surety** and to bind any of the Companies thereby as fully and to the same extent as if such bonds were signed by the President, sealed with the corporate seal of the applicable Company and duly attested by its Secretary, hereby ratifying and confirming all that the said Attorney(s)-in-Fact may do in the premises. Said appointment is made under and by authority of the following resolution adopted by the Board of Directors of each of the WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY:

"Be It Resolved, that the President, any Senior Executive, any Secretary or any Fidelity & Surety Operations Executive or other Executive shall be and is hereby vested with full power and authority to appoint any one or more suitable persons as Attorney(s)-in-Fact to represent and act for and on behalf of the Company subject to the following provisions:

The Attorney-in-Fact may be given full power and authority for and in the name of and on behalf of the Company, to execute, acknowledge and deliver, any and all bonds, recognizances, contracts, agreements of indemnity and other conditional or obligatory undertakings and any and all notices and documents canceling or terminating the Company's liability thereunder, and any such instruments so executed by any such Attorney-in-Fact shall be as binding upon the Company as if signed by the President and sealed and attested by the Corporate Secretary."

"Be it Further Resolved, that the signature of any such designated person and the seal of the Company heretofore or hereafter affixed to any power of attorney or any certificate relating thereto by facsimile, and any power of attorney or certificate bearing facsimile signatures or facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached." (Each adopted at a meeting held on February 8, 2000).

In Witness Whereof, WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY have caused these presents to be signed by their **National Surety Leader and Senior Executive** and their corporate seals to be hereto affixed this **21st** day of **MARCH** A.D., **2014**.

Corporate  
Seals  
Affixed



WESTFIELD INSURANCE COMPANY  
WESTFIELD NATIONAL INSURANCE COMPANY  
OHIO FARMERS INSURANCE COMPANY

By:   
**Dennis P. Baus, National Surety Leader and Senior Executive**

State of Ohio  
County of Medina ss.:

On this **21st** day of **MARCH** A.D., **2014**, before me personally came **Dennis P. Baus** to me known, who, being by me duly sworn, did depose and say, that he resides in **Wooster, Ohio**; that he is **National Surety Leader and Senior Executive** of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, the companies described in and which executed the above instrument; that he knows the seals of said Companies; that the seals affixed to said instrument are such corporate seals; that they were so affixed by order of the Boards of Directors of said Companies; and that he signed his name thereto by like order.

Notarial  
Seal  
Affixed



**David A. Kotnik, Attorney at Law, Notary Public**  
My Commission Does Not Expire (Sec. 147.03 Ohio Revised Code)

State of Ohio  
County of Medina ss.:

I, **Frank A. Carrino**, Secretary of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney, executed by said Companies, which is still in full force and effect; and furthermore, the resolutions of the Boards of Directors, set out in the Power of Attorney are in full force and effect.

In Witness Whereof, I have hereunto set my hand and affixed the seals of said Companies at Westfield Center, Ohio, this **10th** day of **March, 2015** A.D.



**Frank A. Carrino, Secretary**

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: LOT1500000005**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

<input type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input checked="" type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Ohio Farmers Insurance Company

Company

Jeremy Kauffman  
Attorney-in-fact

Authorized Signature

03/10/15

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.  
 Revised 6/8/2012

- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

**7. MISCELLANEOUS:**

- 7.1 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 7.2 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract.

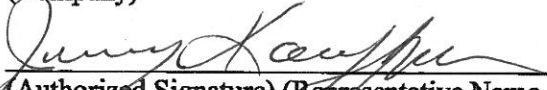
**Contract Manager:** Jeremy Kauffman  
**Vendor's Address:** 135 Corporate Centre Drive, Suite 530  
Scott Depot, WV 25560  
**Telephone Number:** 304-757-2890  
**Fax Number:** 304-757-9608  
**Email Address:** JeremyKauffman@westfieldgrp.com

**CERTIFICATION AND SIGNATURE PAGE**

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Ohio Farmers Insurance Company

(Company)



(Authorized Signature) (Representative Name, Title)

Jeremy Kauffman, Attorney-in-fact

304-757-2890    304-757-9608    03/10/15

(Phone Number) (Fax Number) (Date)



# West Virginia Offices of the Insurance Commissioner



## Certificate of Authority

Whereas, **OHIO FARMERS INSURANCE COMPANY**, domiciled in the State of **OHIO**, has complied with all the requirements of the laws of this State so as to entitle it to transact its appropriate business in the State of West Virginia.

Therefore, I the undersigned, Insurance Commissioner of the State of West Virginia, pursuant to the authority vested in me by the laws of this State, do hereby authorize it to transact the business of insurance as defined in Chapter 33

CASUALTY - ARTICLE 1, SECTION 10(e)  
FIRE - ARTICLE 1, SECTION 10(c)  
MARINE - ARTICLE 1, SECTION 10(d)  
SURETY - ARTICLE 1, SECTION 10(f) (1)  
SURETY - ARTICLE 1, SECTION 10(f) (2)  
SURETY - ARTICLE 1, SECTION 10(f) (3)

of the 1931 Code of West Virginia as amended, in the State of West Virginia in accordance with the laws thereof until midnight on the 31st day of May, 2015, unless this license be sooner revoked. Pursuant to W. Va. Code §33-3-2(c), the above authorization does not allow the insurer to transact a kind of insurance in this State unless duly authorized or qualified to transact such insurance in the state or country of its domicile.

In Testimony Whereof, I have hereunto set my hand and affixed my seal of office at the City of Charleston this 1st day of June, 2014.

*Michael D. Riley*

Michael D. Riley  
Insurance Commissioner

NAIC # 24104  
WV File # 0558





State of West Virginia  
Offices of the Insurance Commissioner

EARL RAY TOMBLIN  
Governor

MICHAEL D. RILEY  
Insurance Commissioner

MAY 2014

INFORMATIONAL MEMO

**TO: All Property & Casualty Insurance Companies Licensed in WV**

The West Virginia Offices of the Insurance Commissioner (the "WV OIC"), Financial Conditions Division, generated a survey in 2012 for all Property & Casualty insurance companies authorized to transact Surety lines of business in West Virginia. Each company was asked to indicate the type of Surety their company was authorized to transact.

In lieu of the documents submitted by each company, enclosed is your new Certificate of Authority with reflections to the new line(s) of business.

**Please note: At this time, the WV OIC does not have the authority to authorize Bail Bond approvals. Please contact the specific county courthouse for that authorization.**

In addition, our system was recently updated to reflect a new line of business for all Property & Casualty insurance companies who are authorized to write Casualty with Workers' Compensation. The new line of business is titled Casualty – Article 1, Section 10(e)(14).

**Please review your Certificate of Authority thoroughly!!!**

If you have any questions regarding your Certificate of Authority, please contact Cristy Dunlap at [cristy.dunlap@wvinsurance.gov](mailto:cristy.dunlap@wvinsurance.gov)

Office of Risk Assessment  
50 West Town Street  
Third Floor - Suite 300  
Columbus, Ohio 43215  
(614)644-2658  
Fax(614)644-3256  
www.insurance.ohio.gov

## Ohio Department of Insurance

John R. Kasich - Governor

Mary Taylor - Lt. Governor/Director

### Certificate of Compliance



Issued 06/30/2014

Effective 07/01/2014

Expires 06/30/2015

I, Mary Taylor, hereby certify that I am the Lt. Governor/Director of Insurance in the State of Ohio and have supervision of insurance business in said State and as such I hereby certify that

#### OHIO FARMERS INSURANCE COMPANY

of Ohio is duly organized under the laws of this State and is authorized to transact the business of insurance under the following section(s) of the Ohio Revised Code:

##### Section 3929.01 (A)

Accident & Health

Aircraft

Allied Lines

Boiler & Machinery

Burglary & Theft

Collectively Renewable A & H

Commercial Auto - Liability

Commercial Auto - No Fault

Commercial Auto - Phys Damage

Credit Accident & Health

Earthquake

Fidelity

Financial Guaranty

Fire

Glass

Group Accident & Health

Guaranteed Renewable A & H

Inland Marine

Medical Malpractice

Multiple Peril - Commercial

Multiple Peril - Farmowners

Multiple Peril - Homeowners

Noncancellable A & H

Nonrenew-Stated Reasons (A&H)

Ocean Marine

Other Accident only

Other Liability

Private Passenger Auto - Liab

Private Passenger Auto-Other

Private Passenger-Phys Damage

Surety

Workers Compensation

OHIO FARMERS INSURANCE COMPANY certified in its annual statement to this Department as of December 31, 2013 that it has admitted assets in the amount of \$2,404,576,906, liabilities in the amount of \$595,886,710, and surplus of at least \$1,808,690,196.

IN WITNESS WHEREOF, I have hereunto subscribed my name and caused my seal to be affixed at Columbus, Ohio, this day and date.

*Mary Taylor*

Mary Taylor, Lt. Governor/Director



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## Ohio Farmers Insurance Company (2)

A.M. Best #: 002381 NAIC #: 24104 FEIN #: 340438190

### Mailing Address

P.O. Box 5001  
Westfield Center, OH 44251-5001  
[United States](#)

[View Additional Address Information](#)

Web: [www.westfieldinsurance.com](http://www.westfieldinsurance.com)

Phone: 330-887-0101

Fax: 330-887-0840

Assigned to companies that have, in our opinion, an excellent ability to meet their ongoing insurance obligations.



Based on A.M. Best's analysis, [002381 - Ohio Farmers Insurance Company](#) is the **AMB Ultimate Parent** and identifies the topmost entity of the corporate structure. View a list of [operating insurance entities](#) in this structure.

## Best's Credit Ratings

### Financial Strength Rating View Definition

**Rating:** A (Excellent)  
**Affiliation Code:** p (Pooled)  
**Financial Size Category:** XIV (\$1.5 Billion to \$2 Billion)  
**Outlook:** Stable  
**Action:** Affirmed  
**Effective Date:** November 19, 2014  
**Initial Rating Date:** June 30, 1911

### Best's Credit Rating Analyst

**Rating Issued by:** A.M. Best Company, Inc.  
**Senior Financial Analyst:** Kenneth E. Tappen  
**Assistant Vice President:** Joseph A. Burtone

### Disclosure Information

[View A.M. Best's Rating Disclosure Statement](#)

### Long-Term Issuer Credit Rating View Definition

**Long-Term:** a+  
**Outlook:** Stable  
**Action:** Affirmed  
**Effective Date:** November 19, 2014  
**Initial Rating Date:** November 30, 2007

u Denotes [Under Review Best's Rating](#)

## Related Financial and Analytical Data

The following links provide access to related data records that A.M. Best utilizes to provide financial and analytical data on a consolidated or branch basis.

AMB #	Company Name	Company Description
019789	Westfield Group (C)	Represents the "as filed" Company Consolidated financials for the Property/Casualty business of this legal entity.
000730	Westfield Group (G)	Represents the A.M. Best Consolidated financials for the Property/Casualty business of this legal entity.
Rating Unit		

## Reports and News

Visit Best's News and Analysis site for the latest [news and press releases](#) for this company and its A.M. Best Group.

**AMB Credit Report** - includes Best's Financial Strength Rating and rationale along with comprehensive analytical commentary, detailed business overview and key financial data.  
Report Revision Date: 11/20/2014 (represents the latest significant change).

Historical Reports are available in [AMB Credit Report Archive](#).

**Best's Executive Summary Reports (Financial Overview)** - available in three versions, these presentation style reports feature balance sheet, income statement, key financial performance tests including profitability, liquidity and reserve analysis.  
**Data Status:** 2015 Best's Statement File - P/C, US Contains data compiled as of 3/3/2015 Quality Cross Checked.

- **Single Company** - five years of financial data specifically on this company.
- **Comparison** - side-by-side financial analysis of this company with a peer group of up to five other companies you select.
- **Composite** - evaluate this company's financials against a peer group composite. Report displays both the average and total composite of your selected peer group.

**Best's Key Rating Guide Presentation Report** - includes Best's Financial Strength Rating and financial data as provided in the most current edition of Best's Key Rating Guide products. (Quality Cross Checked).

## Financial and Analytical Products

[Best's Insurance Reports - Online - P/C, US & Canada](#)

[Best's Key Rating Guide - P/C, US & Canada](#)

[Best's Statement File - P/C, US](#)

[Best's Executive Summary Report - Comparison - Property/Casualty](#)

[Best's Executive Summary Report - Composite - Property/Casualty](#)

[Best's Statement File - Global](#)

[Best's Regulatory Center Market Share Reports](#)

[Best's State Line - P/C, US](#)

[Best's Corporate Changes and Retirements - P/C, US/CN](#)

[Best's Insurance Expense Exhibit \(IEE\) - P/C, US](#)

[Best's Schedule P \(Loss Reserves\) - P/C, US](#)

[Best's Regulatory Center](#)

[Best's Schedule D \(Corporate Bonds\) - US](#)

[Best's Schedule D \(Common Stocks\) - US](#)

[Best's Schedule D \(Municipal Bonds\) - US](#)

[Best's Schedule F \(Reinsurance\) - P/C, US](#)

#### European Union Disclosures

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#### Australian Disclosures

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

**Important Notice:** Best's Ratings reflect our independent opinion, based on a comprehensive quantitative and qualitative evaluation of a company's balance sheet strength, operating performance and business profile. These ratings are neither a warranty of a company's financial strength nor its ability to meet its financial obligations, including those to policyholders. View our [entire notice](#) for complete details.

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A.M. Best Worldwide Headquarters, Ambest Road, Oldwick, New Jersey, 08858, U.S.A.

# 000730 - Westfield Group

**Report Revision Date:** 11/20/2014

Rating and Commentary <sup>1</sup>	Financial <sup>2</sup>	General Information <sup>3</sup>
<b>Best's Credit Rating:</b> N/A <b>Rating Rationale:</b> 11/19/2014 <b>Report Commentary:</b> 11/20/2014	<b>Time Period:</b> Annual - 2014 <b>Last Updated:</b> 02/25/2015 <b>Status:</b> Quality Cross Checked	<b>Corporate Structure:</b> N/A <b>States Licensed:</b> N/A <b>Officers and Directors:</b> N/A
 <a href="#">Best's Credit Rating Methodology</a>	<a href="#">Disclaimer</a>	 <a href="#">Best's Rating Guide</a>

## Additional Online Resources

[Related News](#)

[Rating Activity and Announcements](#)

[Company Overview](#)

[Archived AMB Credit Reports](#)

[Corporate Changes & Retirements](#)

[AMB Country Risk Reports - United States](#)

<sup>1</sup> The **Rating and Commentary** dates outline the most recent updates to the company's Best's Credit Rating, Rating Rationale, and Report Commentary for key rating and business changes. Report Commentary may include significant changes to the Business Profile, Risk Management, Operating Performance, Balance Sheet Strength, or Reinsurance sections of the report.

<sup>2</sup> The **Financial** dates reflect the current status of the financial tables and charts found within the AMB Credit Report, including whether the data was loaded "As Received" or had been run through A.M. Best "Quality Cross Checks".

<sup>3</sup> The **General Information** dates cover key changes made to Corporate Structure, States Licensed, or Officers and Directors.

**Associated With:** Ohio Farmers Insurance Company

## Westfield Group

One Park Circle, Westfield Center, Ohio, United States 44251-5001  
**Mailing Address:** P.O. Box 5001, Westfield Center, Ohio, United States 44251-5001

**Tel.:** 330-887-0101

**Web:** [www.westfieldinsurance.com](http://www.westfieldinsurance.com)

**Fax:** 330-887-0840

**AMB #:** 000730

**Associated Ultimate Parent #:** 002381

**NAIC #:** N/A

**FEIN #:** N/A

**Report Revision Date:** 11/20/2014

## Rating Rationale

**Rating Rationale:** The ratings and outlooks of the members of Westfield Group reflect the group's strong risk-adjusted capitalization, solid five-year operating performance and local markets expertise. Partially offsetting these positive rating factors is the group's geographic concentration of business within mainly two states, which exposes it to weather-related catastrophe losses, as well as adverse legal and regulatory actions.

These positive rating factors are derived from management's conservative operating philosophy, focus on profitability from diversified product offerings and the group's long-standing agency relationships. The group's favorable five-year underwriting results, excluding 2011, followed several years of pricing, underwriting and agency management strategies initiated by Westfield's seasoned management team that were executed through a network of well-established independent agents. In addition, claims were closely monitored and internal processes and workflows enhanced. Sophisticated automation allows management to closely monitor exposures and pricing levels in order to sustain its current level of profitability. Furthermore, the group's operating earnings have rebounded favorably in recent years, following substantial operating losses in 2011 due to increased catastrophe losses.

As nearly one-third of the group's business is written in Ohio, it is exposed to weather-related catastrophe losses. In 2011, the group reported significant operating losses, driven by large underwriting losses. These underwriting losses were reflective of Midwestern tornado and hail events that adversely impacted the group's homeowners and commercial multi-peril lines of business, as well as increased losses on assumed reinsurance business primarily attributable to the Japan earthquake and tsunami and the New Zealand earthquake. However, the group actively manages its exposure concentrations and maintains a comprehensive reinsurance program designed to cover a 1-in-500-year modeled catastrophe event. In addition, the group maintains an above-average underwriting expense ratio, which is reflective of elevated commission expenses due to its independent agency network. However, in an effort to reduce commissions, management modified its agents' profit-sharing program.

While the ratings are stable, positive rating actions could occur if there were sustained long-term improvement in operating performance and continuation of strong overall capitalization. Negative rating actions could occur if there were unfavorable operating performance and/or surplus deterioration.

## Rating Unit Members

Westfield Group ( AMB# 000730 )

AMB#	Company	BEST'S		Pool %
		FSR	ICR	
002382	<u>Westfield Insurance Company</u>	A	a+	54.0
002381	<u>Ohio Farmers Insurance Co</u>	A	a+	19.0
004043	<u>Westfield National Ins Co</u>	A	a+	13.0
004499	<u>Old Guard Insurance Company</u>	A	a+	9.0



## Rating Unit Members (Continued ...)

AMB#	Company	BEST'S		Pool %
		FSR	ICR	
002069	American Select Insurance Co	A	a+	5.0

## Key Financial Indicators

Period Ending	Statutory Data (\$000)					
	Premiums Written		Pre-tax Operating Income	Net Income	Total Admitted Assets	Policyholders' Surplus
	Direct	Net				
2014	1,778,180	1,733,059	176,369	149,907	4,784,462	1,902,450
2013	1,694,047	1,675,391	207,599	203,560	4,548,745	1,808,690
2012	1,612,701	1,606,982	138,092	146,488	4,179,632	1,525,563
2011	1,549,283	1,535,537	-52,424	-37,195	3,925,634	1,361,710
2010	1,484,652	1,477,693	132,910	120,344	3,759,662	1,382,899

Period Ending	Profitability			Leverage			Liquidity	
	Combined Ratio	Investment Yield (%)	Pre-tax ROR (%)	Non-Affiliated Investment Leverage	NPW to PHS	Net Leverage	Overall Liquidity (%)	Operating Cash-flow (%)
2014	97.2	3.6	10.4	58.5	0.9	2.4	166.0	110.9
2013	94.7	3.4	12.7	57.8	0.9	2.4	166.0	111.7
2012	99.3	3.8	8.7	62.7	1.1	2.8	157.5	107.9
2011	111.8	4.2	-3.5	55.3	1.1	3.0	153.1	106.6
2010	99.6	4.2	9.0	46.9	1.1	2.8	158.2	112.0
5-Yr Avg	100.3	3.8	7.6	...	...	...	...	...

(\*) Within several financial tables of this report, this company is compared against the Commercial Casualty Composite.

(\*) Data reflected within all tables of this report has been compiled through the A.M. Best Consolidation of statutory filings.

## Business Profile

Westfield Group consists of five multi-line property/casualty companies, led by the Westfield Insurance Company, that write business primarily in the Midwest and South Atlantic regions of the United States. The group ranks among the ten largest writers in Ohio and among the 50 largest in the United States based on direct premium writings. The overall mix of the group's book of business is approximately 35% personal and 65% commercial lines. The group offers a broad range of insurance and related products to individuals and businesses including various package policies (personal and commercial), workers' compensation, fire and allied lines, automobile, inland marine, homeowners, farm, agribusiness and fidelity and surety. Westfield is represented by approximately 950 independent agencies, who are serviced through 42 service offices located throughout the group's territory of operations.

Operations emphasize long-standing relationships as is demonstrated by 27 agencies representing the group for more than 100 years. In addition, the group has shown growth outside of Ohio, increasing its market penetration in neighboring Midwestern states. In 2000, Westfield acquired the Old Guard group of insurance companies (Lancaster, Pennsylvania) to diversify geographic risk. Members of the Westfield Group operate under a pooling agreement that was first entered into in 1957. This agreement was revised as of January 1, 2001, to include the Old Guard companies.

Westfield Bank, F.S.B., a wholly owned subsidiary of Westfield Bancorp, is a full service bank, which opened for business in February 2001. Westfield Management Company allocates the group's corporate employee resources to each entity. Westfield Marketing LLC was formed in 2009. Westfield Services, Inc. was contributed to Westfield Marketing as its solely owned subsidiary. The formation of Westfield Marketing, and contribution of Westfield Services, allows for better alignment of Westfield Services with the insurance operation. Westfield Financial Corp. and its wholly-owned subsidiary, Ward Financial Group, Inc., were sold by Ohio Farmers Insurance Company to Aon Corp. on July 19, 2011. Ward is a provider of benchmarking and consulting services to the insurance industry.

## Scope of Operations

### Total Premium Composition & Growth Analysis

Period Ending	Direct Premiums Written		Reinsurance Premiums Assumed		Reinsurance Premiums Ceded		Net Premiums Written		Net Premiums Earned	
	(\$000)	(%Chg)	(\$000)	(%Chg)	(\$000)	(%Chg)	(\$000)	(%Chg)	(\$000)	(%Chg)
2014	1,778,180	5.0	54,037	-28.3	99,157	5.4	1,733,059	3.4	1,692,992	3.4
2013	1,694,047	5.0	75,412	-6.3	94,069	9.1	1,675,391	4.3	1,637,735	3.4
2012	1,612,701	4.1	80,524	18.2	86,243	5.4	1,606,982	4.7	1,583,333	5.0
2011	1,549,283	4.4	68,099	7.4	81,845	16.3	1,535,537	3.9	1,507,459	2.2
2010	1,484,652	1.0	63,406	43.2	70,365	-0.9	1,477,693	2.3	1,474,883	2.1
5-Yr CAGR	XX	3.9	XX	4.1	XX	6.9	XX	3.7	XX	3.2

## Business Trends

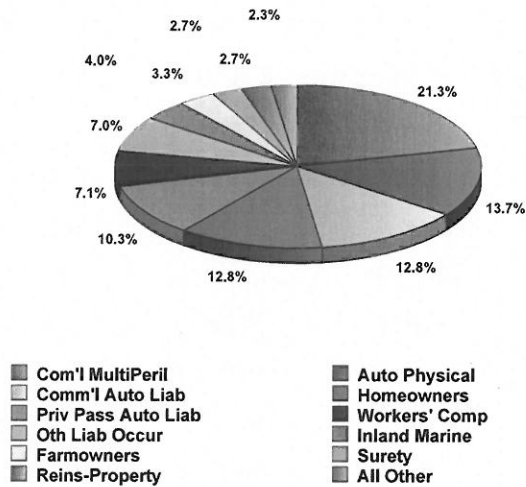


## Business Trends (Continued ...)

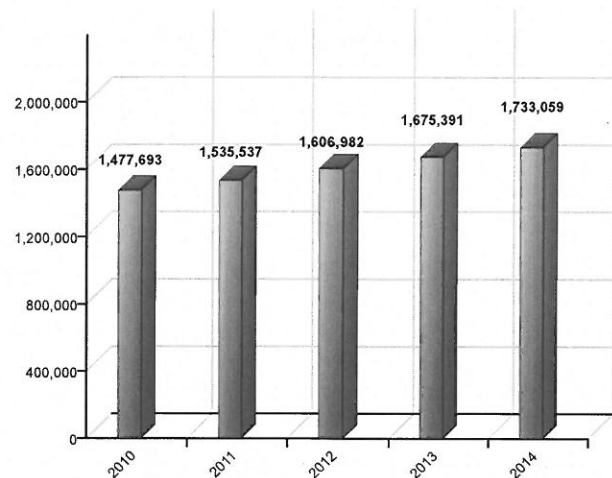
## 2014 By-Line Business (\$000)

Product Line	Direct Premiums Written		Reinsurance Premiums Assumed		Reinsurance Premiums Ceded		Net Premiums Written		Business Retention (%)
	(\$000)	(%)	(\$000)	(%)	(\$000)	(%)	(\$000)	(%)	
Com'l MultiPeril	390,293	21.9	27	0.1	21,243	21.4	369,077	21.3	94.6
Auto Physical	239,522	13.5	9	...	1,900	1.9	237,630	13.7	99.2
Comm'l Auto Liab	224,980	12.7	594	1.1	3,340	3.4	222,235	12.8	98.5
Homeowners	231,583	13.0	756	1.4	10,957	11.0	221,382	12.8	95.3
Priv Pass Auto Liab	184,448	10.4	...	...	6,097	6.1	178,351	10.3	96.7
Workers' Comp	128,203	7.2	5,832	10.8	11,310	11.4	122,725	7.1	91.6
Oth Liab Occur	140,861	7.9	171	0.3	19,448	19.6	121,583	7.0	86.2
Inland Marine	70,287	4.0	...	...	1,689	1.7	68,598	4.0	97.6
Farmowners	60,415	3.4	...	...	2,372	2.4	58,044	3.3	96.1
Surety	51,939	2.9	1	...	4,828	4.9	47,113	2.7	90.7
Reins-Property	...	...	46,145	85.4	...	...	46,145	2.7	100.0
All Other	55,648	3.1	502	0.9	15,974	16.1	40,176	2.3	71.6
Total	1,778,180	100.0	54,037	100.0	99,157	100.0	1,733,059	100.0	94.6

2014 Top Product Lines of Business (Net Premiums Written)



5 Years of Net Premiums Written (\$000)



**Business Trends (Continued ...)****By-Line Reserve (\$000)**

Product Line	2014	2013	2012	2011	2010
Com'l MultiPeril	408,393	403,511	405,033	418,150	393,632
Auto Physical	21,572	17,074	17,390	18,780	16,118
Comm'l Auto Liab	298,291	269,289	241,336	233,767	219,610
Homeowners	44,741	43,968	47,460	60,992	61,012
Priv Pass Auto Liab	153,187	160,547	166,948	171,567	167,269
Workers' Comp	255,218	274,692	289,859	284,285	263,076
Oth Liab Occur	207,554	196,607	195,114	190,138	151,537
Inland Marine	8,107	6,265	6,675	9,467	5,907
Farmowners	6,938	6,346	9,904	10,292	11,609
Surety	16,769	18,802	22,821	20,427	15,091
Reins-Property	25,966	45,847	25,761	45,771	31,878
All Other	38,669	49,864	51,749	51,760	50,404
Total	1,485,404	1,492,811	1,480,050	1,515,394	1,387,142

**Market Share / Market Presence****Geographical Breakdown By Direct Premium Writings (\$000)**

	2014	2013	2012	2011	2010
Ohio	534,377	522,105	504,977	485,731	476,619
Pennsylvania	202,871	206,501	205,181	207,209	203,113
Florida	121,860	111,229	96,434	88,454	83,912
Illinois	118,793	104,870	98,662	94,311	89,056
Indiana	110,402	103,576	100,394	93,132	91,490
West Virginia	99,080	99,555	101,778	103,900	104,201
Michigan	95,951	85,510	75,129	69,264	65,670
Tennessee	76,079	68,040	60,573	59,060	58,194
Georgia	72,674	68,854	64,174	61,019	54,539
Minnesota	61,702	59,598	57,280	55,457	52,836
All Other	284,391	264,209	248,119	231,748	205,022
Total	1,778,180	1,694,047	1,612,701	1,549,283	1,484,652

## Risk Management

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Westfield maintains a formal ERM program with a governance structure that includes its board of directors, an audit and ERM committee, an ERM leadership committee, an emerging risk panel, a cross-functional ERM team and an enterprise risk management department. The group continually evaluates its ERM capabilities to ensure they match their risk profile. Westfield closely monitors its top ERM risks, its risk appetite and has employed economic capital modeling with multiple scenario analysis for better understanding of its risk exposure.

**Catastrophe Exposure & Management:** Westfield is modestly dependent on reinsurance to manage its risk as evidenced by reinsurance recoverable and ceded reinsurance leverage ratios, which are significantly lower than the commercial casualty industry composite. The group maintains a comprehensive excess of loss reinsurance program that protects surplus from ordinary shock losses. Through the use of outside consultants, management performs extensive natural catastrophe modeling annually in order to better manage its retained exposure. A comprehensive catastrophe reinsurance program limits the group's pre-tax net probable maximum loss expected to arise from a 100-year hurricane event to less than 5% of policyholders' surplus.

Westfield's multiple-line excess of loss agreement excludes loss from terrorism committed on behalf of a foreign interest as defined under the Terrorism Risk Insurance Act (TRIA), including the TRIA Extension Act of 2007 for targeted classes. In addition to excluding a TRIA "insured loss" committed on behalf of a foreign interest, the property catastrophe agreements also exclude any act of terrorism involving the use of a weapon of mass destruction. Based on the group's exposures, these terrorism exclusions do not expose the group to significant additional risk.

## Operating Performance

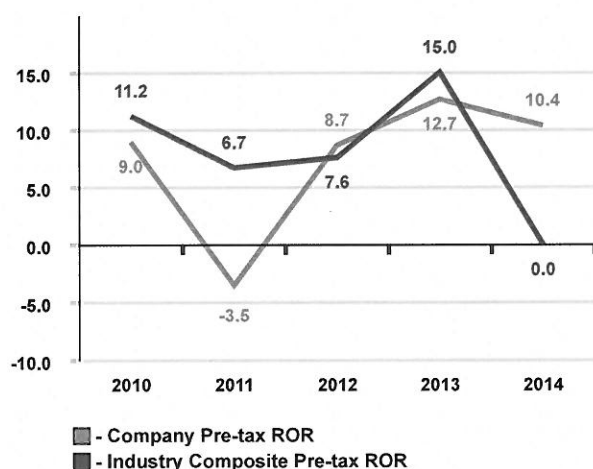
**Operating Results:** Westfield has produced solid operating earnings over the previous five-year period. Pre-tax operating earnings were driven by a reliable stream of investment income, which was partially offset by five-year underwriting losses that occurred entirely in 2011. Consistent investment income supported the earnings of the group and were generated primarily by its high-quality bond portfolio. Nonetheless, the group has produced solid capital gains for the previous five-year period due to improved market conditions, which augmented total ROR and ROE in those years.

The group's operating results significantly deteriorated in 2011, driven by large underwriting losses. These underwriting losses were reflective of numerous Midwestern tornado and hail events that adversely impacted the group's homeowners and commercial multi-peril lines of business, as well as increased losses on assumed reinsurance business primarily attributable to the Japan earthquake and tsunami and the New Zealand earthquake. In recent years, the group's operating results rebounded as it reported favorable operating earnings, driven by consistent investment income, modest other income and underwriting income. In addition, the group continues to report solid total ROR and ROE, which outpace the commercial casualty composite due to stock market appreciation over the last few years.

### Profitability Analysis

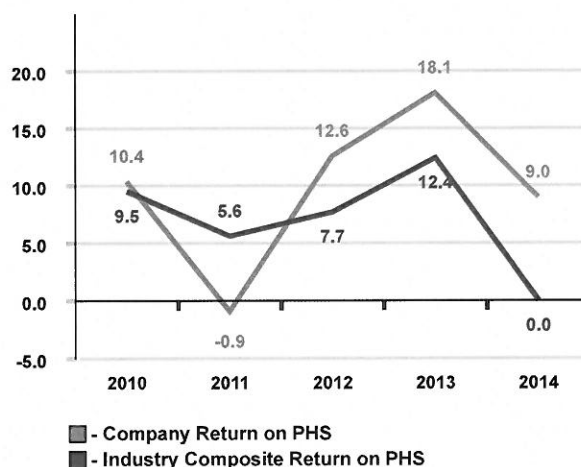
Period Ending	Company							Industry Composite		
	Pre-tax Operating Income (\$000)	After-tax Operating Income (\$000)	Net Income (\$000)	Total Return (\$000)	Pre-tax ROR (%)	Return on PHS (%)	Operating Ratio (%)	Pre-tax ROR (%)	Return on PHS (%)	Operating Ratio (%)
2014	176,369	129,363	149,907	166,379	10.4	9.0	89.5	...	...	...
2013	207,599	161,306	203,560	301,346	12.7	18.1	87.5	15.0	12.4	84.5
2012	138,092	103,735	146,488	181,945	8.7	12.6	91.5	7.6	7.7	91.5
2011	-52,424	-38,122	-37,195	-11,710	-3.5	-0.9	103.3	6.7	5.6	93.0
2010	132,910	85,596	120,344	136,505	9.0	10.4	91.5	11.2	9.5	88.1
5-Yr Avg/Tot	602,545	441,879	583,104	774,466	7.6	10.1	92.5	...	...	...

Pre-tax ROR Comparison with Industry Composite



\* Industry Composite - Commercial Casualty Composite

Return on PHS Comparison with Industry Composite



\* Industry Composite - Commercial Casualty Composite

## Underwriting Results

**Underwriting Results:** Westfield produced moderate five-year underwriting losses although its five-year combined ratio compares favorably to the commercial casualty industry composite. Modest to solid underwriting earnings reported in four out of five years were more than offset by significant underwriting losses in 2011 due to extraordinary catastrophe losses. The favorable underwriting results reported for most of the period were attributable to the implementation of significant underwriting, pricing and agency management strategies. In addition, specific geographic markets and lines of business that were historically unprofitable were de-emphasized. Five-year underwriting results were driven by a below-average loss and loss adjustment expense (LAE) ratio, partially offset by an above-average underwriting expense ratio. The favorable loss and LAE ratio was reflective of better-than-average loss experience for its commercial multi-peril, commercial auto liability, general liability and inland marine lines of business, partially offset by worse-than-average loss experience for its homeowners and workers' compensation lines of business. The above-average underwriting expense ratio was reflective of elevated commission expenses due to its independent agency network. In order to reduce commissions, management modified its agents' profit-sharing program beginning in 2009. Underwriting results have been adversely impacted over the previous five-year period by catastrophe losses. However, catastrophe exposure is managed by maintaining a favorable balance between commercial and personal lines of business and an emphasis on increasing Westfield's commercial premiums as a percentage of total writings.

The group's underwriting results significantly deteriorated in 2011, driven by April and May tornadoes and hailstorms which produced net incurred catastrophe losses of \$118.4 million, compared to \$71.2 million in 2010. In addition, 2011 underwriting results were adversely impacted by assumed reinsurance losses, driven by the Japanese earthquake and tsunami and the New Zealand earthquake. However, Westfield reported significantly improved underwriting results in recent years, despite net incurred catastrophe losses of \$114.4 million in 2012. These catastrophe losses were driven by the June Derecho Storm and Hurricane Sandy. The group did have a portion of the January 2012 Costa Concordia cruise ship loss on its assumed reinsurance program, although the overall program has been profitable since 2012. More recently, underwriting results have continued to improve due to numerous strategic initiatives implemented by management and reduced catastrophe losses. Recent strategic initiatives implemented by management included significant rate increases for its property and workers' compensation lines of business, moderate rate increases for other lines of business, increased homeowners minimum policy deductibles, the increased use of wind/hail deductibles, the implementation of homeowners pricing by peril, the discontinuation of unsupported homeowners new business writings and the elimination of unprofitable agents.

## Underwriting Experience

Year	Company								Industry Composite	
	Net Undrw Income (\$000)	Loss Ratios			Expense Ratios			Div. Pol.	Comb. Ratio	Comb. Ratio
		Pure Loss	LAE	Loss & LAE	Net Comm	Other Exp.	Total Exp.			
2014	33,612	51.7	11.8	63.5	18.3	15.3	33.6	0.1	97.2	...
2013	73,736	47.7	12.1	59.8	18.6	16.2	34.8	0.1	94.7	98.8
2012	3,311	53.3	11.6	64.9	17.9	16.4	34.3	0.1	99.3	105.7
2011	-186,862	67.5	11.8	79.3	17.4	15.1	32.4	0.1	111.8	107.7
2010	4,334	56.4	10.1	66.5	17.8	15.3	33.1	0.1	99.6	104.3
5-Yr Avg/Tot	-71,868	55.1	11.5	66.6	18.0	15.7	33.7	0.1	100.3	...

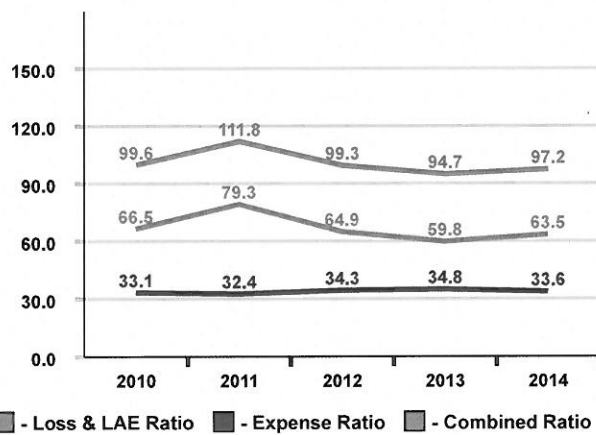


## Underwriting Results (Continued ...)

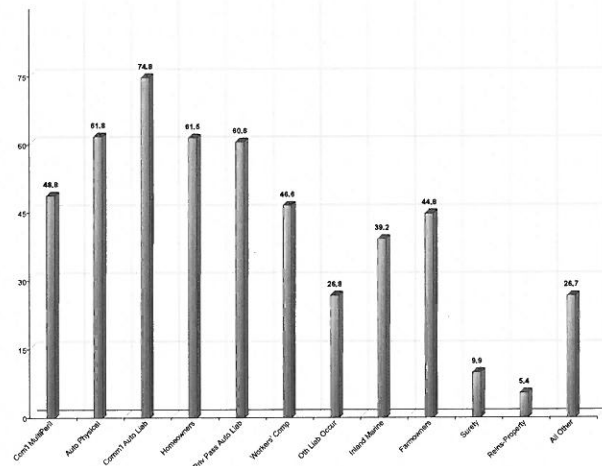
## Loss Ratio By Line

Product Line	2014	2013	2012	2011	2010	5-Yr. Avg.
Com'l MultiPeril	48.8	45.9	46.7	68.0	49.5	51.5
Auto Physical	61.8	56.5	58.3	67.1	59.7	60.6
Comm'l Auto Liab	74.8	66.3	52.0	58.1	53.3	61.8
Homeowners	61.5	51.2	64.6	88.9	73.3	67.2
Priv Pass Auto Liab	60.6	58.1	55.1	57.8	56.2	57.5
Workers' Comp	46.6	51.4	72.0	86.3	82.2	67.3
Oth Liab Occur	26.8	21.8	26.0	54.4	64.5	37.8
Inland Marine	39.2	35.2	35.1	42.8	38.4	38.1
Farmowners	44.8	37.3	59.8	64.9	58.3	52.5
Surety	9.9	5.7	60.4	23.2	10.9	22.0
Reins-Property	5.4	31.2	54.1	116.8	46.3	53.1
All Other	26.7	34.0	50.9	48.7	42.0	40.1
Total	51.7	47.7	53.3	67.5	56.4	55.1

Combined Ratio



2014 Pure Loss Ratio by Product Line



## Underwriting Results (Continued ...)

### Direct Loss Ratios By State

	2014	2013	2012	2011	2010	5-Yr. Avg.
Ohio	46.4	44.3	51.2	59.6	47.7	49.7
Pennsylvania	60.3	42.9	57.8	76.4	65.9	60.6
Florida	57.5	47.1	38.2	48.4	53.8	49.3
Illinois	62.4	50.2	46.3	76.6	55.7	58.2
Indiana	48.5	53.4	53.1	62.2	48.7	53.0
West Virginia	53.0	43.6	53.5	47.0	57.4	50.9
Michigan	53.4	53.3	40.1	80.3	57.0	56.3
Tennessee	52.6	36.0	63.9	123.2	77.7	69.3
Georgia	56.4	47.4	51.6	66.4	61.0	56.2
Minnesota	46.1	95.9	55.3	70.1	52.4	64.0
All Other	52.2	53.4	71.5	75.1	56.3	61.3
Total	52.3	48.6	54.5	67.8	55.1	55.5

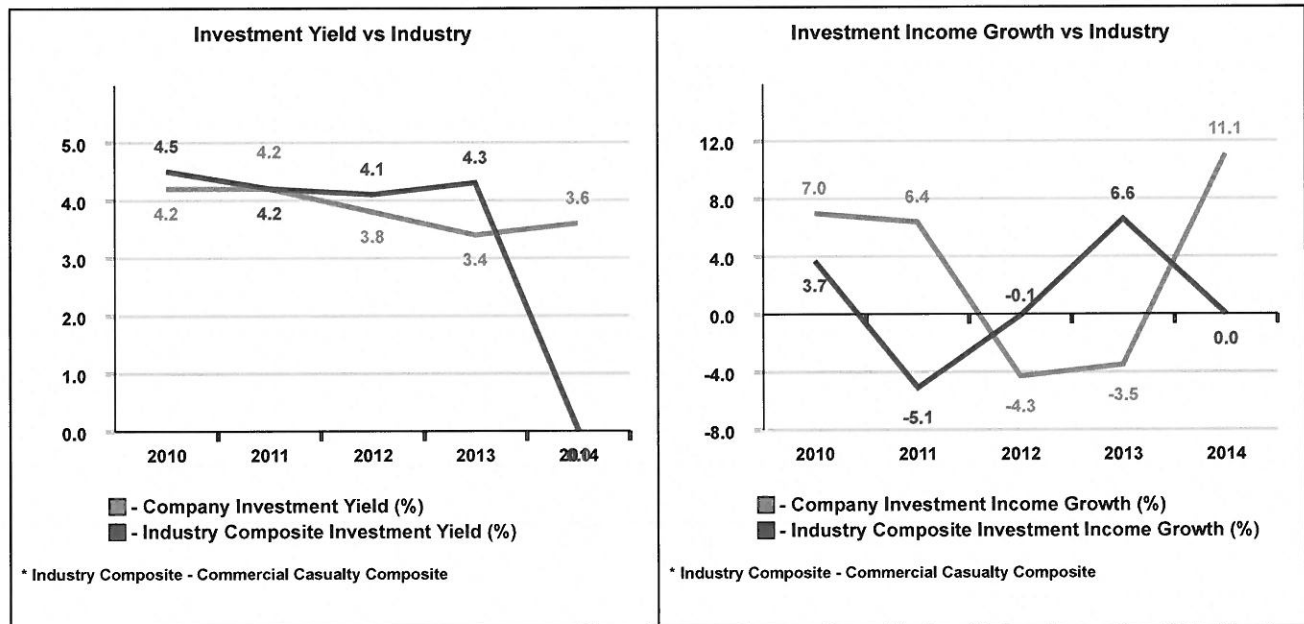
## Investment Results

**Investment Results:** Westfield's net investment income has gradually declined in recent years, driven by decreasing net investment yields from lower market interest rates and a reduced average maturity on its bond portfolio. The group's five-year net investment yield is modestly lower than the commercial casualty industry composite. However, the group's five-year total return on invested assets is higher than industry norms due to solid capital gains for the period. The group reported reduced realized capital gains in 2011, primarily driven by the sale of its wholly-owned subsidiary, Westfield Financial Corp. However, the group reported solid capital gains for the remainder of the period due to improved market conditions, which resulted in an enhanced total return on invested assets in those years.

### Investment Gains

Year	Company							Industry Composite	
	Net Investment Income (\$000)	Realized Capital Gains (\$000)	Unrealized Capital Gains (\$000)	Investment Income Growth (%)	Investment Yield (%)	Return on Invested Assets (%)	Pre-tax Invest Total Return (%)	Investment Income Growth (%)	Investment Yield (%)
2014	131,187	20,544	16,472	11.1	3.6	4.1	4.9	...	...
2013	118,085	42,254	97,787	-3.5	3.4	4.7	9.4	6.6	4.3
2012	122,370	42,752	35,457	-4.3	3.8	5.2	7.4	-0.1	4.1
2011	127,842	927	25,485	6.4	4.2	4.2	4.7	-5.1	4.2
2010	120,163	34,748	16,161	7.0	4.2	5.4	7.0	3.7	4.5
5-Yr Avg/Tot	619,646	141,225	191,362	3.1	3.8	4.7	6.7	...	...

## Investment Results (Continued ...)





## Balance Sheet Strength

### Capitalization

**Capitalization:** Westfield maintains strong risk-adjusted capitalization as evidenced by its Best's Capital Adequacy Ratio (BCAR), which comfortably supports its rating. The group's capital position is driven by its modest underwriting leverage, favorable loss reserve development and substantial economic value embedded in its unearned premium reserve, partially offset by above-average common stock leverage and off balance sheet catastrophe exposure. However, the group manages its catastrophic exposure expected to arise from a 100-year hurricane event (its largest peril) to a pre-tax net probable maximum loss (PML) of less than 5.0% of policyholders' surplus.

The group reported solid surplus growth over the previous five-year period. Surplus growth was favorable in four of the past five years, partially offset by surplus declines in 2011. Five-year surplus growth was driven by solid investment income and modest other income, which was partially offset by moderate underwriting losses. In 2011, the group reported a modest decline in statutory surplus, driven by significant underwriting losses due primarily to an increased frequency and severity of catastrophe losses. In recent years, the group reported strong surplus growth, driven by solid pre-tax operating earnings as well as significant realized and unrealized capital gains from improved market conditions.

Current BCAR: 336.7

### Capital Generation Analysis (\$000)

Year	Source of Surplus Growth							% Change in PHS
	Pre-tax Operating Income	Realized Capital Gains	Income Taxes	Unrealized Capital Gains	Net Contributed Capital	Other Changes	Change in PHS	
2014	176,369	20,544	47,005	16,472	...	-72,620	93,759	5.2
2013	207,599	42,254	46,293	97,787	...	-18,220	283,127	18.6
2012	138,092	42,752	34,356	35,457	...	-18,092	163,853	12.0
2011	-52,424	927	-14,302	25,485	...	-9,479	-21,189	-1.5
2010	132,910	34,748	47,313	16,161	...	6,239	142,745	11.5
5-Yr Total	602,545	141,225	160,666	191,362	...	-112,170	662,295	8.9

### Quality of Surplus (\$000)

Year	Surplus Notes	Other Debt	Contributed Capital	Unassigned Surplus	Year End Policyholders Surplus	Conditional Reserves	Adjusted Policyholders Surplus
2014	...	...	423,565	1,478,884	1,902,450	...	1,902,450
2013	...	...	411,262	1,397,428	1,808,690	...	1,808,690
2012	...	...	272,938	1,252,625	1,525,563	...	1,525,563
2011	...	...	235,123	1,126,587	1,361,710	...	1,361,710
2010	...	...	234,882	1,148,017	1,382,899	...	1,382,899

### Underwriting Leverage

**Underwriting Leverage:** Westfield maintains modest underwriting leverage, as measured by its net and gross leverage ratios, which are lower than the commercial casualty industry composite. The group's favorable gross leverage is driven by below-

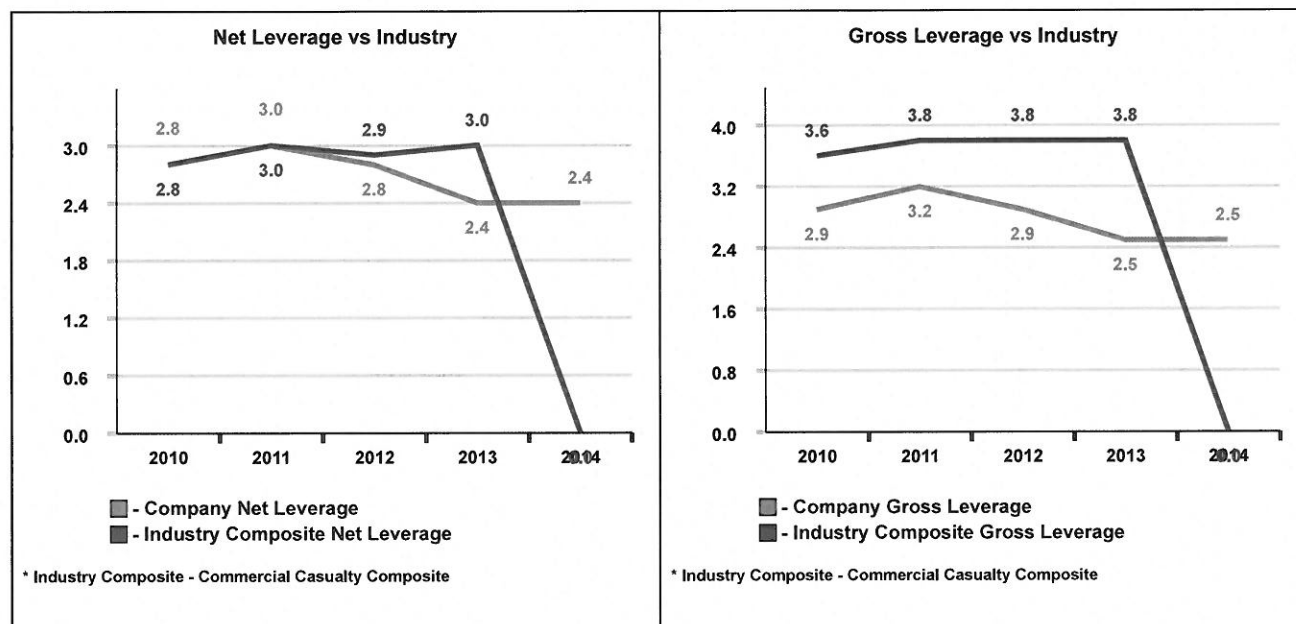
## Underwriting Leverage (Continued ...)

average ceded reinsurance leverage, as it maintains approximately 95% of its direct premium writings. Underwriting leverage measures declined over the previous five-year period due to solid surplus growth, in conjunction with nearly flat growth in net premiums written and modest growth in net liabilities.

The group produced very slight growth in net premiums written over the previous five-year period, attributable to the acquisition of the Old Guard group of companies, rate increases and strategically driven policy growth of the commercial multi-peril line of business. However, the group's net premiums written declined in 2009 due to discontinuance of its agreement to underwrite the John Deere Risk Protection crop insurance program. The program, which generated over \$333 million in direct premiums written at its peak has run-off. Westfield assumed no underwriting risk through the program but retained a fee for services performed. In recent years, net premium written growth has resumed its modest pace, driven by commercial multi-peril, homeowners, commercial auto and homeowners premium growth, partially offset by a premium decline for the private passenger auto line of business. The premium growth in commercial multi-peril and commercial auto was driven by modest policy growth from competitive pricing, while the premium growth in homeowners was primarily by rate increases.

### Leverage Analysis

Year	Company				Industry Composite			
	NPW to PHS	Reserves to PHS	Net Leverage	Gross Leverage	NPW to PHS	Reserves to PHS	Net Leverage	Gross Leverage
2014	0.9	0.8	2.4	2.5	...	...	...	...
2013	0.9	0.8	2.4	2.5	0.8	1.4	3.0	3.8
2012	1.1	1.0	2.8	2.9	0.8	1.4	2.9	3.8
2011	1.1	1.1	3.0	3.2	0.8	1.5	3.0	3.8
2010	1.1	1.0	2.8	2.9	0.7	1.4	2.8	3.6



## Underwriting Leverage (Continued ...)

### Ceded Reinsurance Analysis (\$000)

Year	Company				Industry Composite		
	Ceded Reinsurance Total	Business Retention (%)	Reinsurance Recoverables to PHS (%)	Ceded Reinsurance to PHS (%)	Business Retention (%)	Reinsurance Recoverables to PHS (%)	Ceded Reinsurance to PHS (%)
2014	219,627	94.6	6.3	11.5	...	...	...
2013	207,685	94.7	6.3	11.5	82.6	54.9	81.0
2012	183,727	94.9	6.4	12.0	82.3	57.3	82.2
2011	210,052	94.9	9.4	15.4	82.2	57.8	82.5
2010	145,888	95.5	5.5	10.5	82.3	56.1	78.4

### 2014 Reinsurance Recoverables (\$000)

	Paid & Unpaid Losses	Incurred But Not Reported (IBNR) Losses	Unearned Premiums	Other Recoverables *	Total Reinsurance Recoverables
US Insurers	41,099	23,918	11,295	131	76,443
Pools/Associations	25,575	2,099	291	...	27,965
Other Non-Us	7,671	7,562	825	...	16,058
Total(ex Us Affils)	74,345	33,579	12,411	131	120,466

\* Includes Commissions less Funds Withheld

## Loss Reserves

**Loss Reserves:** The group has reported favorable loss reserve development in nearly all calendar and accident years. The group's loss reserves are established based on management's best estimate of ultimate loss development, exclusive of anticipated salvage and subrogation. Westfield performs quarterly and annual reserve reviews, and all reserves are reviewed by outside actuaries on an annual basis. Proactive claims settlement practices were maintained and management renewed its focus on subrogation over the last several years.

Asbestos and Environmental (A&E) reserves are set at ultimate levels for known claims. In prior calendar and accident years, A&E case reserves were increased significantly due to escalating defense costs. In addition, significant A&E IBNR was established and adjusted annually in anticipation of future claims. A&E reserves currently represent a nominal amount of Westfield's total loss and LAE reserves.

## Loss Reserves (Continued ...)

### Loss and ALAE Reserve Development: Calendar Year (\$000)

Calendar Year	Original Loss Reserves	Developed Reserves Thru 2014	Development to Original (%)	Development to PHS (%)	Developed Reserves to NPE (%)	Unpaid Reserves @ 12/2014	Unpaid Reserves to Developed Reserves (%)
2014	1,386,434	1,386,434	...	...	81.9	1,386,434	100.0
2013	1,401,235	1,314,481	-6.2	-4.8	80.3	860,915	65.5
2012	1,388,459	1,251,171	-9.9	-9.0	79.0	568,222	45.4
2011	1,422,367	1,247,666	-12.3	-12.8	82.8	380,574	30.5
2010	1,302,847	1,095,363	-15.9	-15.0	74.3	270,013	24.7
2009	1,208,846	990,740	-18.0	-17.6	68.6	208,244	21.0

### Loss and ALAE Reserve Development: Accident Year (\$000)

Accident Year	Original Loss Reserves	Developed Reserves Thru 2014	Development to Original (%)	Unpaid Reserves @ 12/2014	Accident Year Loss Ratio	Accident Year Comb. Ratio
2014	525,519	525,519	...	525,519	68.4	102.1
2013	528,132	481,845	-8.8	292,693	63.4	98.3
2012	534,923	479,330	-10.4	187,648	67.8	102.2
2011	611,284	536,823	-12.2	110,561	81.9	114.5
2010	533,551	448,896	-15.9	61,769	68.0	101.1
2009	470,807	373,592	-20.6	38,869	61.1	94.9

### Asbestos And Environmental Reserves Analysis

Year	Company						Industry Composite		
	Net A&E Reserves (\$000)	Reserve Retention (%)	Net Incurred But Not Reported (IBNR) Mix (%)	Survival Ratio (3 Yr)	Comb. Ratio Impact (1 Yr)	Comb. Ratio Impact (3 Yr)	Survival Ratio (3 Yr)	Comb. Ratio Impact (1 Yr)	Comb. Ratio Impact (3 Yr)
2014	45,053	100.0	81.1	15.0	...	...	...	...	...
2013	49,268	100.0	83.8	21.3	...	...	8.4	1.4	1.4
2012	52,004	100.0	83.2	27.5	...	...	8.4	1.2	1.5
2011	54,041	100.0	89.1	XX	...	XX	XX	1.4	XX
2010	56,204	100.0	90.8	XX	...	XX	XX	1.8	XX

## Liquidity

**Liquidity:** Westfield maintains sound balance sheet liquidity, as non-affiliated invested assets comfortably exceed overall liabilities. The group's quick, current and overall liquidity ratios are modestly higher than the commercial casualty industry composite. The current and overall liquidity ratios trended gradually upward over the previous five-year period, driven by solid invested asset growth from positive operating cash flows. The quick liquidity ratio has remained nearly flat over the previous five-year period due to a reduced investment allocation to bonds of less than one-year term, short-term investments and cash.

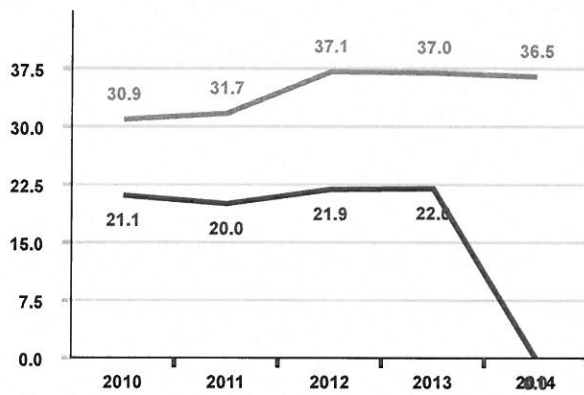
## Liquidity (Continued ...)

Liquidity was enhanced by positive operating cash flows that were generated each year of the previous five-year period and were reflective of the group's solid investment income and modest underwriting losses. Operating cash flow declined in 2009 due to the run-off of premiums from the discontinuation of the John Deere Risk Protection crop insurance program. After returning to historical levels in 2010, operating cash flow declined in 2011 due to increased underwriting deficits, which were driven by significant catastrophe losses. In recent years, operating cash flows trended upwards due to improved underwriting results.

### Liquidity Analysis

Year	Company				Industry Composite			
	Quick Liquidity (%)	Current Liquidity (%)	Overall Liquidity (%)	Gross Agents Balances to PHS(%)	Quick Liquidity (%)	Current Liquidity (%)	Overall Liquidity (%)	Gross Agents Balances to PHS(%)
2014	36.5	124.5	166.0	4.7	...	...	...	...
2013	37.0	125.7	166.0	4.5	22.0	101.4	145.0	10.8
2012	37.1	118.4	157.5	5.2	21.9	100.7	145.4	10.8
2011	31.7	115.1	153.1	5.7	20.0	102.0	145.1	10.1
2010	30.9	120.5	158.2	5.2	21.1	103.7	146.8	8.9

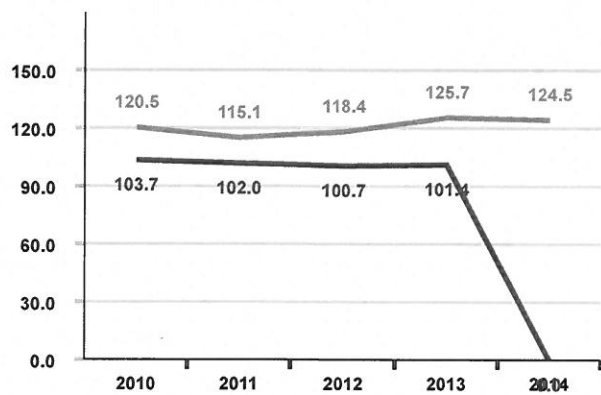
Quick Liquidity vs Industry



■ - Company Quick Liquidity (%)  
■ - Industry Composite Quick Liquidity (%)

\* Industry Composite - Commercial Casualty Composite

Current Liquidity vs Industry



■ - Company Current Liquidity (%)  
■ - Industry Composite Current Liquidity (%)

\* Industry Composite - Commercial Casualty Composite



## Liquidity (Continued ...)

### Cash Flow Analysis (\$000)

Year	Company					Industry Composite	
	Underwriting Cash Flow	Operating Cash Flow	Net Cash Flow	Underwriting Cash Flow (%)	Operating Cash Flow (%)	Underwriting Cash Flow (%)	Operating Cash Flow (%)
2014	50,659	187,126	15,066	103.0	110.9	...	...
2013	90,018	187,470	-4,098	105.9	111.7	106.1	117.5
2012	-2,553	127,594	5,269	99.8	107.9	99.5	112.9
2011	-47,270	103,000	8,649	97.0	106.6	96.6	107.8
2010	70,120	171,880	-52,759	105.1	112.0	96.4	108.5
5-Yr Total	160,974	777,069	-27,873	...	...	...	...

## Investments

**Investments:** Westfield's investment portfolio primarily consists of fixed-income securities and common equities with the remainder held in affiliated investments, other investments, cash and short-term investments. The bond portfolio primarily consists of investment grade public corporate, tax-exempt municipal, government agency, U.S. Treasury and mortgage-backed securities. The objective of the fixed-income portfolio is to provide a predictable and steady stream of investment income and that of the equity portfolio to generate an even greater return than the bond portfolio's.

The group maintains above-average non-affiliated investment leverage, which equates to nearly 60% of surplus at June 30, 2014. Non-affiliated investment leverage is primarily driven by the group's holdings in unaffiliated common stocks, which equate to approximately 55% of surplus, and to a lesser extent by its holdings in other investments. However, the group's common stock holdings are well diversified with no single issuer comprising more than 10% of the common stock portfolio. The group also maintains moderate exposure to mortgage-backed securities, which equates to approximately 10% of surplus.

### Investment Leverage Analysis (% of PHS)

Year	Company						Industry Composite	
	Class 3-6 Bonds	Real Estate / Mortgages	Other Invested Assets	Common Stock	Non - Affiliated Investment Leverage	Affiliated Investments	Class 3-6 Bonds	Common Stock
2014	...	0.2	4.1	54.2	58.5	13.3	...	...
2013	...	0.1	3.8	54.0	57.8	12.4	7.5	13.2
2012	...	0.1	4.2	58.4	62.7	13.9	6.9	10.5
2011	...	0.2	4.0	51.1	55.3	13.0	7.0	9.8
2010	...	0.1	4.3	42.4	46.9	11.9	7.0	9.3

## Investments - Bond Portfolio

## Investments - Bond Portfolio (Continued ...)

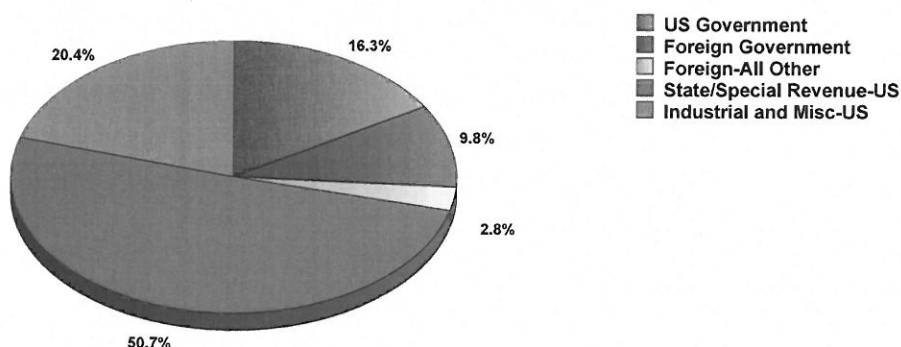
## 2014 Distribution By Maturity

	Years					Years Average Maturity
	0-1	1-5	5-10	10-20	20+	
Government	1.5	4.0	11.1	9.7	...	9.2
Government Agencies & Muni.	1.8	17.3	18.2	12.5	0.8	7.9
Industrial & Misc.	...	10.1	7.1	5.6	0.3	7.5
Hybrid Securities	...	...	0.1	...	...	7.5
Total	3.2	31.4	36.5	27.8	1.1	8.1

## Bond Distribution By Issuer Type

	2014	2013	2012	2011	2010
Bonds (\$000)	2,466,793	2,392,903	2,175,234	2,189,152	2,219,505
US Government	16.3	17.7	20.6	36.6	42.4
Foreign Government	9.8	10.0	9.7	10.1	9.1
Foreign-All Other	2.8	2.9	2.1	3.2	3.4
State/Special Revenue-US	50.7	48.4	46.4	23.0	16.3
Industrial and Misc-US	20.4	21.0	21.2	27.0	28.8

2014 Bond Distribution By Issuer Type



## Bond Percent Private vs Public

	2014	2013	2012	2011	2010
Private Issues	2.0	2.1	1.5	2.1	2.6
Public Issues	98.0	97.9	98.5	97.9	97.4

**Investments - Bond Portfolio (Continued ...)****Bond Quality Percent**

	2014	2013	2012	2011	2010
Class 1	97.5	97.3	96.9	96.7	96.5
Class 2	2.5	2.7	3.1	3.3	3.5
Class 3	...	...	...	...	...

**Investments - Equity Portfolio**

	2014	2013	2012	2011	2010
Total Stocks (\$000)	1,154,033	1,072,815	982,585	753,782	641,774
Unaffiliated Common	89.3	91.0	90.6	92.3	91.5
Affiliated Common	7.0	5.6	5.7	4.2	4.9
Unaffiliated Preferred	0.4	0.2	0.2	...	...
Affiliated Preferred	3.3	3.1	3.4	3.4	3.6

**Investments - Mortgage Loans And Real Estate**

	2014	2013	2012	2011	2010
Total Mortgage Loans and Real Estate (\$000)	59,147	60,018	59,862	60,659	59,538
Mortgage Loans	...	...	...	...	...
Property Occupied by Company	92.0	97.9	97.7	95.9	97.5
Property Held for Income	8.0	2.1	2.3	4.1	2.5

**Investments - Other Invested Assets**

	2014	2013	2012	2011	2010
Total Other Invested Assets (\$000)	209,476	177,417	169,776	151,599	139,127
Cash	23.0	13.7	18.2	15.8	9.4
Short-Term	2.0	7.3	6.1	8.0	10.2
Schedule BA Assets	75.8	80.1	77.1	78.0	81.1
All Other	-0.8	-1.1	-1.4	-1.8	-0.8



## History

**Date Incorporated:** 02/08/1848

**Date Commenced:** N/A

**Domicile:** OH

Westfield Group's origin dates back to the formation of the parent company, Ohio Farmers Insurance Company, founded in 1848. Westfield Insurance Company and Westfield National Insurance Company were chartered as property/casualty insurance subsidiaries of Ohio Farmers in 1929 and 1968, respectively.

American Select Insurance Company was purchased in 1993 from the Allmerica Financial Group. At the time, American Select was a subsidiary of Beacon Insurance Company of America, which was also part of the purchase. Beacon has since been merged with Westfield Insurance Company. In 2000, Old Guard Insurance Company was acquired as part of Old Guard Group, Inc. Included in that purchase were Old Guard Fire Insurance Company, First Patriot Insurance Company and First Delaware Insurance Company, which have each since been merged into other companies within the group. The Old Guard purchase also included the acquisition of Southern Title Insurance Company, which was subsequently sold to ALPS Corporation on August 28, 2009.

In 2001, Westfield Bank, F.S.B., was formed as a federal savings bank and today is operating under Westfield Bancorp, a subsidiary of Ohio Farmers. Ohio Farmers Insurance Company, Westfield Insurance Company and Westfield Bancorp all qualify as savings and loan holding companies. In 2009, Westfield Marketing LLC was formed. Westfield Marketing operates the group's specialty brokerage, structured settlements, and other insurance-related services, through its subsidiary, Westfield Services, Inc. Westfield Financial Corp. and its wholly-owned subsidiary, Ward Financial Group, Inc., were sold by Ohio Farmers Insurance Company to Aon Corp. on July 19, 2011. Ward is a provider of benchmarking and consulting services to the insurance industry.

## Management

Operations of Ohio Farmers Insurance Company and its insurance subsidiaries are all under the direction of the same officers and management group. Their administrative offices are in Westfield Center, Ohio.

James Clay, chairman of the board and chief executive officer, oversees all group operations of P&C, banking and insurance services. He joined Westfield Group in 1980. Edward Largent is Westfield Insurance leader and president of the property/casualty operations and has been with the group since 1986. Assisting in the management of the group's operations is a senior management team with group and industry experience averaging 20+ years. The group employs 2,130 employees.

## Reinsurance

The group maintains a multiple line excess of loss reinsurance agreement with Axis Reinsurance Company, Munich Re America, Hannover Re and Partner Reinsurance Company of the U.S. Property risks are covered excess of a \$3 million retention and total coverage available per risk is \$12 million, split into two layers. Total aggregate per occurrence limits are \$27 million across the two layers. Risks above \$15 million are ceded to an automatic facultative agreement. Property catastrophe reinsurance is purchased excess of a \$50 million retention with a top limit of \$400 million. All property reinsurance has limited terrorism coverage.

The same multiple line agreement also covers casualty and workers compensation excess of a \$3 million per occurrence retention, with total coverage of \$12 million split into two layers. In addition, the group purchases \$45 million of casualty clash and contingency coverage in excess of the multiple line coverage. An automatic facultative agreement is in place for umbrella policies with a variable retention and a maximum of \$10 million limit per umbrella. All casualty reinsurance has limited terrorism coverage.

## Consolidated Balance Sheet (\$000)

Admitted Assets	12/31/2014	12/31/2013	2014 %	2013 %
Bonds	2,466,793	2,392,903	51.6	52.6
Preferred Stock	4,149	2,537	0.1	0.1
Common Stock	1,030,960	976,428	21.5	21.5
Cash & Short-Term Invest	52,234	37,168	1.1	0.8
Real estate, investment	4,754	1,238	0.1	...
Derivatives	...	...	...	...
Other Non-Affil Inv Asset	77,716	68,695	1.6	1.5
Investments in Affiliates	198,449	165,404	4.1	3.6
Real Estate, Offices	54,392	58,780	1.1	1.3
<b>Total Invested Assets</b>	<b>3,889,449</b>	<b>3,703,152</b>	<b>81.3</b>	<b>81.4</b>
Premium Balances	623,785	607,642	13.0	13.4
Accrued Interest	35,336	35,214	0.7	0.8
All Other Assets	235,892	202,736	4.9	4.5
<b>Total Assets</b>	<b>4,784,462</b>	<b>4,548,745</b>	<b>100.0</b>	<b>100.0</b>

Liabilities & Surplus	12/31/2014	12/31/2013	2014 %	2013 %
Loss & LAE Reserves	1,485,404	1,492,811	31.0	32.8
Unearned Premiums	841,936	801,869	17.6	17.6
Derivatives	...	...	...	...
Conditional Reserve Funds	...	...	...	...
All Other Liabilities	554,672	445,374	11.6	9.8
<b>Total Liabilities</b>	<b>2,882,012</b>	<b>2,740,054</b>	<b>60.2</b>	<b>60.2</b>
Surplus notes	...	...	...	...
Capital & Assigned Surplus	423,565	411,262	8.9	9.0
Unassigned Surplus	1,478,884	1,397,428	30.9	30.7
<b>Total Policyholders' Surplus</b>	<b>1,902,450</b>	<b>1,808,690</b>	<b>39.8</b>	<b>39.8</b>
<b>Total Liabilities &amp; Surplus</b>	<b>4,784,462</b>	<b>4,548,745</b>	<b>100.0</b>	<b>100.0</b>

## Consolidated Summary Of 2014 Operations (\$000)

Statement of Income	12/31/2014	Funds Provided from Operations	12/31/2014
Premiums earned	1,692,992	Premiums collected	1,721,177
Losses incurred	875,325	Benefit & loss-related pmts	889,011
LAE incurred	199,554		
Undwr expenses incurred	582,433	LAE & undwr expenses paid	779,420
Other expenses incurred	...	Other income / expense	...
Dividends to policyholders	2,067	Dividends to policyholders	2,087
Net underwriting income	33,612	Underwriting cash flow	50,659
		Net transfer	...
Net investment income	131,187	Investment income	172,480
Other income/expense	11,570	Other income/expense	11,502
Pre-tax operating income	176,369	Pre-tax cash operations	234,641
Realized capital gains	20,544		
Income taxes incurred	47,005	Income taxes pd (recov)	47,515
Net income	149,907	Net oper cash flow	187,126

A Best's Financial Strength Rating opinion addresses the relative ability of an insurer to meet its ongoing insurance obligations. The ratings are not assigned to specific insurance policies or contracts and do 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.

A Best's Debt/Issuer Credit Rating is an opinion regarding the relative future credit risk of an entity, a credit commitment or a debt or debt-like security.

Credit risk is the risk that an entity may not meet its contractual, financial obligations as they come due. These credit ratings do not address any other risk, including but not limited to liquidity risk, market value risk or price volatility of rated securities. The rating is not a recommendation to buy, sell or hold any securities, insurance policies, contracts or any other financial obligations, nor does it address the suitability of any particular financial obligation for a specific purpose or purchaser.

In arriving at a rating decision, A.M. Best relies on third-party audited financial data and/or other information provided to it. While this information is believed to be reliable, A.M. Best does not independently verify the accuracy or reliability of the information. Any and all ratings, opinions and information contained herein are provided "as is," without any express or implied warranty.

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# Ohio Farmers Insurance Company



**3/10/2015**

State of West Virginia  
Purchasing Division

Re: Ohio Farmers References

To Whom It May Concern:

Please find listed below three (3) West Virginia Companies who The Ohio Farmers Insurance Company has done business with and whom we would consider quality references.


Brewer and Company of WV, Inc  
3601 7<sup>th</sup> Avenue  
Charleston, WV 25387  
Doug Meeks, President  
304-744-5314

Progressive Electric, Inc  
PO Box 3695  
Charleston, WV 25336  
Ted Brady, President  
304-345-1253

W Harley Miller Contractors, Inc  
1193 Hedgesville Road  
Martinsburg, WV 25403  
Jim Dailey, President  
304-267-8959

I trust this list will be to your satisfaction. Should you have any other questions, please do not hesitate to call.

Thank you,

  
Jeremy Kauffman  
Regional Surety Leader  
Ohio Farmers Insurance Company  
304-757-2890 Ext 4782140

## State of West Virginia

# VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

**1. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,  
☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or** 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,  
☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,

**2. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

**3. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

**4. Application is made for 5% vendor preference for the reason checked:**

- ☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,

**5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

- ☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,

**6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

- ☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

**7. Application is made for preference as a non-resident small, women- and minority-owned business, In accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**

- ☐ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

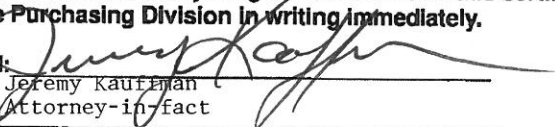
Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

**Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.**

**Bidder:** Ohio Farmers Insurance Company

**Date:** 03/10/15

**Signed:**   
Jeremy Kauffman  
**Title:** Attorney-in-fact



RFQ No. LOT1500000005STATE OF WEST VIRGINIA  
Purchasing Division**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

**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.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"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 exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**Vendor's Name: Ohio Farmers Insurance CompanyAuthorized Signature: Jerry Kasper Date: 3/10/15State of West VirginiaCounty of Putnam, to-wit:Taken, subscribed, and sworn to before me this 10<sup>th</sup> day of March, 2015.My Commission expires August 16, 2023

AFFIX SEAL HERE

NOTARY PUBLIC

Sharon K. Smith

Purchasing Affidavit (Revised 07/01/2012)

