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PRESS RELEASE

The Graham Company Promotes Members of its Leadership and Advisory Teams

July 5, 2017 (Philadelphia, PA) – [The Graham Company](#), one of the Mid-Atlantic region’s largest insurance and employee benefits brokers, announced today the promotion of 12 of its executives, who currently serve as Board Members and Industry Team Leaders. Following the firm’s transition to a 100 percent employee-owned company through an Employee Stock Ownership Plan (ESOP) Trust in March 2017, these promotions mark an important step in ensuring that the business will continue to operate under the same strategic model and management structure in perpetuity.

“At The Graham Company, our people have always been our biggest asset,” said Ken Ewell, President and Chief Operating Officer of The Graham Company. “Under the leadership of Bill Graham, we pride ourselves on hiring the best and brightest people who will provide the highest level of service and counsel to our clients. The individuals who are being promoted today have exhibited an incredible commitment to helping clients in high-risk industries protect their businesses and employees. Dedicated to our core principles of integrity and a proactive approach to risk management, they represent the next generation of leadership at our firm.”

Combined, the following six individuals have been with The Graham Company for an average of 24 years, and each plays a key role in furthering the strategic business goals of the firm. These executives, who all previously held the title of Vice President, have been promoted to Senior Vice President:

- **Lucille H. Carey** has been with The Graham Company since 1974, and currently oversees human resources and operations. She is also a member of the Board of Directors, the Management Committee and the Charitable Giving Committee.
- **Dina L. Daniele, CPCU** joined the team 18 years ago, and leads the firm’s account management division while also serving as Marketing Manager. She is a member of the Board of Directors and the Management Committee.
- **Tom Morrin** is responsible for new business development at The Graham Company. He has been with the firm since 2007, and also plays a key role on the Board of Directors.
- **A. Peter Prinsen, Esquire, CPCU, RPLU, ASLI** is the company’s General Counsel and advises insureds on coverage and claims matters. He has been with the firm for nearly two decades and is a member of the Board of Directors.
- **Robert J. Scullin, ARM** manages a large book of complex accounts in the construction, manufacturing, real estate and life sciences industries. He has been with the firm since 1993 and is also a member of the Board of Directors.

- **Mark J. Troxell, ARM** has been with the company since 1999 and with more than 20 years of loss control experience, is responsible for the overall direction of the firm's Safety Division.

The following six individuals all hold advisory roles at The Graham Company and serve as Industry Team Leaders, overseeing Producers and Consultants who serve clients in the firm's primary verticals. All previously held the title of Vice President, and have been promoted to Managing Director:

- **Carl M. Bloomfield, AAI** leads The Graham Company's Health & Human Services Division, working with a wide variety of healthcare and social services organizations on their risk management solutions. He has been with the firm since 2006.
- **Sean H. Brogan, Esquire** joined the firm in 2006 and oversees the company's Professional and Financial Services Division, assisting clients with the design and implementation of comprehensive insurance programs.
- **Dan Jordon** leads the firm's Employee Benefits Division. With 14 years of benefits consulting experience, he develops long-term strategies for clients to contain costs and eliminate medical claims.
- **James P. Marquet** manages the Construction Division and leads new business development in the areas of Property & Casualty Insurance and Surety. He has been with the firm since 2006.
- **Bill Selman** joined The Graham Company in 1999 and oversees the Manufacturing Division. He is also active in the development of the firm's captive alternatives.
- **Kevin D. Smith, CPCU, ARM** leads the company's new business development efforts in the Real Estate Division and Captive Programs. He has been with the firm since 1999 and is a member of the Management Committee.

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.