



**SUMMER
2025**

FIRST LOOK!

**THE DIVISION'S GROWTH
AND STABILITY HAVE
BEEN SUPPORTED BY THE
TRUST OF BROKERS AND
CUSTOMERS LIKE YOU!**

**Take a look inside
to learn more!**

The Crime Times

with the Fidelity / Crime Division

INSIDE THE ISSUE

- Celebrating 30 Years of Exceptional Fidelity / Crime Protection
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- Embezzlement in College Athletics: The John Doe Case
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Celebrating 30 Years of Exceptional Fidelity / Crime Protection

2025 marks the 30th anniversary of the Great American's Fidelity / Crime Division, now the 3rd largest crime market in North America. This success is attributed to exceptional service, comprehensive coverage, and a strong commitment to the market. The division's growth and stability have been supported by the trust of brokers and customers, with many celebrating long-term relationships of 15, 25, and even 30 years with us!

Evolution of Fidelity / Crime

The world has changed tremendously in the last 30 years. The rapid evolution of technology has affected how criminals commit crime. However, one fundamental aspect of employee dishonesty has never changed: employees with the motivation to steal will do so when the opportunity exists. Thieves typically go the path of least resistance, where the weakest internal controls are. By adapting policy coverage to match changing exposures, we have evolved to meet the needs of our customers. We help to educate our customers on minimizing their risks to prevent losses and have helped them avoid catastrophic losses to their business. We offer continuing education classes about crime coverage to educate our brokers, and we offer loss control services to help insureds become better risks.

Over the past 30 years we have added to our suite of niche products. We offer traditional crime coverages for mercantile, governmental and financial entities. In addition, we offer coverage for armored cars, gaming risks and Native American risks. We added coverage for kidnap and ransom 20 years ago and are proud to offer \$65 million in capacity. More recently, we added Fine Art coverage to our suite of products. Our dedicated Fine Art team is experienced in this class and is always looking for ways to assist our customers.

Thank You!

Our long-term success is credited to the dedication of underwriters, claim professionals, and support specialists. A special thank you is extended to our brokers and insureds for their trust and support over the years. Thank you for believing in us, we owe our success to you and will continue to work hard to keep that trust and serve your needs.

We look forward to another 30 years of serving the fidelity/crime industry!



Milestone Highlights

We are excited to share some wonderful updates about our team!

Welcome



Amanda Atcheson
Account Manager

T.J. Ervin
Sr. Account Executive

Devin McGowan
Account Executive

Mike McKelvey
Account Manager

Dominic Mulligan
Senior Account Executive

Jason Najjar
Account Executive

Michael Rametta
Account Executive

David Rivera
Senior Account Executive

Tina Turner
Account Manager

Grace Wagner
Account Executive

Tristan Will
Account Executive

Promotions



Tyrone Bell
Manager

Jessie DeFreeuw
Manager

Chad Fowler
Senior Account Executive

Andrew Gristina
Divisional Assistant Vice President

Mike Marino
Director

Tory Mucci
Divisional Vice President

Madison Pace
Senior Account Executive

Tara Proulx
Account Manager

Pat Shannon
Director

Colleen Stafford
Senior Account Executive

Ryan Ward
Account Manager

Milestone Anniversaries



Nancy Edgar
30 Years

Jason Kyd
20 Years

Nancy Ogren
35 Years

Jordan Penn
10 Years



Vendor Fraud

Vendor fraud schemes have been the longest running (and costliest!) trend in employee theft. All businesses are at risk given that all businesses have vendors. These schemes can include billing fraud, ghost vendor payments, and kickbacks. Fraudsters seize opportunities to facilitate their schemes when there are weaknesses in a company's internal controls. These types of losses can be mitigated by implementing certain controls.

Internal controls that can help mitigate the risk:

- ✓ Establish an authorized master vendor list of thoroughly vetted and approved vendors. Update and maintain the vendor list and purge the list annually to eliminate vendors with whom your company no longer does business.
- ✓ Employees who are responsible to perform background checks on vendors should not also be authorized to add new vendors or be tasked with maintaining and purging the master list. Maintaining segregation of duties is vital.
- ✓ Any new vendors should be required to provide appropriate documentation, and multiple employees should review and sign off on any new vendor approvals.
- ✓ Implement formal payment review by management or an internal audit department and maintain records to support invoice payments and account reconciliations.
- ✓ Perform vendor background checks to include W9 and face-to-face interviews in order to determine ownership and financial capability prior to doing business with the vendor.

Provide all vendors with the company's conflict of interest policy:

- Gifts from vendors should be prohibited.
- Know your vendor. Be familiar and have open communications with your vendors.
- Formal procedures should be established for all wire transfers including identifying employees who are authorized to make transfers with established thresholds that require the approval of multiple employees.

Perform background checks on all employees to include:

- Criminal background checks
- Prior employment checks
- Credit history checks

Embezzlement in College Athletics: The John Doe Case

A former college basketball coach and athletics official was sentenced to three years in prison for embezzling more than \$1,000,000.

John Doe, 43, an ex-basketball coach and athletic department official, stole funds from a small, popular northeast college over a six-year period. He worked for the college from 2002 to 2016, serving as its basketball coach from 2002 to 2014, as an assistant athletic director from 2003 to 2011, and as an associate athletic director from 2011 until August 2016.

Whenever the college's gym was not being used by its athletic teams, it was rented out to outside parties. In his administrative capacity, Doe had control over the gym rentals and scheduling. Doe used the college facilities as his own cash machine, renting them out without the college's approval and without the college receiving any compensation. All told, his scheme diverted over \$1,000,000 meant for the college.

On numerous occasions between 2010 and 2016, Doe rented the gym to outside parties on "behalf" of the college. Doe instructed the renting parties to

make payments to entities that were not connected with the college but sometimes had very similar names to college-affiliated entities. Doe controlled these entities' bank accounts. Brazenly, Doe many times simply directed that payment be made directly to him or his individual associates.

Doe used the diverted funds on personal expenses, including renovations to his home. His scheme improperly diverted over \$1,000,000 in funds intended for the college. Doe's crime went unchecked for years and is symptomatic of the lax policies and poor oversight controls found throughout small colleges across the country.

After the scheme was discovered, Doe pled guilty to embezzlement and misapplication concerning a program receiving federal funds. In 2018, he was sentenced to three years in prison and four years of supervised release. Additionally, he was ordered to forfeit \$800,000 and to pay that same amount in restitution to the college.



Equine Insurance: Coverage for Theft and More

Whether an insured owns a Yellowstone cutting horse, an Olympic show jumper, a prized derby winner, or a humble family pet, horses deserve expert insurance coverage. Including theft, we also offer medical, surgical, and colic endorsements to support the health of the horse. We have one of the most comprehensive and unique product portfolios available for horse owners, as our coverages can also be stacked, making each policy customizable for a client's specific situation. In addition to Full Mortality, we insure all aspects of the horse, including products customized for breeding programs such as Barrenness, Prospective Foal, Stallion Availability, and Accident, Sickness and Disease Infertility coverages.

While our coverage territory is the continental United States and Canada, we have options that can extend transit all over the world for those horses competing and breeding across the globe.*

That's where Great American's Equine Mortality division comes in.

Who We Are

Housed in Ocala, Florida, which carries the trademarked title as "The Horse Capital of the World", the Equine Mortality division prides ourselves in speaking the unique horse language, with 59% of our employees owning or having owned horses themselves. As one of the world's leading providers of equine mortality insurance and related coverages, we are knowledgeable in all breeds, disciplines and uses such as racing, showing, cutting, dressage, hunter/jumper, driving, reining, pleasure riding and breeding programs. With the wide variety of horse breeds, disciplines and uses, it's important our clients choose a carrier that understands the unique risks of every equine situation, which also extends to our in-house world class claims services.

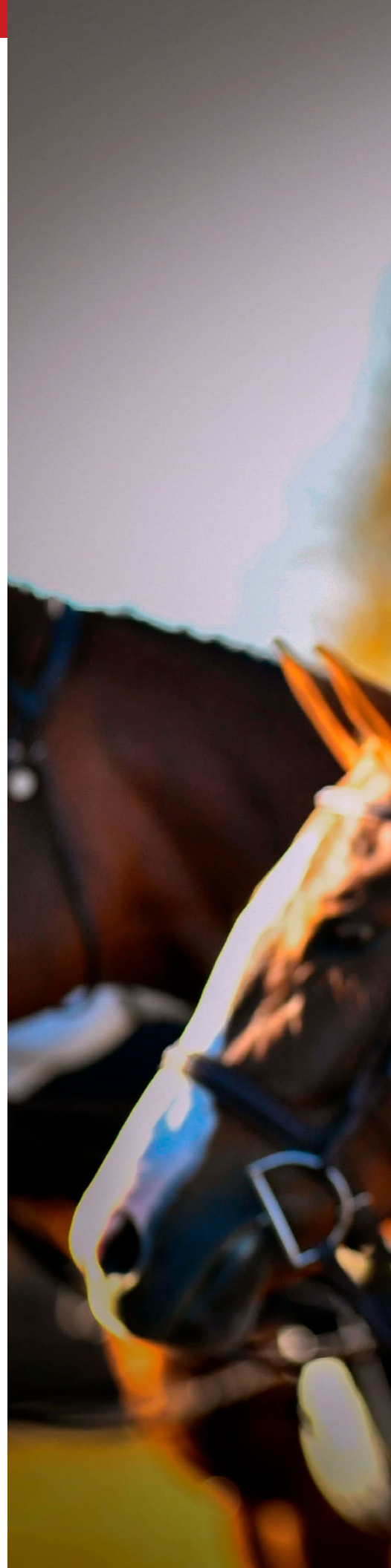
What We Do

For clients who wish to learn more, get in touch with our Equine Mortality Division today at GAIG.com/Equine.

WHY GREAT AMERICAN FIDELITY / CRIME?

Your Partner in Crime®

Since 1995 we've been insuring clients from crime related losses. We have a depth of experience in both underwriting and claims that is unmatched in the marketplace. Discover how our specialization and expertise provide the advantage to address your unique needs.







301 E. Fourth St.
Cincinnati, OH 45202
800-545-4269
GAIG.com

for all the *great* you do®

CrimeInsurance.com

Equine Mortality Division US policies are underwritten by Great American Insurance Company, Great American Assurance Company and Great American Security Insurance Company, authorized insurers in all 50 states and the DC; Canadian policies are underwritten by Great American Insurance Company – Canadian Branch, a foreign insurer authorized to insure risks in all Canadian Provinces and Territories. The Chief Agency of the Canadian Branch of Great American Insurance Company is located at Scotia Plaza, Suite 2100, 40 King Street West, Toronto, Ontario M5H 3C2.

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