

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. 15<sup>th</sup> 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