

## BERKLEY RISK ADMINISTRATORS COMPANY, LLC

Berkley Risk Administrators provides its customers with the tools, expertise and proven methods to reduce the cost of risk.



A BERKLEY  
COMPANY

### OUR MISSION

We reduce our customers' cost of risk by providing the highest level of professional services possible. Our employees understand each customer's unique business needs, and know that our future success is tied to continuing that highly skilled, personalized and dedicated effort.

### COMPANY DESCRIPTION

Berkley Risk Administrators Company, LLC is a nationwide provider of risk management services. We offer comprehensive tools to reduce both the frequency and severity of claims. Additionally, we structure and manage loss sensitive insurance products which allow our customers to further benefit from reductions in the cost of claims.

**Claims Services** We are a national third-party administrator of workers' compensation and property and casualty claims, adjusting over 100,000 claims annually. We strive to reduce the cost of claims by maintaining a highly experienced staff of claims adjusters, using comprehensive medical cost containment strategies, and minimizing allocated loss adjustment expenses.

We offer customer access to data through an online portal called eTools, which provides claim file details, adjuster notes, and data exports in both Adobe™ and Excel™. We also offer ad hoc reporting capabilities.

We provide claim services to a variety of organizations, including self-insureds, captives, governmental entities, risk retention groups, and insurance companies.

**Loss Control** We offer loss control both in conjunction with our claims services and on an unbundled basis. We focus on behavior

based loss control services augmented by physical surveys. Our loss control experts work hand-in-hand with our claims services and underwriters allowing us to identify and mitigate negative trends.

**Alternative Risk Financing** We structure a variety of alternative risk financing strategies using "best practice" methods, which focus on an efficient means to capture cost of risk reductions. These alternative solutions include captives, risk retention groups, large deductibles and other loss sensitive insurance products.

**Program Management** We provide management services to a broad set of insurance entities, including assigned risk plans, public entity pools, captives, and self-insured groups. In addition to providing claims and loss control services, we provide: statutory and GAAP accounting, policy issuance, statistical reporting, reinsurance management and underwriting. We are the nation's third largest servicing carrier for workers' compensation Assigned Risk Plans.

### HOW BERKLEY RISK ADMINISTRATORS IS DIFFERENT

Flexibility in the development of effective client solutions through a wide range of specialized professional services, access to high quality issuing carriers and reinsurers, actively monitoring performance, and fiscal responsibility are the key components that allow us to produce demonstrable results. Our employees take personal pride in their highly collaborative partnership with each customer. Understanding their culture and business needs results in long-term customer retention and shared satisfaction. We are a member company of W. R. Berkley Corporation, recognized as one of the most respected names in the property casualty insurance industry.

### FINANCIAL HIGHLIGHTS

Berkley Risk Administrators operates countrywide with offices in 17 states, and employs approximately 600 employees.

### 2008 Revenue

\$80 million in service fees



**KENNETH R. HOPKINS**  
President & Chief Operating Officer

Kenneth R. Hopkins, President & Chief Operating Officer, joined Berkley Risk Administrators Company, LLC and W. R. Berkley Corporation over 20 years ago.



**CONTACT INFORMATION**

*Berkley Risk Administrators Company, LLC*

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Minneapolis, MN 55402-3332  
Tel: (612) 766-3000  
Fax: (612) 766-3099  
www.berkleyrisk.com

**OFFICE LOCATIONS**

Council Bluffs, IA  
Tel: (800) 832-0137

Glendale, CA  
Tel: (972) 819-8961

Indianapolis, IN  
Tel: (317) 585-2799

Las Vegas, NV  
Tel: (702) 415-2970

Nashville, TN  
Tel: (615) 493-7777

Overland Park, KS  
Tel: (913) 385-4960

Philadelphia, PA  
Tel: (610) 977-2426

Pierre, SD  
Tel: (605) 945-2144

Rolling Meadows, IL  
Tel: (866) 738-3243

St. Paul, MN  
Tel: (651) 281-1200

Scottsdale, AZ  
Tel: (602) 992-8844

Tukwila, WA  
Tel: (206) 575-2303

Virginia Beach, VA  
Tel: (757) 490-7838

Wauwatosa, WI  
Tel: (414) 771-2038

All Claims of Nevada  
Las Vegas, NV  
Tel: (702) 415-2970

Allied Adjusters  
Minneapolis, MN  
Tel: (612) 766-3700

Arizona All Claims  
Scottsdale, AZ  
Tel: (602) 997-5877

Berkley Administrators  
of Connecticut, Inc.  
Farmington, CT  
Tel: (860) 409-9300

Berkley Risk &  
Insurance Services  
Novato, CA  
Tel: (415) 898-9600

Berkley Risk Managers  
Mays Landing, NJ  
Tel: (609) 625-5544

Berkley Risk Services  
of Colorado  
Denver, CO  
Tel: (303) 357-2600

Garnet Captive  
Insurance Services, LLC  
San Francisco, CA  
Tel: (415) 921-7701

Southwest Risk Services  
Scottsdale, AZ  
Tel: (602) 996-8810

**OFFICERS**

**Kenneth R. Hopkins**  
President & Chief  
Operating Officer

**Andrew C. Cavenagh**  
Senior Vice President  
Program Management

**Scott L. Dahlager**  
Senior Vice President  
Risk Management  
Operations

**Thomas R. Drake**  
Senior Vice President &  
Chief Information Officer

**Patricia J. Fish**  
Senior Vice President  
Administration &  
Human Resources

**Bruce A. Medvec**  
Senior Vice President  
Risk Management –  
Southwest

**Douglass E. Pfeifer**  
Senior Vice President  
Specialty Underwriting

**Geraint D. Powell**  
Vice President - Legal

**Allen P. Utzig**  
Senior Vice President  
Assigned Risk Plans