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PRESS RELEASE

The Graham Company Becomes 100% Employee-Owned Through Employee Stock Ownership Plan, Ensuring Company Remains Privately Held

March 3, 2017 (Philadelphia) - [The Graham Company](#), one of the Mid- Atlantic region's largest insurance and employee benefits brokers, announced today that it's now a 100% employee-owned company through an Employee Stock Ownership Plan (ESOP) Trust. The news was officially unveiled during a company ceremony to commemorate the historic occasion. As an employee-owned company, The Graham Company will continue to operate under the same business model and management structure.

Over a storied career spanning more than five decades, Bill Graham has grown The Graham Company from six employees with revenues of \$300,000 to a team of more than 180 employees with revenues surpassing \$50 million. Along the way, the organization has received numerous accolades for its culture, earning Best Places to Work honors from *The Philadelphia Inquirer*, *Philadelphia Business Journal*, *Central Penn Business Journal* and many more.

"The Graham Company's hard-earned reputation for professional excellence, bedrock integrity and 24/7 client service is a testament to the incredible talent we have been able to attract," said Bill Graham, Chairman and CEO of The Graham Company. "By making the transition to an employee-owned organization, we are grateful to be rewarding our employees for their countless contributions to clients' successes, while empowering them to play an integral role in our shared future."

An ESOP is an employee benefit plan, which provides company stock to employees as part of their retirement benefit plan. By becoming 100% ESOP-owned, all company stock is now held in trust by the ESOP. Specifically, The Graham Company worked with consulting and investment banking firm MarshBerry & Company, Inc. ("MarshBerry") to implement an iCAP solution. The iCAP solution combines an ESOP with other unique structural features to offer a customized solution to allow insurance brokers like The Graham Company to perpetuate and remain independent.

"This is an exciting day for The Graham Company, a milestone that ensures the unmatched culture and business model that Bill pioneered will be upheld by the next generation," said Ken Ewell, President and COO of The Graham Company. "For our valued clients, it means we will continue to attract the best and brightest, fiercely committed to proactively helping businesses in high-risk industries navigate complex insurance issues and keep their employees safe."

About The Graham Company

The Graham Company is an insurance brokerage and consulting firm committed to enhancing employee safety and business viability through an action oriented approach to risk management. In business for over 50 years, The Graham Company focuses on customizing property and casualty, surety, and employee benefits programs for its clients. With its uniquely proactive approach to managing risk, The Graham Company is redefining what it means to be a broker because it believes Actions Matter. To learn more about The Graham Company, visit www.grahamco.com.