

# Business @ Bishop Ranch

Northern California's Most Dynamic Business Community

## SPOTLIGHT: INSURANCE

December 2009/January 2010



### [Diablo Insurance Agency](#)

Bishop Ranch 2 | 925.884.2290

Founded in 1981, Diablo Insurance Agency provides individuals with a variety of different coverage types, including auto, home, life and rental insurance, amongst others. The agency prides itself on the experience of its staff—Diablo's "least" experienced agent has 14 years experience, while its senior agent has 28 years experience.



### [Innovative Claim Solutions](#)

Bishop Ranch 6 | 925.327.8050

With more than 72 years of combined experience in claims handling, Innovative Claim Solutions helps solve workers' compensation problems by developing integrated claims management programs that keep pace with the increasingly complex nature of California Workers' Compensation claims.



### [New York Life Insurance](#)

Bishop Ranch 6 | 925.328.3700

Ranked 76 on the 2009 *Fortune* 100 list, New York Life Insurance is the largest mutual life-insurance company in the United States. It's also one of the few life insurance companies to hold the highest possible financial strength ratings from all four major rating agencies.

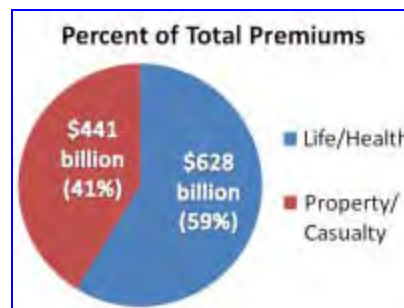
## INSURANCE STATS

27 companies

located at Bishop Ranch

6 **Fortune** 500  
companies

at Bishop Ranch, including three Fortune 100 companies for 2009



Breakdown of insurance premiums for the 2009 market. (Click to enlarge)



## EXECUTIVE PROFILE

### Wally Brown

Title: Managing Principal  
Company: [Edgewood Partners Insurance Center](#)  
Location: BR8  
Number of Employees: 55  
Year Founded: 2007  
Years at Bishop Ranch: 2  
Business: Insurance Brokerage

**Business philosophy:** If you do what's best for your customers, your business will grow and flourish.

**Suggestions for up-and-coming executives:** People like Bill Gates and Steve Jobs just love being successful. If you work hard and do what's right, and don't worry about the financial aspects of business success, you'll achieve much.

**Greatest business challenge:** Balancing the expectations of the three groups of people you represent: customers, employees and the owners of the firm, whether that's stockholders or individuals.

**Business goals:** Since this is a new business, my primary goal is to successfully grow our firm as one of the leaders in the insurance brokerage community.

**Best way to motivate staff:** I think it's important to give them a feeling of accomplishment and the freedom to achieve goals and accomplish objectives.

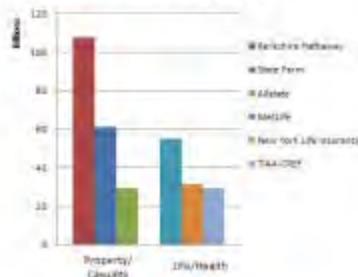
# 20 years

of leasing for Bishop Ranch's longest-sitting insurance tenant, Berger & Jones Insurance Agency

# \$1.1 trillion

in net premiums were recorded for the insurance industry in 2008

## Top Insurance Groups by Revenues, 2008



Insurance company rankings in the property/casualty and life/health categories. ([Click to enlarge](#))

## INSURANCE@BR

AIG Domestic Claims, Inc.  
AMCOM Insurance Services  
[Arthur J. Gallagher Risk Management Services](#)  
Audatex  
[Beazley USA Services, Inc.](#)  
Berger & Jones Insurance Agency, Inc.  
[Chubb Group of Insurance Companies](#)  
Diablo Insurance Agency  
Edgewood Partners Insurance Center  
Elios, Inc.  
Farmers Insurance Group - H. Mahdavi Agency  
[Gallagher Benefit Services](#)  
[The Guardian Life Insurance Company](#)  
H. Mahdavi Insurance Agency  
Hartford Fire Insurance Company  
Hausman Insurance Agency

Innovative Claims Solutions, Inc.  
John Glenn Adjusters and Administrators  
Liberty Mutual Group  
Marana Benefits Administration, Inc.  
New York Life Insurance Company  
Omni-Prestige Insurance Services Inc.  
[Old Republic Home Protection](#)  
[Rogers Insurance Services, Inc.](#)  
Sams & Associates  
StanCorp Financial Group  
State Farm Insurance Company  
State Farm Mutual Auto Insurance Company  
Vikco Insurance Services, Inc.

**Best decision ever made:** Even though I knew little about it, getting into this industry right out of college was a tremendous value. I got into a small family business that turned into an opportunity for success—one that I never really envisioned when I was starting out.

**Like best about job:** I enjoy the opportunity to interact with people, employees and clients.

**Like least about job:** Meaningless details that don't provide any kind of value for the business.

**Characteristic you admire:** I admire intelligence and dedication equally.

**Dealing with disappointment:** I try to move on, to look forward not backward.

**Personal interests:** I'm mainly down to golf and travel—my favorite places to visit are probably South America or Africa.

**Recent books read:** *The Greatest Game Ever Played: Harry Vardon, Francis Ouimet, and the Birth of Modern Golf* as well as *The Match: The Day the Game of Golf Changed Forever*, both by Mark Frost. I've also enjoyed *The Gate House*, by Nelson Demille.

## NEWS@BR

- [Tri Valley Law](#), a transactional business law firm, recently closed four separate acquisitions for the firm's client, Constellation Software Inc. The transactions included the acquisition of Compusource Corporation and the business assets of EZFacility.com, Inc. Earlier this year, Tri Valley Law served as counsel to Constellation Software Inc. in the acquisition of Common Cents Solutions, Inc.
- [Frankel & Goldware](#), a law firm specializing in business, labor and employment,

and estate planning, has announced that partners Richard Frankel and Stuart Goldware have both been selected as Northern California Super Lawyers for 2009 by *Law & Politics*. This is Frankel's fifth consecutive year receiving the distinction, Goldware's third.

- [Brocade](#) and Motorola have [announced a strategic partnership](#) to collaborate on wireless LAN, voice-over-WLAN, mobile unified communications/fixed mobile convergence, cloud computing and wireless broadband technologies. Brocade will rebrand and resell a number of Motorola's enterprise wireless LAN solutions and resell Motorola wireless security products as an extension of its own IP/Ethernet product portfolio.
- [Bayer Corporation's](#) CEO, Greg Babe, was named [Employer of the Year](#) by the Employee Services Management (ESM) Association for his commitment and engagement toward employee services and programs that contribute to a high level of employee satisfaction and morale within the workplace. ESM Association is a national nonprofit for employee services providers.
- [The Standard](#), a leading provider of financial products and services, [raised more than \\$675,000](#) during its 2009 Employee Giving Campaign. After a dollar-for-dollar match by The Standard, the total from the 2009 campaign exceeded \$1.3 million—benefiting nearly 700 local and national nonprofit organizations.
- [SOI](#) CEO Carl Guidice [is a finalist](#) for the Ernst & Young Entrepreneur of the Year 2009 Award. According to Ernst & Young LLP, the awards program recognizes entrepreneurs who demonstrate extraordinary success in the areas of innovation, financial performance and personal commitment to their businesses and communities.
- [eQuest](#) is partnering with LinkedIn, which will allow [joint eQuest and LinkedIn corporate customers](#) to deliver their job postings to LinkedIn with no additional distribution fees. This will be the first integration between the global market leader in job posting delivery management and the largest global professional network.

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## NEW@BR



Bishop Ranch welcomes [Brands of Britain](#) to Bishop Ranch 6. The company provides U.S. retail and distribution partners an efficient method to source innovative products from Britain.



Bishop Ranch also welcomes [AMR Appraisals](#) to Bishop Ranch 15. AMR Appraisals is a leading provider of real estate valuations for the mortgage lending marketplace and estate planning in California.

## EVENTS@BR



# Holiday Tree Lighting

What would the holidays be without our eighth annual Tree Lighting Holiday Celebration? Come celebrate the holiday season with us.

Gather up your loved ones, your cozy attire and your good cheer, and help us spread the holiday spirit. A variety of vendors will be selling refreshments. There will be activities for the kids, lots of entertainment, and, this year, the Rotary Club will be on hand to accept donations for One Warm Coat. The food bank will also be on hand to collect food donations.

Thursday, December 3, 5:30–7:30 p.m.  
6111 Bollinger Canyon Road (BR1)  
Outdoor Event

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## CONTACT BISHOP RANCH

Submit news about your company to [business@bishopranch.com](mailto:business@bishopranch.com). For more information about Bishop Ranch tenants located here, visit [www.bishopranch.com](http://www.bishopranch.com).

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