

March 9, 2015

Dear Representative Hughes:

Thank you for sponsoring House Bill 12. We are writing to you as independent contractor State Farm Agents. We are each small business owners in Alaska. We employ between three and ten team members each, and market insurance and bank products to fellow Alaskans exclusively on behalf of State Farm Insurance Companies and State Farm Bank.

As part of our business, we originate home loan applications exclusively for State Farm Bank. Because we are independent contractors (and not employees) we are required to be licensed as and follow all the regulations for Mortgage Loan Originators (MLO) as well as be licensed as a Mortgage Broker. The Mortgage Loan Originator (MLO) licensing requirement is something we don't contest. However, under current Alaska law, we must also be licensed as Mortgage Brokers, simply to sponsor and supervise ourselves as MLO's. That makes no sense and is not required in any other situation. Having to carry a Mortgage Loan Originator license and a Mortgage Broker/Company License is duplicative and causes unnecessary expense and hardship. We are pleased that even the State of Alaska's Division of Banking and Securities recognizes that we are not serving as "Brokers" and has approved of the method to address this problem in HB 12. Some of our associates don't even offer loans to their long-time customers because of this onerous burden. Some of us have considered dropping this service to our customers because of the dozens of hours of reporting and paperwork and the approximately \$2000 extra per year it requires.

Thank you again for sponsoring HB 12. If we may be a resource in answering questions or providing additional support, please don't hesitate to let us know.

Sincerely,

Kristie Babcock, State Farm Agent
10735 Kenai Spur Hwy, Suite #1, Kenai, AK 99611
(907) 283-7116
NMLS Co. #314934; NMLS MLO #309083

Glenn Marlin, State Farm Agent
172 S Lamont Circle Suite C, Wasilla, AK 99654
(907) 376-3766
NMLS Co. #1216992; NMLS MLO #1100812

Nancy Field, State Farm Agent
35202 #1 Kenai Spur Hwy, Soldotna, AK 99669
(907) 262-4440
NMLS Co. #315547; NMLS MLO #316937

Doug McCann, State Farm Agent
360 Boniface Pkwy Ste B-5, Anchorage, AK 99504
(907) 272-6442
NMLS Co. #308128; NMLS MLO #308108

Shannon Fortune, State Farm Agent
354 Old Steese Hwy, Fairbanks, AK 99701
(907) 452-1385
NMLS Co. #1211192; NMLS MLO #864413

Tyler Randolph, State Farm Agent
1515 Mill Bay Road, Suite A, Kodiak, AK 99615
(907) 486-6179
NMLS Co. #1288854; NMLS MLO #846748

Curtis Green, State Farm Agent
836 E. 15th Ave, Suite #1, Anchorage, AK 99501
(907) 272-2812
NMLS Co. #311779; NMLS MLO #311643

Randy Rhodes, State Farm Agent
5915 Lake Otis Pkwy.#2, Anchorage, AK 99507
(907) 644-7997
NMLS Co. #793169; NMLS MLO #792750

Allie Hewitt, State Farm Agent
5431 Mayflower Lane, Unit 5, Wasilla, AK 99654
(907) 357-0727
NMLS Co. #1206616; NMLS MLO #1102353

Troy Sayer, State Farm Agent
11823 Old Glenn Hwy, #109, Eagle River, AK 99577
(907) 694-9436
NMLS Co. #390764; NMLS MLO #390611

Todd Jackson, State Farm Agent
1330 Huffman Road, Suite E, Anchorage, AK 99515
(907) 345-0214
NMLS Co. #317676; NMLS MLO #317533

Kris Yoder, State Farm Agent
3637 Airport Way, Suite 109, Fairbanks, AK 99709
(907) 328-9022
NMLS Co. #995058; NMLS MLO #994236

Jim Kelly, State Farm Agent
1401 Turner, Fairbanks, AK 99701
(907) 457-3276
NMLS Co. #308380; NMLS MLO #320947

Reuben Willis, State Farm Agent
720 W. Willoughby Ave, Juneau, AK 99801
(907) 586-2027
NMLS Co. #311772; NMLS MLO #319246