



**Office of the  
County Attorney**

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Suite 443  
Catskill, New York 12414

Carol D. Stevens, Esq.  
County Attorney

May 24, 2010

Nassau Community College  
Attention: Insurance RFP Committee

Dear Sir or Madam:

Marshall & Sterling has provided the insurance and risk management services to the County of Greene for the past 20 years. In the early 1990's, Ken Grey was instrumental in creating and designing a liability policy for the county, in lieu of the county's previous situation without any liability insurance protection. In all areas the agency has become an extension of Greene County's risk management processes. I have personally worked with Ken Grey, Lorraine Emerick and their associates in all areas of the insurance program since assuming the role of County Attorney in 2001. The firm treats the County's insurance and risk management proposition as their own. Marshall & Sterling has always competed successfully in all bids and their performance has been nothing less than exceptional.

As the County Attorney, I am personally responsible for integrating and administering the risk management programs in all departments, including loss prevention, cost containment and claims management. We have worked together to establish policies and procedures for contracts; third party vendor requirements; exposure and coverage analysis; innovative policy language and arrangements to solve challenging issues with social programs and the County jail; insurance marketing analysis; personal involvement with claims adjusters and often multiple attorneys and carriers to achieve the best resolution of claims for the benefit of the County; catastrophic and large loss management; addressing workers' comp issues from a coverage perspective and consistently providing highly competitive alternatives. The team at Marshall & Sterling continue to operate proactively with respect to cost containment, coverage solutions and sound advice. As one of the top privately



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owned insurance firms in the U.S., I have the confidence in Marshall & Sterling to always provide leading edge solutions for the County's risk management programs, while at the same time always being readily available to handle the difficult issue or emergency that emerges.

It is with great pleasure that I wholly recommend Marshall & Sterling for handling the insurance and risk management program for Nassau Community College. I would welcome your call to confirm my recommendation.

Very truly yours,



Carol D. Stevens  
Greene County Attorney

CDS/gr

cc: Dan Frank, Interim Greene County Administrator