



## Gallagher Retirement Services

A Division of Gallagher Benefit Services, Inc.

Eric Dyson, CFP®, AIF, ChFC, PRP  
Consultant, Retirement Services Registered Representative

### Brazos River Authority

Attn: Jose G. (Lupe) Diaz  
4600 Cobbs Dr  
Waco, TX 76710

Subj: RFP No. 10-07-514 Retirement Plan Advisory Services

Dear Mr. Diaz,

We at Gallagher Retirement Services, a Division of Gallagher Benefit Services, Inc., and Yanni Partners, a Division of GBS Investment Consulting, LLC, are pleased to present our strengths in response to your Request for Proposal for Retirement Plan Advisory Services (No. 10-07-514).

Both part of Gallagher Benefit Services, Inc., we work hand-in-hand to provide our clients with a dedicated team of specialists – retirement and investment consulting professionals working together for the sole benefit of the client.

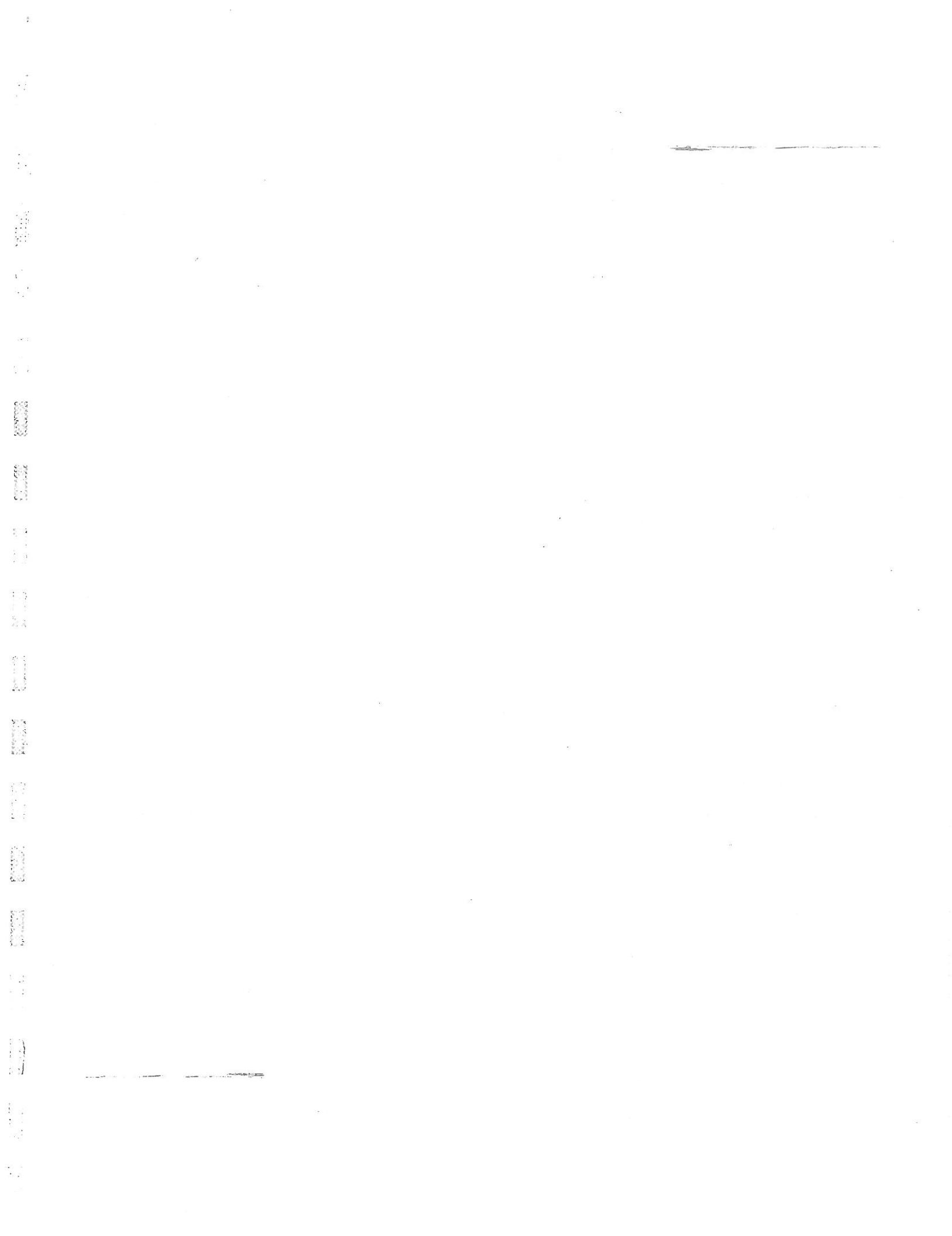
- *We offer the “total package” in retirement consulting services; as part of Arthur J. Gallagher & Co. (NYSE: AJG), our clients have access to a full range of employee benefit, retirement, and investment consulting services, as well as actuarial services.*
- *Yanni Partners, a Division of GBS Investment Consulting, LLC, has worked with defined benefit plans – including frozen plans – for nearly 35 years, and has worked with defined contribution plans since their advent.*
- *Gallagher Retirement Services delivers fiduciary risk mitigation and manages overall plan governance for the sole benefit of plan participants and their beneficiaries.*

[More >](#)

14241 Dallas Parkway, Suite 300  
Dallas, TX 75254  
Direct 972.663.6188  
Mobile 817.403.3136  
Fax 972.663.6288  
[www.gallagherretirement.com](http://www.gallagherretirement.com)

3856 S. Boulevard Street\*  
Suite 100  
Edmond, OK 73013  
\*By Appointment Only

Securities offered through  
NFP Securities, Inc.,  
a Broker/Dealer and Member FINRA/SIPC.  
NFP Securities, Inc. is not affiliated with  
Gallagher Retirement Services or  
Gallagher Benefit Services, Inc.





**Arthur J. Gallagher & Co.**  
culture driven success

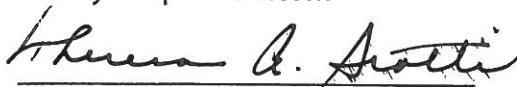
## Brazos River Authority

### Request for Proposal for Retirement Plan Advisory Services August 23, 2010

*original*

Yanni Partners, a Division of  
GBS Investment Consulting, LLC

310 Grant Street, Suite 3000  
Pittsburgh, PA 15219  
Tel: 412-232-1000  
Fax: 412-232-1027  
[www.yannipartners.com](http://www.yannipartners.com)

  
Theresa A. Scotti

Authorized Signature:  
Theresa A. Scotti, Area President

*together with*

Gallagher Retirement Services, a Division of  
Gallagher Benefit Services, Inc.

JP Morgan International Plaza III  
14241 Dallas Parkway, Suite 300  
Dallas, TX 75254  
Tel: 972-663-6188  
Fax: 972-663-6288

**Brazos River Authority**  
**Request for Proposal for Retirement Plan Advisory Services**  
**August 23, 2010**

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**Appendix:**

- Tab I Team Biographies
- Tab II Organizational Chart
- Tab III Professional Services Questionnaire and Forms

## *Contact Information and References*

Name of firm, corporate office address, telephone number, facsimile number, e-mail address and contact name for RFP correspondence:

Arthur J. Gallagher & Co.  
Two Pierce Place, 21<sup>st</sup> Floor  
Itasca, IL 60143  
Toll-free telephone: 877-800-7194

The following affiliate companies of Arthur J. Gallagher & Co. are responding to this request and, in the event of a successful bid, will service Brazos River Authority:

**Yanni Partners, a Division of GBS Investment Consulting, LLC**  
*A subsidiary of Gallagher Benefit Services, Inc.*

**Gallagher Retirement Services**  
*A division of Gallagher Benefit Services, Inc.*

Contact for RFP correspondence:  
Eric Dyson, CFP®, AIF®, ChFC, PRP®  
Consultant, Retirement Services  
Tel: 817-403-3136  
E-mail: eric\_dyson@ajg.com  
Fax: 972-663-6288

Three references familiar with the firm's capability to deliver services, including name of contact, title and daytime telephone number.

Yanni Partners, a Division of GBS Investment Consulting, LLC, is committed to client service and satisfaction. Our client relationships are built on trust and credibility. We invite you to contact the following client references...

Philadelphia Gas Works  
Mr. John R. Foulkes  
Chief Investment Officer  
Two Penn Center Plaza, 16th Floor  
Philadelphia, PA 19102  
Tel: 215-496-4425

## *Evaluation Criteria*

1. Summary of professional qualifications of staff that will be utilized by your firm for completing retirement plan advisory services, including name, education, experience and certifications.

Proposed team members are as follows...

### **Yanni Partners, a Division of GBS Investment Consulting, LLC**

*The success of the investment portfolio is partially determined by how well the organization is able to achieve its objectives. For a defined benefit plan, this may include minimizing or eliminating the required company contributions or achieving a specific funded status. For a defined contribution plan, this may include a well-utilized plan, the plan sponsor meeting fiduciary obligations, and participants meeting their retirement goals.*

- Joseph P. Karpinski, CPA, CFA, AIF®, Senior Director of Business Development and Senior Consultant, Yanni Partners a Division of GBS Investment Consulting, LLC
- Christiaan J. Brokaw, CFA, AIF®, Senior Consultant, Yanni Partners, a Division of GBS Investment Consulting, LLC

### **Gallagher Retirement Services**

*Plan Sponsors engage the professionals of Gallagher Retirement Services as their trusted adviser advocates – to deliver fiduciary risk mitigation and management of overall plan governance for the sole benefit of plan participants and their beneficiaries.*

- Eric Dyson, CFP®, AIF®, ChFC, PRP®, Consultant, Gallagher Retirement Services
- Full biographies for the above-named individuals, including education, experience and certifications, are provided under Appendix Tab I.
2. List and description of retirement plan advisory services projects recently completed by your firm. Include the name of the project, location of the project, size of the project, brief description of scope of work, and contact name and phone number of client reference for each project.

### **Yanni Partners, a Division of GBS Investment Consulting, LLC, provides institutional investment consulting services to 94 retirement plans.**

These include defined benefit plans as well as defined contribution plans, with assets ranging from \$0.2 million to \$800 million. Our clients are located in 22 different states (including Texas), as well as the District of Columbia.

## **Gallagher Retirement Services:**

Examples of retirement plan advisory services projects recently completed are as follows:

- *Dallas-based PEO client.* Assisted multiple-employer PEO 401(k) plan to change vendors. Developed plan sponsor investment policy statement, committee bylaws, board of director's resolutions and due diligence process to effectively establish prudent process surrounding the retirement plan.
  - *Dallas-based Medical Service client.* Assisted client to split one 401(k), Profit Sharing Plan, into two separate and distinct plans due to changes in corporate structure. Simultaneously assisted this client with the acquisition of a third organization, termination of the 401(k) plan for the acquired asset and integrating participants into the appropriate plan of the two new separate organizations.
  - *Arlington-based entertainment industry client, acquired by existing client.* Conducted vendor search and selection process to assist client in due diligence for running their own separate and distinct 401(k) plan.
3. Ability to meet current and long-term workload and ability of staff to develop and meet schedules, milestone dates and deadlines on an as-needed basis.

Our firm's team-oriented approach to client servicing ensures our ability to meet current and long-term workload goals, and our ability to develop and meet schedule deadlines as needed. Each client is serviced by a team of senior personnel and supported by the entire complement of our firm's staff. All client relationships are characterized by unlimited access to our personnel.

We are completely committed to client service, and we're proud to say that the majority of our business comes directly from client referrals. Our clients' recommendation of our work to others is truly the highest compliment our firm can receive – and exemplifies our enduring dedication to client satisfaction.

4. Person nominated by your firm to be the point of contact for work scope development, negotiations and authorization for the five-year term agreement.

Eric Dyson, CFP®, AIF®, ChFC, PRP®  
Consultant, Retirement Services  
Tel: 817-403-3136  
E-mail: [eric\\_dyson@ajg.com](mailto:eric_dyson@ajg.com)  
Fax: 972-663-6288

JP Morgan International Plaza III  
14241 Dallas Parkway, Suite 300  
Dallas, TX 75254

We will determine whether the options adhere to the objectives stated in the Investment Policy Statement, and will assess whether any of the funds have experienced “style drift” over time. We will evaluate whether the options meet reasonable risk/performance expectations in terms of appropriate index and universe benchmarks, and whether they present participants with opportunities to balance risk and returns. The funds’ style characteristics are also reviewed to ensure adherence to stated style.

### **Asset/liability modeling**

We have developed an integrated asset/liability management framework that directly links the investment strategy with benefits payments and fund contributions. Our proprietary model computes future asset values, returns, liabilities and funded ratios for various asset mixes over the life of the plan.

We include liability projections into our asset/liability analyses. We base the liability values on projections of annual benefit payments from the actuary – and interface closely with the actuary to ensure all parties are fully engaged, working jointly for the maximum benefit to the client. We use these projected benefits to compute future fund values and to provide the basis for computing the liability (which represents the present value of benefits).

We believe that a significant change in the sponsor’s financial position, a major amendment to the plan and/or major changes in market conditions might warrant a change in the asset allocation. We recommend a review of the asset allocation at least annually or more frequently if one of the aforementioned events occurs.

In addition, we have developed proprietary asset/liability models to help plan sponsors address the fiduciary responsibilities of a frozen plan, and those associated with moving toward plan termination.

New questions arise when a plan sponsor has a frozen plan or considers terminating its frozen defined benefit plan:

- How has the risk of the plan actually changed?
- What is our funded status?
- How do we address underfunding for a frozen plan?
- Is our ultimate goal termination of the plan?
- How do we structure a frozen plan for potential future termination?

A plan sponsor that freezes its pension is not necessarily moving toward plan termination; however, it is important to understand that funding of the termination liability is a higher target than the measures of liability typically reported by an actuary for an ongoing plan.

- Whether the fund is being managed in a manner consistent with the prospectus
- Whether the new fund fills the identified void in the investment array
- Whether the new fund will aid participants in achieving their retirement goals

## Evaluating plan structure

There are two essential elements of the investment review – the structure of the defined contribution plan and the performance of the options within the plan. Our initial work would entail an extensive review of the current plan structure.

During this structural evaluation, we determine whether the plan offers a diversified array of investment options that meet the risk profiles and needs of the plan participants. This includes an assessment of whether such options are redundant, which could add to costs of administration of the plan. In the event that there is redundancy in fund options, we will recommend which funds to retain and eliminate, as well as how to appropriately map the assets from one investment option to another.

The structural review will also determine whether there is a lack of coverage across the capital markets. If gaps in coverage exist, new options should be well-diversified and representative of an asset class in which the plan does not offer current exposure. New options may also be necessary as the plan evolves and participant demographics change. Changes in options may also be necessary to comply with regulatory changes, such as the Pension Protection Act.

## Ongoing monitoring and reporting on performance

Customized performance reports serve as a tool for the client, presenting ideas and providing recommended actions needed to keep the plans' goals on track. We believe quarterly meetings and reports alone are not sufficient; as your consultant, Yanni Partners, a Division of GBS Investment Consulting, LLC, would be in frequent communication with the Investment Committee/Board.

Ongoing monitoring is critical to ensuring your investment managers and asset allocation remain appropriate for the defined benefit plan to meet its investment objectives. Our customized reports supplement performance results with updates and information regarding current market trends and research initiatives.

Recent examples of educational report inserts include:

*Dynamic Asset Allocation*

*Risk Tolerance and Portfolio Construction*

*The Strategic Role of Fixed Income*

*The Threat of Inflation*

**Errors & Omissions**

Policy No. ELU11325409  
Insurer: Indian Harbor Ins. Co.  
Effective Dates: 09/01/09 - 09/01/10  
Each wrongful act: \$20,000,000  
Aggregate: \$20,000,000

**Commercial General Liability**

Policy No. 41GPP4938402  
Insurer: Arch Ins. Co.  
Effective Dates: 10/01/09 - 10/01/10  
Occurrence: \$1,000,000  
Aggregate: \$3,000,000

**Excess/Umbrella Liability**

Policy No. QK01202177  
Insurer: St. Paul Fire & Marine Ins. Co.  
Effective Dates: 10/01/09 - 10/01/10  
Occurrence: \$25,000,000  
Aggregate: \$25,000,000

**Gallagher Retirement Services:****Registered Representatives Errors & Omissions**

Policy No. 016823642  
Insurer: Chartis Specialty Insurance Company  
Effective Dates: 04/01/10 - 04/01/11  
Each loss: \$2,000,000  
Aggregate for all losses: \$15,000,000

\$ 45,000	<b>year one</b>	\$ 20,000	<b>year one</b>
\$ 45,000	<b>year two</b>	\$ 20,000	<b>year two</b>
\$ 45,000	<b>year three</b>	\$ 20,000	<b>year three</b>
\$ 50,000	<b>year four</b>	\$ 20,000	<b>year four</b>
\$ 50,000	<b>year five</b>	\$ 20,000	<b>year five</b>

*Travel expenses are included.*

## *Required Information*

1. A summary of technical abilities that will be utilized by the Firm for completing the Retirement Plan Advisory Services. Also, provide the name and address of any sub-consultants that will be utilized by the Firm and their proposed role in the project.

Yanni Partners, a Division of GBS Investment Consulting, LLC, has nearly 35 years of experience in providing retirement plan advisory services.

Over the years, we have developed a number of proprietary analytical tools that allow us to customize our solutions to meet each client's unique needs. These items are discussed in more detail above, under summary of work program.

Technical abilities and analytical tools utilized will include:

- GRID®, our in-house database of investment manager performance results, related statistics and distinguishing product characteristics. The database contains composite and/or individually managed portfolio results, commingled fund and mutual fund information.
- eVestment Alliance, Morningstar (mutual fund risk/return database), HFR Fund of Funds and PerTrac – all to complement our GRID® database.
- In-depth due diligence process, characterized by more than 300 in-person investment manager meetings per year. We meet with the mutual fund managers in your fund array to perform thorough qualitative evaluation.
- Proprietary asset/liability models (including modeling for frozen defined benefit plans and those considering termination), developed by our Chief Strategist – former Chief Investment Officer of a major global research university.

## **Fiduciary Risk Mitigation Process**

A multi-faceted, documented procedural approach to fiduciary process stewardship and plan governance that enables plan sponsors to mitigate their fiduciary risks. The Fiduciary Risk Mitigation Process assists fiduciaries in:

- Understanding their fiduciary duties
- Understanding the standards with which they must comply in fulfilling their fiduciary duties
- Appreciating the risks for failing to comply with those fiduciary standards
- Creating a procedural framework within which to act
- Relying on statutory “safe harbors,” that deem certain behavior as acceptable
- Ensuring that fiduciary activities are covered by appropriate insurance and bonding

## **Forensic Fee Audit and Fee Benchmarking**

Plan sponsors have a fiduciary obligation to know the costs of operating a plan. Although they are not required to choose the least expensive services, they need to know who is receiving money and if the expenses provide good value. Gallagher uncovers the hard-dollar and soft-dollar fees associated with operating a plan, and presents them in concise reports.

- Forensic Fee Audit uncovers the current provider's hard dollar, soft dollar and transactional fees
- Fee Benchmarking compares the current provider's hard dollar, soft dollar and transactional fees to other providers in the retirement plan marketplace

2. A detailed description of the Firm's quality control methodology for retirement plan advisory services, reports and other project-related documents.

At Yanni Partners, a Division of GBS Investment Consulting, LLC, all client work, including reports and other project-related documents, undergoes both a peer review and a rigorous compliance review.

Accurate performance measurement is essential to identifying whether the client is on target to achieve its objectives, or whether changes, such as a manager termination or an asset allocation change, may be necessary. Our quality control processes and procedures ensure that the performance data our clients see accurately reflects the managers' results.

We have a staff of dedicated Performance Measurement Analysts whose sole responsibility is verifying the accuracy of our clients' performance results. The process begins with the monthly reconciliation of internally generated, CFA® Institute-compliant investment performance figures with those of the investment manager and the custodian.

Any identified discrepancies, possibly due to pricing or the timing of a transaction, are reviewed with the appropriate parties to determine accuracy. Moreover, our quality control procedures include a comprehensive peer review by a senior consultant.

4. A description of the firm's ability to meet current and long-term workloads and staff's ability to develop and meet schedules, milestone dates and deadlines on an as-needed basis.

Yanni Partners, a Division of GBS Investment Consulting, LLC, is committed to client service and satisfaction, and is very well-able to meet current and long-term workloads, schedules, milestone dates and deadlines on an as-needed basis. Our commitment to client service and satisfaction is exemplified by the fact that the majority of our new business comes directly from client referrals. Our clients, pleased with our work, frequently recommend us to others.

Our firm utilizes a team approach to client servicing. Brazos River Authority will be led by two senior consultants and supported by the entire complement of our firm's staff. All client relationships are characterized by unlimited access to our personnel.

5. The identification of the person proposed by the Firm to serve as the point of contact for scope of services development and negotiations.

Eric Dyson, CFP®, AIF®, ChFC, PRP®  
Consultant, Retirement Services  
Tel: 817-403-3136  
E-mail: eric\_dyson@ajg.com  
Fax: 972-663-6288

JP Morgan International Plaza III  
14241 Dallas Parkway, Suite 300  
Dallas, TX 75254

6. The identification of the project manager and team members with their professional licenses (if any) and qualifications to perform the proposed professional services in the State of Texas.

Proposed team members are as follows...

- Eric Dyson, CFP®, AIF®, ChFC, PRP®, Consultant, Gallagher Retirement Services  
*Professional licenses include Series 6, 26 and 65  
Texas general lines agent, qualified for Life, Accident, Health and HMO*
- Joseph P. Karpinski, CPA, CFA, AIF®, Senior Director of Business Development and Senior Consultant, Yanni Partners a Division of GBS Investment Consulting, LLC
- Christiaan J. Brokaw, CFA, AIF®, Senior Consultant, Yanni Partners, a Division of GBS Investment Consulting, LLC

Full biographies for the above-named individuals, including education, experience and certifications, are provided under Appendix Tab I. All staff members are qualified to perform the proposed professional services in the State of Texas.



Gallagher Retirement Services  
a Division of Gallagher Benefit Services, Inc.

## Eric Dyson, CFP®, AIF®, ChFC®, PRP®

*Consultant, Retirement Services*

<b>Address</b>	Gallagher Retirement Services 14241 Dallas Parkway, Suite 300 Dallas, TX 75254
<b>Business Phone</b>	(972) 663-6188
<b>Fax</b>	(972) 663-6288
<b>Email</b>	Eric_Dyson@ajg.com
<b>Professional Experience</b>	Mr. Dyson is a Retirement Plan Specialist with Gallagher Retirement Services for North Texas and Oklahoma. His sole purpose is to consult with clients to manage the retirement plan process, his diverse background includes 14 years of experience working with a wide variety of plan sponsors in the retirement planning area; analyzing retirement plans relative to clients' financial goals and employee demands in order to deliver a solution that plan sponsors and participants desire; anticipating future client needs by developing a long-term business plan; knowledge of product availability within the market place, administrators, and other vendor services; and over 7 years of experience as a financial planner, consulting with individuals on their savings, investments, and life insurance needs.
	Prior to joining Gallagher Retirement Services in September 2006, Mr. Dyson spent 6 years with Fidelity Investments as a Retirement Plan Consultant, where he developed his expertise in working with plan sponsors.
	Mr. Dyson's experience qualifies him to consult with plan sponsors on their retirement plan design and to deliver an educational message to plan participants to help them maximize their retirement plan benefit.
	Mr. Dyson has spent significant time and effort working with vendors and plan sponsors in the 403(b)/457(b) marketplaces. He works to help plan sponsors understand the impact of new regulations and works with vendors to understand how their service model will adapt and change in response to both legislative requirements as well as client needs.
<b>Education</b>	Mr. Dyson is a distinguished graduate of the United States Naval Academy and received his Bachelor of Science degree in 1983. He became a highly decorated naval submarine officer in the following 10 years he spent serving his country.
<b>Professional Certifications</b>	CERTIFIED FINANCIAL PLANNER™ Professional (CFP®) Chartered Financial Consultant (ChFC®) PLANSPONSOR Retirement Professional (PRP®) Accredited Investment Fiduciary® (AIF®)
<b>Professional Affiliations</b>	Toastmasters International, Member

Securities offered through NFP Securities, Inc., a Broker/Dealer and Member FINRA/SIPC.  
NFP Securities, Inc. is not affiliated with Gallagher Retirement Services, or Gallagher Benefit Services, Inc.



**Yanni Partners**

A Division of CBS Investment Consulting, LLC

## BIOGRAPHY *Christaan J. Brokaw, CFA, AIF®*

### Experience

Senior Consultant

Employed with Yanni Partners since 2005

Professional experience dates from 1993

### Summary of Relevant Expertise

Mr. Brokaw provides professional investment advisory services to Yanni Partners' corporate, healthcare, foundation, municipal and Taft-Hartley clients. His responsibilities include asset allocation modeling, investment portfolio design, client objective-setting and investment policy formation.

Prior to joining Yanni Partners, Mr. Brokaw managed portfolios for the Bank of New York Mellon, where he developed and implemented investment programs, implemented and maintained proper asset allocations, and communicated investment management results to clients.

Previously, he worked for Peterson Worldwide, LLC, as a Senior Consultant. In that role, he performed financial analyses for insurance industry clients, verifying compliance and freedom from remedial obligations, and managed client engagement, scope and progress. Other experience includes Senior Financial Analyst at PNC Bank and Financial Analyst at the Bank of New York Mellon.

### Certifications and Affiliations

Designated Chartered Financial Analyst (CFA)

Accredited Investment Fiduciary (AIF®)

Member of the CFA Institute and the CFA Society of Pittsburgh

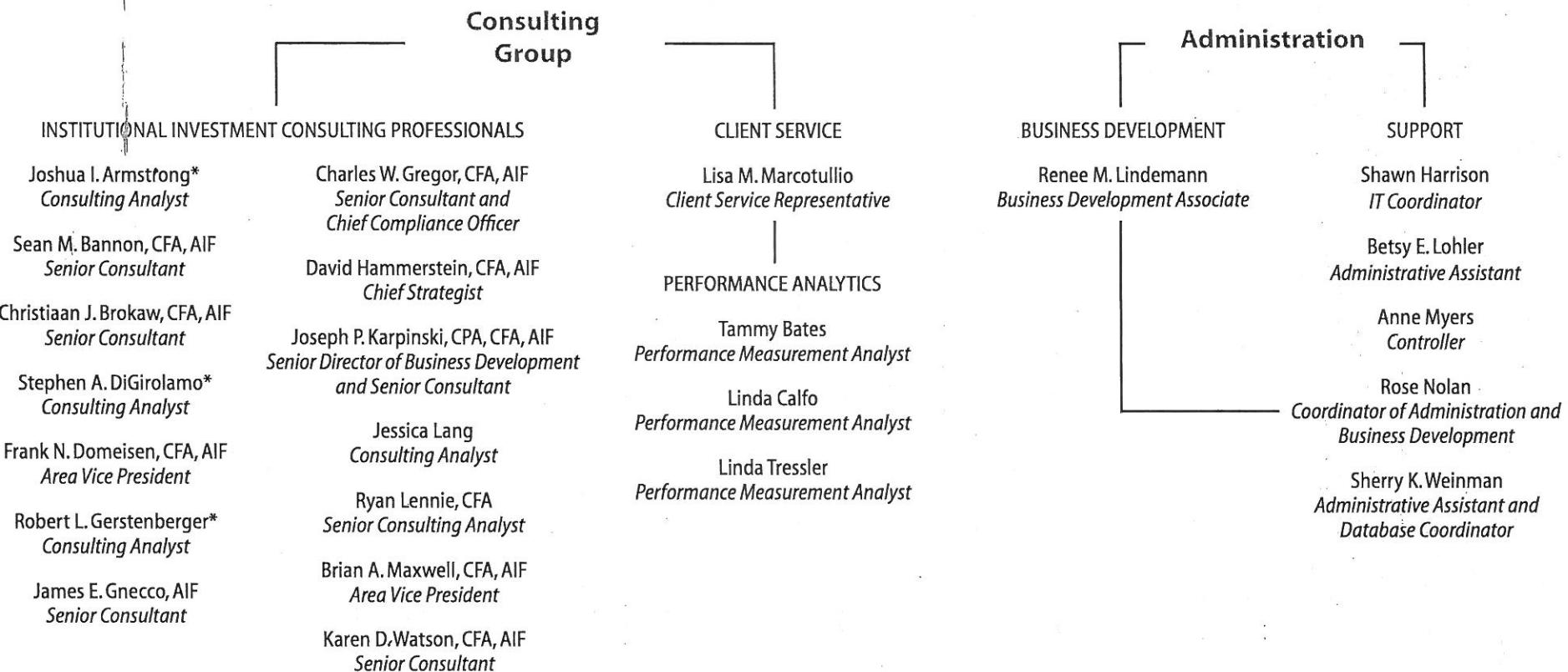
### Education

Master of Business Administration degree in Finance  
University of Pittsburgh

Bachelor of Arts degree in International Studies and Economics  
American University

# **Yanni Partners, a Division of GBS Investment Consulting, LLC**

Theresa A. Scotti, Area President



**Yanni Partners**

A Division of GBS Investment Consulting, LLC

**9 possess the Chartered Financial Analyst® designation  
3 CFA candidates**

**9 possess the Accredited Investment Fiduciary® designation**

**1 with the Certified Public Accountant accreditation**

\* CFA candidate

**Professional Services Questionnaire**  
**To be Completed by All Firms**

All questions must be answered and the data given must be clear and comprehensive. This statement must be notarized. If necessary, questions may be answered on separate attached sheets. The Firm may submit any additional information it desires.

1. Name of Individual/Firm Yanni Partners, a Division of GBS Investment Consulting, LLC
2. Permanent main office address 310 Grant Street, Suite 3000, Pittsburgh, PA 15219
3. Date Organized 1976 Our firm was incorporated as an affiliate of Arthur J. Gallagher & Co. and Gallagher Benefit Services, Inc., in Delaware on May 21, 2007.
4. If a Corporation, where and when incorporated
5. Do you operate under an assumed name(s)? No       Yes x If yes, please list:  
Our firm operates as Yanni Partners, a Division of GBS Investment Consulting, LLC.  
Our firm is registered with the SEC as GBS Investment Consulting, LLC.
6. How many years engaged in professional services under present firm or trade name? Give former names of firm or trade names, with dates of operation under each.  
Our firm has provided institutional investment consulting services for nearly 35 years. As Yanni Partners, a Division of GBS Investment Consulting, LLC: 2008-current; As Yanni Partners, Inc.: 2001-2008; As Yanni-Bilkey Investment Consulting: 1989-2001; As Butcher Consulting Group: 1976-1989.
7. General character of work performed by your company.  
Institutional investment consulting services.
8. Have you ever defaulted or failed to complete any work/contract awarded to you within the past five years under your current company name or any other company name? No x, Yes      , If yes, where and why? Give name and telephone number of Client(s).
9. Has your firm filed or been named in any litigation involving your firm and a Client(s) on a professional services project within the last five years under your current company name or any other company name? No      , Yes x, If yes, provide details of the issues and resolution if available. Include lawsuits with sub-consultants where Client(s) was involved.  
(Detail provided on following page.)
10. A list and description of projects completed within the last five years under your current company name or any other company name provided services similar in cost and schedule to this project. This should include the name of each project, the location of the project, the size of the project, a brief description of scope of services, the contract price, and a contact name and telephone number, including area code, of a client reference for each project. Specifically list the firm's roles and responsibilities as the owner's representative for the projects.  
(Detail provided on following page.)

**Additional response to question 9, previous page:**

Yanni Partners was a defendant together with State Street Bank & Trust Company and State Street Global Advisors, Inc., in litigation filed in federal court in Indiana by a former consulting client. The case, which was consolidated in New York with other cases against State Street, arose from the former client's investments in a State Street commodities investment program that was adversely affected by problems in the subprime market. The case was settled by State Street and Yanni Partners, and the lawsuit was dismissed.

**Additional response to question 10, previous page:**

Our firm provides institutional investment consulting services to 94 retirement plans. These include defined benefit plans as well as defined contribution plans, with assets ranging from \$0.2 million to \$800 million. Our clients are located in 22 different states (including Texas), as well as the District of Columbia.

It is important to note that our firm's confidentiality agreements prevent us from disclosing contractual client detail for marketing purposes. The below list of clients have permitted us to use their names:

AAF-McQuay  
Allegheny County Police  
Alliant Energy Corporation  
American Guild of Musical Artists  
AmeriSource Bergen Corporation  
Annapolis, City of  
Armstrong County  
ATU International  
Birmingham ATU  
Bradford Club  
Bricklayers of Western PA  
Building Trades Association  
Cement Masons, Local 526  
Center for Organ Recovery & Education  
Central Vermont Public Service Corporation  
Charles River Laboratories  
Education Management Corporation  
Elliott Company  
Fayette Regional Health System  
FreightCar America, Inc.  
Genesis Medical Center  
Glatfelter  
Good Samaritan Hospital  
Grand Lodge of Pennsylvania  
Greater PA Reg. Council of Carpenters  
IBEW, Local 141  
IBEW, Local 64  
IBEW, Local 712  
Investment Technology Group

Kennametal Inc.  
Lehigh Valley Health Network  
Lyon Workspace  
Maher Terminals  
Martin Memorial Health Systems  
Meadville Medical Center  
Meridian Health  
Minard Run Oil Company  
Mine Safety Appliances  
Onslow Memorial Hospital  
Philadelphia Gas Works  
Plumbers & Steamfitters, Local 47  
Port Authority of Allegheny County  
Port Authority, Local 85  
Reed Smith  
Roman Catholic Diocese of Erie  
Saginaw, City of  
Semmes, Bowen & Semmes  
Sheetmetal Works Union, Local 12  
St. Rose Hospital  
Sylvan, Inc.  
Taylor Publishing Company  
Teamsters, Local 211  
Via Christi Health System  
Washington County Health System  
Westmoreland County  
Zippo Manufacturing

References have been provided as requested on page 2 of our RFP response.

11. On the related projects listed in response to question #10 above, **a**) what were the final project change order/amendment amount (s), **b**) were there any cost over runs and amounts, **c**) were the projects completed within the specified timeframe (this includes both substantial completion and interim milestone dates)? If not, why not, and were any damages or liquidated damages paid to the Client(s) as a result of the late completion?  
(Detail provided on following page.)
12. List the names of Clients with contact names and telephone numbers for whom you/your firm have/has professional service projects within the preceding 24 months.  
Please see the client list provided; each of these clients has had professional services provided by our firm within the preceding 24 months. References have been provided as requested on page 2 of our RFP response.
13. Have you been terminated by a Client for a project within the past 5 years? No       , Yes x, If yes, where and why? Give name and telephone number(s) of Clients(s).  
Please see detailed response to question 9 above. Contact information is as follows: Mr. Gary W. Bauer, CPA, Welborn Baptist Foundation, 812-437-8260.
14. Pursuant to the advertisement for proposals and information for prospective proposers for the above mentioned project, the undersigned is submitting the information as required with the understanding that the purpose is for confidential use, only to assist in determining the qualifications of the firm to perform the type and magnitude of work designated, and further, guarantee the truth and accuracy of all statements made.

Date on this       18th       Day of       August 20 10      

Yanni Partners, a Division of GBS Investment Consulting, LLC  
Company name (please type or print)

Signature Theresa A. Scotti

Title Theresa A. Scotti, Area President

Date 8/18/2010

COMMONWEALTH OF PENNSYLVANIA

Commonwealth of Pennsylvania)

) SS:

County of Allegheny

)

Notarial Seal  
Lisa M. Marcotullio, Notary Public  
City of Pittsburgh, Allegheny County  
My Commission Expires March 5, 2014

On this, the 18th day of August, 2010, before me a notary public, the undersigned officer, personally appeared Theresa A. Scotti, Area President, known to me to be the person whose name is subscribed to the within instrument, and acknowledged that she executed the same for the purposes therein contained.

In witness hereof, I hereunto set my hand and official seal.

Lisa M. Marcotullio  
Notary Public

**Additional response to question 11, previous page:**

It is important to note that our firm's confidentiality agreements prevent us from disclosing contractual client detail for marketing purposes.

Our fees are assessed according to contract negotiated at the onset of all work. There are no cost overruns.

Projects have been completed within the specified time frames, agreed upon by the consultant and client at the onset of all work.

**W-9 form to be completed and returned with Proposal**

**W-9**  
 Form  
 (Rev. October 2007)  
 Department of the Treasury  
 Internal Revenue Service

**Request for Taxpayer  
Identification Number and Certification**

Give form to the  
requester. Do not  
send to the IRS.

<b>Print or type See Specific Instructions on page 2.</b>	Name (as shown on your income tax return) <b>GBS Investment Consulting, LLC</b>	
	Business name, if different from above <b>Yanni Partners, a Division of GBS Investment Consulting, LLC</b>	
	Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Limited liability company. Enter the tax classification (D=dissolved entity, C=corporation, P=partnership) ► _____ <input type="checkbox"/> Other (see instructions) ► _____	<input type="checkbox"/> Exempt payee
	Address (number, street, and apt. or suite no.) <b>310 Grant Street, Suite 3000</b>	Requester's name and address (optional)
	City, state, and ZIP code <b>Pittsburgh, PA 15219</b>	
List account number(s) here (optional)		

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number  
| | |

or

Employer identification number  
26 | 0516431

**Part II Certification**

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below).

Certification Instructions. You must cross out Item 2 above if you have b  
withholding because you have failed to report all interest and dividends on  
For mortgage interest paid, acquisition or abandonment of secured property  
arrangement (IRA), and generally, payments other than interest and dividends  
provide your correct TIN. See the instructions on page 4.

**If a Limited Liability Company and the  
Classification is C=Corporation, TAX FORM  
8832 Approved by the IRS must be submitted  
with W-9 Form**

Date ► 8/12/2010

Sign Here      Signature of  
U.S. person ► *Anne L. Myers*

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Purpose of Form**

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

**W-9**

Form W-9

(Rev. January 2003)

Department of the Treasury  
Internal Revenue Service

# Request for Taxpayer Identification Number and Certification

Give form to the requester. Do not send to the IRS.

Print or type  
See Specific Instructions on page 2.

Name <b>GBS Retirement Services</b>	
Business name, if different from above	
Check appropriate box: <input type="checkbox"/> Individual/ Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Other ► ..... <input type="checkbox"/> Exempt from backup withholding	
Address (number, street, and apt. or suite no.) <b>2 Pierce Place - 14th Floor</b>	Requester's name and address (optional)
City, state, and ZIP code <b>Itasca, IL 60143</b>	
List account number(s) here (optional)	

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3.

**Note:** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number	+     +
------------------------	---------

or

Employer identification number	1   3   3   7   2   7   3   3   3
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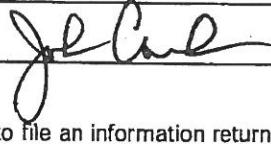
## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. person (including a U.S. resident alien).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

Sign Here    Signature of U.S. person ►



Date ►

12-13-06

## Purpose of Form

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

**U.S. person.** Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee.

**Note:** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Foreign person.** If you are a foreign person, use the appropriate Form W-8 (see Pub. 515, Withholding of Tax on Nonresident Aliens and Foreign Entities).

### Nonresident alien who becomes a resident alien.

Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the recipient has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement that specifies the following five items:

1. The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
2. The treaty article addressing the income.
3. The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
4. The type and amount of income that qualifies for the exemption from tax.
5. Sufficient facts to justify the exemption from tax under the terms of the treaty article.

## ACKNOWLEDGE RECEIPT OF ADDENDUM

**ADDENDA\***: The undersigned acknowledges receipt of Addenda No. 1 thru 2 issued during the time of solicitation of RFP and proposal includes the changes.

FIRMS MUST ACKNOWLEDGE RECEIPT OF ADDENDUM (S) BY SIGNING BELOW AND SUBMITTING THIS EXECUTED DOCUMENT WITH PROPOSAL RESPONSE. FAILURE TO SUBMIT THE ABOVE INFORMATION MAY BE SUFFICIENT GROUNDS FOR REJECTION OF PROPOSAL OR DELAY ISSUANCE OF CONTRACT

This Addendum shall become part of your firms' response and the subsequent contract documents if applicable.

Name of Firm: Yanni Partners, a Division of GBS Investment Consulting, LLC

Address: 310 Grant Street, Suite 3000, Pittsburgh, PA 15219

Telephone No. 412-232-1000

Email Address: terry\_scotti@ajg.com

Signature/Printed Name: Theresa A. Scotti, Area President Terry Scotti