



Go **further.**

Go **faster.**

All you need is
the right **team.**

Westfield Surety



Why **Westfield**

Founded on rich tradition

*Before cars, electricity and television
... long before us, and long before
our parents...*

A small group of Ohio farmers joined together to form an insurance company founded on integrity, trust, knowledge, respect and stewardship. And that vision is as true today as it was in 1848.

Generations of success

We continue this legacy by:

Rewarding hard work and providing resources to help you grow

Collaborating with you to help address both sides of risk - the obstacles and the opportunities

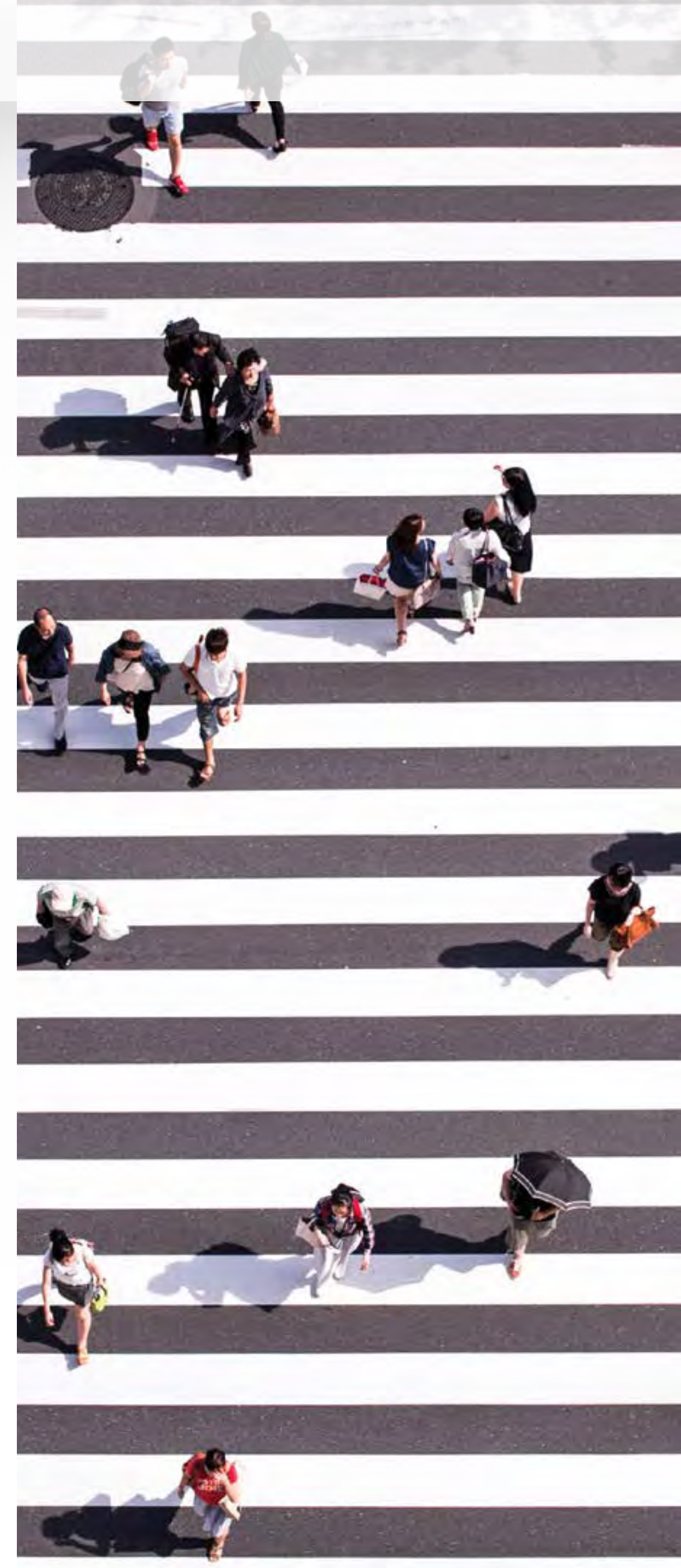
Believing in the power of relationships

Investing in you and in your community

Strength in numbers

Westfield is one of the nation's 50 largest property and casualty insurance groups and is backed by a level of financial strength and stability that has a steadfast record of industry leadership.

We are **champions
of progress**



Westfield **Surety**

Bringing vision, intelligence and advocacy to your community.

Depth of **experience**

Backed by over 60 years of surety industry experience and practical know-how, our surety pros are committed to building relationships and prepared to provide you with customized service and creative solutions.

Expertise to enable your success

Our team is there for you, sharing surety insights, local market intelligence, and industry knowledge. With over a century of combined experience in engineering, construction, insurance claims and accounting, our dedicated in-house staff is here to help navigate tricky legal situations, resolve conflicts and create win-win solutions.

Backed by rock-solid **financial strength**

Westfield is T-Listed and A.M. Best rated, "A," delivering the capacity and financial strength to support your bonding needs.

Measuring relationships
in **decades**, not years.



A Full Range of **Surety Products**

Contract Surety

From Bid to Maintenance and everything in between, our contract surety experts know the marketplace, the projects, and how to help you succeed.

WesExpress

Your answer to the quick and easy contract bond question. Our rapid response, personal credit-based contract bond solution serves emerging contractors as well as those with infrequent bond needs.

Commercial Surety

As valuable and diverse as the bonds themselves, our commercial surety team stands ready to assist you with your transactional, account and program bond needs.

Your Business is **Our Business**

We take the value of surety bonds seriously. Westfield engages in education and advocacy at the local, state and federal levels to preserve the product's value, promote predictability and protect your interests.

We're **Never Very Far**

With offices located strategically throughout the country, and licensed nationwide, neither space nor time limit our ability to provide you with world-class service.

Delivering on promises
in all **50 states**

Commercial Surety

No matter your commercial surety needs, from simple transactional to sophisticated accounts and programs, you can count on Westfield.

You can count on our service.

Our underwriting team and Commercial Surety Resource Center are eager to provide you with prompt, friendly and personal service.

You can count on our financial strength.

Westfield's record of financial stability spans three centuries. T-Listed and A.M. Best rated A, you can rely on our capacity to meet your needs, big and small, and trust our promises will be kept.

You can count on our expertise.

Our Commercial Surety Resource Center is your go-to for all things transactional, offering an online automated system for instant results and a streamlined book transfer process.

Our experienced and knowledgeable commercial surety underwriters want to be your resource for your account needs up to \$50,000,000.

Our flexible terms and easy reporting make your program business a breeze to manage.

Call us first for your bond needs associated with the following industries or classes of business:

- Fuel Supply & Transportation
- School Bus
- Food Service
- Janitorial Service
- Waste Haulers
- Software
- Financial Services
- Healthcare
- Retail Services
- Court
- Probate

*For more information, contact Westfield Commercial Surety at **877.233.9836** or **commercialsurety@westfieldgrp.com***

Contract Surety

Whether you are just starting out or an experienced pro, Westfield has the depth and breadth of knowledge to be your construction surety resource.

Our contract surety experts are just that: experts – in their field, in your market, and in helping you succeed. We specialize in:

Building relationships – *often measured in decades, not years*

Knowing your community – *it is our home, too*

Finding creative solutions – *sometimes things are complicated*

Helping contractors grow surety capacity – *success does not happen by accident*

We proudly serve all types of contractors including general, heavy/highway, utility, trade and specialty.

Westfield is backed by a level of financial strength and stability that provides **capacity to bond small, mid and large sized contractors**, all treated with and deserving of the same level of service.

Contract surety bonds made easy with WesExpress

For small and emerging contractors, or contractors with infrequent bond needs, our personal credit-based bond is the right fit. Let our rapid-response WesExpress program work for you.

Same surety expertise, same quality service, made quicker and easier.

- Single bond limit of \$500,000; Aggregate program limit of \$800,000
- Rate is \$30 per thousand
- Flat 30% commission
- No charge for bid bonds

Agency Benefits

Why is Westfield the right team?

Committed to You – We believe in you and the independent agency system. Westfield has a long history of success working with, promoting and collaborating with teams and individuals just like you.

Full Service Surety – With a full range of contract and commercial surety products, and a great deal of expertise, we can be your surety resource. No matter what level of surety experience you have, there is no substitute for the right team.

Sensible Pricing – Even though we think we can earn your customer's business on our service alone, we maintain flexible and competitive rates, including commercial surety account and program discounts.

Competitive Commissions – As satisfying as selling bonds can be, we get that compensation matters and invest in your success with fair commission levels.

Agency Performance Sharing Plan – When we prosper, you prosper. Westfield is proud to offer one of the most competitive incentive plans in the industry.

Prompt and Personalized Service – Our experts in the field help you strengthen your relationships with key insights, quick response times and winning solutions.

In-House Surety Claims Attorneys – We are self-contained for your convenience and value. Our diverse and experienced surety claims group is an integral part of our team from underwriting to resolving conflicts.

Financial Highlights

(Dollars in Thousands) (Unaudited)

FOR THE YEAR	2020	2019	2018	2017	2016
Net Written Premium	\$1,789,232	\$1,803,649	\$1,833,948	\$1,857,242	\$1,809,536
Net Operating Gain (Loss)	139,795	40,289	1,987	(27,547)	157,384
Net Income (after tax)	238,281	151,139	60,734	27,506	146,393
Combined Ratio	99.6%	106.1%	107.9%	108.8%	98.1%
Operating Ratio	92.1%	98.2%	100.0%	101.1%	90.7%
Return on Surplus	5.4%	1.7%	0.1%	-1.2%	7.5%
Net Premium Growth Rate	-0.8%	-1.7%	-1.3%	2.6%	2.3%

AT YEAR END	2020	2019	2018	2017	2016
Total Admitted Assets	\$5,865,259	\$5,727,925	\$5,530,025	\$5,517,541	\$5,220,607
Net Loss and LAE Reserves	1,724,783	1,747,501	1,766,282	1,759,594	1,625,437
Net Unearned Premium	886,394	883,812	904,130	909,378	887,154
Surplus	2,708,457	2,511,177	2,277,399	2,334,514	2,211,868
Net Writings to Surplus Ratio	0.7	0.7	0.8	0.8	0.8
Annual Surplus Growth	7.9%	10.3%	-2.4%	5.5%	10.8%

Prepared in accordance with statutory accounting principles
 All results include Voluntary Assumed Reinsurance (VAR) activity





Contact Information

Are you ready to
go **further**
and go **faster**?

Atlanta, GA
770.418.2223

Boston, MA
617.454.1081

Charleston, WV
681.235.8019

Charlotte, NC
Contract Surety:
704.752.2125
Commercial Surety:
704.752.2130

Chicago, IL
630.443.2909

Cincinnati, OH
513.794.7356

Cleveland, OH
330.523.3288

Columbus, OH
614.430.7526

Dallas, TX
469.366.3584

Denver, CO
303.537.6011

W. Des Moines, IA
515.635.6366

Grand Rapids, MI
616.649.6569

Houston, TX
832.913.5013

Indianapolis, IN
317.874.3013

Jacksonville, FL
904.661.4700

Kansas City, MO
515.635.6366

Knoxville, TN
865.340.4357

Minneapolis, MN
612.851.2840

Philadelphia, PA
330.887.0590

Phoenix, AZ
602.337.9913

Richmond, VA
804.614.3374

Salt Lake City, UT
385.321.2271

Tampa, FL
813.464.2034

Toledo, OH
567.331.6075

Westfield Home Office
800.243.0210
X 4300624

Commercial Surety
Resource Center
877.233.9836
commercialsurety@
westfieldgrp.com

WesExpress Hotline
844.WES.EXPS
(844.937.3977)
WesExpress@
westfieldgrp.com

Surety Claims
333.887.0857
suretyclaims@
westfieldgrp.com

©2021 Westfield. All rights reserved. SUR-32 0321

Westfield is a trade name and registered trademark of Ohio Farmers Insurance Company, providing insurance and related services.

The information contained herein is provided solely as a general overview of products and services offered by Westfield and does not replace the terms and conditions of your actual policy language. This information is not to be considered a firm offer to sell insurance and does not constitute a binding contract. All applications for insurance are subject to normal underwriting standards and guidelines applicable to a risk. For more information on coverages and limits, please contact your Westfield agent. Westfield reserves the right to change any of the terms and conditions or the availability of products and services. Products and services may not be available in all states.