

BEFORE THE IOWA INSURANCE COMMISSIONER

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IN THE MATTER OF	)	Division Case No. 89967
	)	
JOHN E. DENCKLAU,	)	<b>ORDER REINSTATING LICENSE</b>
NPN 6866207,	)	<b>AFTER SUSPENSION</b>
DOB 01/14/XXXX,	)	
Respondent	)	

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Pursuant to Iowa Code chapter 522B and Iowa Administrative Code 191—10.10, this matter comes before the Commissioner of Insurance upon an application by John E. Dencklau for the reinstatement of his Iowa insurance producer license.

**I. PARTIES AND JURISDICTION**

1. The Commissioner of Insurance, Nick Gerhart, directly and through his designees, administers and enforces the provisions pursuant to Iowa Code § 505.8 and the Iowa Licensing of Insurance Producers Act, chapter 522B.
2. John E. Dencklau, (“Respondent”), is an individual with a last known mailing address of 2014 Nicole Road, Fort Dodge, IA 50501 and a National Producer Number of 6866207.
3. Respondent has filed an application with the Iowa Insurance Division (“Division”) for reinstatement of his suspended license and the Commissioner is authorized to issue this Order pursuant to 191 IAC 10.10.

**II. FINDINGS OF FACT**

4. Respondent is licensed as a resident insurance producer in the State of Iowa.
5. Respondent applied for a resident insurance producer license with the Division by submitting through the National Insurance Producer Registry a Uniform Application for Individual Producer License (“Uniform Application”). In submitting the Uniform Application,

Respondent designated the Commissioner as an agent for service of process. The Respondent's license will expire on January 31, 2017.

6. The Division and the Respondent entered into a consent order filed on May 23, 2016 ("Consent Order"), suspending Respondent's insurance producer license for a period of July 16, 2016 through September 7, 2016.

7. The application for reinstatement after suspension of Respondent's insurance producer license was filed with the Division, as required by Iowa Administrative Code 191—10.10, on September 8, 2016.

8. The Respondent's suspension has ended.

9. Respondent has complied with the Consent Order.

### **III. CONCLUSIONS OF LAW**

10. Iowa Administrative Code 191—10.10(2)(a) states that a producer, whose license has been revoked or suspended by order, may apply to the Commissioner for reinstatement of his or her license by filing an application for reinstatement.

11. Respondent has filed the required application of reinstatement.

12. Iowa Administrative Code 191—10.10(2)(b) states that applications for reinstatement must allege facts sufficient to enable the Commissioner to determine that the basis of the suspension no longer exists.

13. Under Iowa Administrative Code 191—10.10(2), a producer must comply with the terms of the order when applying for reinstatement.

14. Respondent is in compliance with the conditions of the Consent Order issued on May 23, 2016 and has alleged facts in his application that demonstrate that he has ceased engaging in the acts and practices that were the basis of his suspension.

15. Iowa Administrative Code 191—10.10(4) states that an order of reinstatement shall be based upon a written decision containing findings of fact and conclusions of law and may impose such terms and conditions as the Commissioner deems desirable.

16. As Respondent's suspension has ended and Respondent has complied with the terms of the Consent Order and the rules for applying for reinstatement, an order of reinstatement should be issued pursuant to Iowa Administrative Code 191—10.10.

#### IV. ORDER

**IT IS THEREFORE ORDERED** that:

- A. The Iowa resident insurance producer license of Respondent is reinstated; and
- B. Respondent shall immediately be permitted to transact and participate in the business of insurance in Iowa.

**IT IS FURTHER ORDERED** that, pursuant to Iowa Code § 505.8(10), the Respondent shall pay as expenses and costs related to investigations and other proceedings, \$100.00 remitted with the application for reinstatement payable to the Iowa Insurance Division Enforcement Fund to provide funds for insurance enforcement and education.

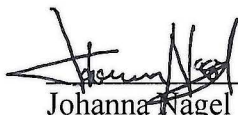
SO ORDERED on this 9 day of September, 2016.



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NICK GERHART  
Iowa Insurance Commissioner

Respectfully submitted,



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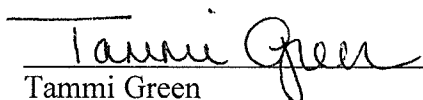
Johanna Nagel  
Compliance Attorney

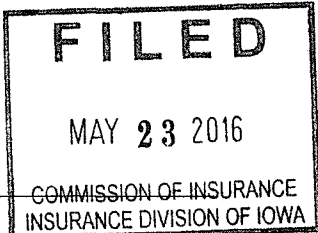
AFFIDAVIT OF SERVICE

County of Polk            )  
                                  ) ss  
State of Iowa            )

The undersigned affiant certifies under penalty of perjury that she has entered the above order into the records of the Iowa Commissioner of Insurance and on the 12<sup>th</sup> day of September, 2016, the foregoing order was delivered to the United States Postal Service, postage prepaid, for first class mail and also for certified mail service, return receipt requested; to:

John E. Dencklau  
2014 Nicole Road  
Fort Dodge, IA 50501

  
\_\_\_\_\_  
Tammi Green  
Iowa Insurance Division



BEFORE THE IOWA INSURANCE COMMISSIONER

IN THE MATTER OF	)	Division Case No. 89967
	)	
JOHN E. DENCKLAU,	)	<b>ORDER AND CONSENT</b>
NPN 6866207,	)	<b>TO ORDER</b>
Respondent	)	

COMES NOW the Iowa Insurance Division (“Division”) pursuant to the provisions of the Iowa Insurance Trade Practices—Iowa Code Chapter 507B and the Iowa Licensing of Insurance Producers Act—Iowa Code Chapter 522B, and seeks the entry of this order (“Order”):

**I. PARTIES AND JURISDICTION**

1. The Commissioner of Insurance, Nick Gerhart, administers the Iowa Insurance Trade Practices Act—Iowa Code Chapter 507B and the Iowa Licensing of Insurance Producers Act—Iowa Code Chapter 522B pursuant to Iowa Code § 505.8. Commissioner Gerhart has designated the Iowa Insurance Division to seek enforcement of these provisions.
2. John E. Dencklau, (“Respondent”), is an individual with a last-known residence address of 2014 Nicole Road, Fort Dodge, IA 50501.
3. Respondent is an individual with the birth month and date of January 14<sup>th</sup>.
4. Respondent is and has been licensed in the state of Iowa as a resident insurance producer since February 12, 1980. He is licensed under National Producer Number 6866207.
5. Respondent is President and Director of Vincent Insurance Agency, Inc. doing business as Dencklau Insurance Services (“Dencklau Insurance”) which is located in Fort Dodge, Iowa.
6. From at least December 2010 through February 2013, Respondent has engaged in acts and practices within the state of Iowa constituting cause for suspension or revocation of his

insurance producer license; cease and desist orders; and civil penalties or other relief under Iowa Code Chapters 507B, 522B, and rules adopted pursuant to these chapters.

## **II. FINDINGS OF FACT**

7. Respondent applied for a resident insurance producer license with the Division by submitting through the National Insurance Producer Registry a Uniform Application for Individual Producer License (“Uniform Application”). In submitting the Uniform Application, Respondent designated the Commissioner as an agent for service of process.
8. The Division issued Respondent a license as an insurance producer on February 12, 1980 and assigned to him National Producer License number 6866207.
9. Respondent was an insurance agent for Client A from at least the years 1995 to 2012.
10. Client A was insured through State Auto Insurance Company (“State Auto”) in 2011.
11. Client A was insured through Travelers Insurance Company (“Travelers”) in 2012.
12. Client A had general liability, business auto, umbrella, and workers compensation policies with State Auto and Travelers.
13. Respondent sent Client A invoices for annual premium amounts and any subsequent additional premium amounts due with instructions for Client A to issue checks payable to Dencklau Insurance. Client A promptly issued checks payable to Dencklau Insurance for the full amount invoiced.
14. Respondent holds a business checking account (“Checking Account”) in which he commingles insurance business with other transactions.
15. From about December 2010 to October 2012, Respondent has deposited checks for premiums from clients, including Client A, into the Checking Account.

16. Respondent failed to timely remit premium payments to the proper insurance companies that he received from his clients, including Client A.

17. From about December 2010 to October 2012, Respondent routinely failed to remit the entire premium amount he received from Client A to the insurer.

**A. Client A's Policies with State Auto for Policy Year 2011**

18. Client A's policies with State Auto lapsed at least four times throughout 2011 due to Dencklau's failure to timely pay premiums.

19. On February 21, 2011, Respondent instructed State Auto to change the contact name and address for Client A's policies to his name and address of Dencklau Insurance Services.

Additionally, Respondent informed State Auto that he would be the contact person for all billing and correspondence relating to the Client A policies.

20. On March 10 and 22 of 2011, Respondent again made requests to State Auto to change the billing information, stating that Client A wanted Respondent to monitor the accounts because Client A's comptroller left the company, and Respondent also instructed State Auto to send any future emails to his email address.

21. Client A never asked Respondent to change the billing and account contact information.

22. Respondent told State Auto that the payment delays were the fault of Client A's new accountant, even though Client A had already paid in full at the beginning of the year.

23. State Auto cancelled Client A's policies four times in 2011, however Respondent was able to get the policies reinstated by saying that the problems were due to Client A's new comptroller and accounting issues, and assuring State Auto that things were being worked out.

24. State Auto only agreed to reinstate the policies if the account was placed on electronic funds transfer (EFT). Respondent asked for reconsideration several times, but when State Auto

refused, he finally sent an EFT that authorized payment from his own bank account. Client A was not aware of any of this.

25. Only one EFT payment was successfully processed.

26. On November 11, 2011, State Auto refused to renew Client A's policies for several reasons, the first of which was the payment history.

27. State Auto determined that \$9561.50 was still owed after the policy terminations.

28. State Auto sent the final amount due of \$9561.50 to collections after Respondent failed to pay it.

29. Client A was due a refund of \$3262.00 for the remainder on the worker's compensation policy, but State Auto applied this refund amount to the outstanding balance caused by Respondent.

30. Respondent sent a misleading invoice in the amount of \$9416.50 to Client A on August 2, 2012 for the outstanding balance, containing charges that had been previously paid by Client A.

31. Only \$2008.00 was a legitimate charge that Client A owed to State Auto. The remaining amount of the invoice had already been previously paid by Client A to Respondent.

32. Client A promptly issued a check to Respondent on August 3, 2012 for the entire outstanding balance, but Respondent again failed to promptly remit that payment to State Auto. Respondent did not issue a check to State Auto for the outstanding balance until February of 2013, six months after Client A issued a check to Respondent.

33. Respondent billed and collected payment from Client A for over \$8,000 that Client A did not owe and that was never paid to State Auto.



## **B. Client A's Policies with Travelers for Policy Year 2012**

34. Respondent moved Client A's policies to Travelers beginning on January 1, 2012.
35. Again, Respondent instructed Travelers to send all correspondence and billing to him, not Client A, and stated that Client A's comptroller was new so he (Respondent) would be assisting.
36. Client A's comptroller had been working in the position for many months at this time and he did not request assistance from Respondent.
37. On December 20, 2011 Respondent told Client A that he needed \$15,000.00 to send to Travelers to bind the policies. Client A sent the check to Respondent, but Respondent failed to send the money to Travelers. In fact, on the same day Respondent requested that Travelers bind coverage based upon the quote provided and requested a monthly payment plan with bills going directly to Respondent
38. Respondent invoiced Client A for the full year premium amounting to \$52,095.00 and instructed Client A to issue a check payable to him. Client A remitted the entire yearly premium to Respondent by January 25, 2012.
39. Respondent failed to timely remit the full premium to Travelers.
40. Travelers sent the first cancellation notice on February 17, 2012 as Travelers had not received the full premium payment due, even though Respondent had already received the full payment from Client A in January. Client A had no worker's compensation coverage for about a month before it was reinstated.
41. Due to continual payment issues, Travelers sent out another cancellation notice in August, with cancellations effective on September 9, 2012.
42. Despite receiving the entire yearly premium in January 2012, Respondent had only remitted \$20,000 to Travelers as of September 1, 2012.

43. Respondent was concerned that Client A had received one of the cancellation notices from Travelers. Respondent contacted Travelers and notified them that he was very upset that Travelers had contacted Client A and instructed them not to contact Client A again.
44. Respondent issued a certificate of liability insurance for Client A to provide proof of insurance to Koc Nitrogen LLC. Respondent issued the certificate on September 19, 2012 despite knowing Client A's insurance had been cancelled for non-payment of premiums.
45. Client A requested a change in the certificate on October 1, 2012 and Respondent again acquiesced despite knowing that there was no coverage in effect at the time.
46. Respondent led Client A to believe insurance coverage existed when it did not.
47. Respondent instructed Client A to discard any letters or cancellation notices it may receive from Travelers, explaining that there was nothing to worry about, but simply confusion in the billing process and that large companies are difficult to work with.
48. Client A did not become aware that the policies had been cancelled until an attorney from Travelers contacted Client A in October 2012.
49. Subsequent to Client A providing proof that it had already paid the entire premium amount to Respondent back in January, Travelers reinstated Client A's policies on October 30, 2012 and placed Client A with a new agent. Despite having paid for it, Client A was without insurance coverage from September 9 to October 30, 2012.
50. Client A terminated its business relationship with Respondent on October 25, 2012.
51. Client A stated it would be changing agents because of the following reasons:
  - a. Failure of Respondent to submit timely payments to Travelers despite Client A having timely paid the annual premiums in full.
  - b. Cancellation notices were sent to Respondent without Client A's knowledge.

- c. Respondent established a process, without Client A's knowledge or consent, whereby any communications, notices, and cancellations from Travelers would be sent directly to Respondent, not Client A.
  - d. Respondent improperly issued a certificate of insurance.
52. Respondent ultimately remitted the total amount Client A paid to him in premium payments to Travelers but it took Respondent thirteen months after Client A paid the policies in full in January of 2012

### **C. Respondent's Actions with His Other Customers**

53. Client A was not the only customer whose payments to Respondent were not properly remitted. Respondent engaged in the same pattern of behavior of failing to timely remit premiums payments to insurers for many of his customers.

54. From about December 2010 through early 2013, at least four accounts with German Mutual Insurance Association were flagged for having outstanding or overdue balances. Respondent typically held the premium payment he received from his customer for three months before remitting it to the insurer.

55. From about December 2010 through early 2013, most of the accounts held with Merchants Bonding Company show Respondent was two to eight months late in making payments despite Respondent receiving timely payments from his customers.

56. Respondent had frequent problems with delinquencies with his accounts with IMT Insurance ("IMT"). Due to Respondent's frequent and excessive late payments, IMT suspended Respondent's ability to write new business at least seven times from February 2010 through January 2013.

57. Additionally, in August 2010, IMT moved all of Respondent's accounts from agency bill, where Respondent's agency would bill customers and accept premium payments, to direct bill, where the insured is billed directly by the insurance company and premium payments are remitted directly to the insurance company, starting November 1, 2010.

58. In January 2013, due to continued problems, IMT took away Respondent's ability to charge the agency statement or to sweep the account.

59. Respondent still to present day cannot use agency bill, charge the agency statement, or sweep accounts for IMT business.

### **III. CONCLUSIONS OF LAW**

#### **COUNT I**

#### **Misrepresentation that Induces Lapse or Forfeiture**

60. Iowa Code § 507B.4(3)(a)(6) states that any misrepresentation that tends to induce the "lapse, forfeiture, exchange, conversion, or surrender of any insurance policy" constitutes a deceptive act or practice.

61. Respondent's numerous misrepresentations that cancellation notices were sent in error and assurances that everything was fine deterred Client A from contacting the insurers which may have allowed Client A to discover Respondent's failures to remit payments timely and to resolve any issues before the cancellations occurred.

62. Respondent's acts and practices have been in violation of Iowa Code § 507B.4(3)(a)(6) subjecting Respondent to revocation or suspension of Respondent's insurance producer license, the imposition of a civil penalty, and an order requiring Respondent to cease and desist from engaging in the acts or practices alleged herein pursuant to Iowa Code § 507B.7.

**COUNT II**  
**Withholding, Converting or Misappropriating Funds**

63. Under Iowa Code § 522B.11(1)(d), a license may be revoked or civil penalties levied as provided in section 522B.17 for “improperly withholding, misappropriating, or converting any moneys or properties received in the course of doing insurance business.”

64. Respondent converted or misappropriated his clients’ funds by depositing checks for premiums into the Checking Account and not remitting the full and proper payment to the insurers on a timely basis.

65. Respondent overcharged Client A and converted over \$8,000, the sum of which was never received by State Auto.

66. Respondent’s acts and practices have been in violation of Iowa Code § 522B.11(1)(d) subjecting Respondent to revocation or suspension of Respondent’s insurance producer license, the imposition of a civil penalty, and an order requiring Respondent to cease and desist from engaging in the acts or practices alleged herein pursuant to Iowa Code §§ 522B.11 and 522B.17.

**COUNT III**  
**Demonstrating Financial Irresponsibility**

67. A producer may be subject to suspension or revocation under Iowa Code § 522B.11(1)(h) if they demonstrate “financial irresponsibility in the conduct of business in this state or elsewhere.”

68. Respondent demonstrated financial irresponsibility in the conduct of business by depositing checks for premiums into the Checking Account, but not remitting proper payment to the insurance company which resulted in multiple cancellation notices and periods of lost coverage for Client A.

69. Respondent demonstrated a pattern of financial irresponsibility in the conduct of business by regularly depositing checks for premiums into the Checking Account for numerous clients, but failing to remit proper payment to the insurance companies.

70. Policies were not renewed with State Auto, policies were cancelled, policies were given to a different agent with Travelers, Respondent frequently lost his ability to write new business with IMT and permanently lost his ability to charge and sweep accounts with IMT because of his financial irresponsibility.

71. Respondent's acts and practices have been in violation of Iowa Code § 522B.11(1)(h) subjecting Respondent to revocation or suspension of Respondent's insurance producer license, the imposition of a civil penalty, and an order requiring Respondent to cease and desist from engaging or participating in the business of insurance pursuant to Iowa Code §§ 522B.11 and 522B.17.

#### **COUNT IV**

##### **Using Dishonest Practices and Demonstrating Untrustworthiness**

72. Under Iowa Code § 522B.11(1)(h), a license may be revoked or civil penalties levied as provided in section 522B.17 for using fraudulent or dishonest practices and for demonstrating untrustworthiness in the conduct of business.

73. Respondent engaged in dishonest practices in the insurance business by invoicing and collecting checks for premium payments which he would then promptly deposit into his Checking Account, and then failing to timely remit full and proper payments to the insurance company.

74. Respondent made changes to the billing and correspondence address so that any bills, correspondence, and cancellation notices would be received by him and not Client A. Respondent made these changes without the knowledge or permission of Client A.

75. Respondent instructed insurers to contact him and not his client so that Client A would not become aware of Respondent's dishonest practices.
76. Respondent misled Client A regarding the problems with billing and cancellation notices by instructing Client A to discard any letters from Travelers and that it was nothing to worry about, but simply confusion in the billing process.
77. Respondent repeatedly made false statements to both State Auto and Travelers regarding the late payments, stating that the problems originated from Client A instead of admitting that Respondent had received full and prompt payments from Client A and that he was the only person at fault for not remitting those payments.
78. Respondent overcharged Client A over \$8,000 which he then converted for his own use.
79. Respondent created an invoice for \$9,416.50 owed to State Auto, of which only \$2,008.00 was actually owed by Client A.
80. Respondent knowingly created certificates of liability during a period in which Client A had no coverage due to cancellations for non-payment.
81. Respondent led Client A to believe that it had insurance coverage during a period in which it did not.
82. Respondent's conduct in paragraphs 73 – 81 demonstrates untrustworthiness in the conduct of business.
83. Respondent's acts and practice have been in violation of Iowa Code § 522B.11(1)(h) subjecting Respondent to revocation or suspension of Respondent's insurance producer license, the imposition of a civil penalty, and an order requiring Respondent to cease and desist from engaging or participating in the business of insurance pursuant to Iowa Code §§ 522B.11 and 522B.17.

**COUNT V**  
**Intentional Misrepresentation of an Insurance Contract**

84. Under Iowa Code § 522B.11(1)(e), a license may be revoked or civil penalties levied as provided in section 522B.17 for intentionally misrepresenting the terms of an insurance contract.

85. Respondent intentionally misrepresented the terms of an insurance contract by creating certificates of liability indicating coverage during a period in which Respondent knew that policies had been cancelled due to non-payment and that no coverage actually existed.

86. Respondents acts and practices have been in violation of § 522B.11(1)(e), subjecting Respondent to revocation or suspension of Respondent's insurance producer license, the imposition of a civil penalty, and cease and desist orders pursuant to §§ 522B.11 and 522B.17.

**IV. ORDER**

**WHEREFORE, IT IS ORDERED** pursuant to the powers granted the Commissioner of Insurance by Iowa Code Chapters 507B and 522B:

A. Respondent's Iowa resident insurance producer license is subject to the following conditions, pursuant to Iowa Code §§ 507B.7 and 522B.11, effective May 23, 2016 through July 15, 2016:

1. Respondent is prohibited from transacting any insurance business in this state or from selling, soliciting, or negotiating insurance; servicing any insurance clients; providing insurance advice to clients or other persons required to be licensed insurance producers in this state; or providing any other insurance services except for the purpose of performing certification for his crop insurance clients during the period of July 1, 2016 through July 15, 2016.

B. Respondent's Iowa resident insurance producer license is suspended, pursuant to Iowa Code §§ 507B.7 and 522B.11, effective July 16, 2016 through September 7, 2016;



C. Respondent, pursuant to Iowa Code §§ 507B.7, 522B.11, and 522B.17, is prohibited from engaging in any dishonest acts or practices, or using any unfair or deceptive act or practice, or making any statement containing any assertion with respect to the business of insurance, which is untrue, deceptive, or misleading. Respondent is also prohibited from engaging in acts or practices which demonstrate financial irresponsibility;

D. Respondent shall pay to the State of Iowa, Insurance Division, restitution in the amount of \$8,122.50 for premium received but not remitted to the insurer, to be deposited into the Settlement Fund of the Iowa Insurance Division. A check made payable to the Iowa Insurance Division should be remitted along with the signed Order;

E. Respondent shall pay to the State of Iowa, Insurance Division, as civil penalties and as costs of investigation and prosecution, the amount of \$3,000.00 to be deposited into the Insurance Enforcement Fund to provide funds for insurance enforcement and education. Respondent's insurance producer license shall not be reinstated until a check made payable to the Iowa Insurance Division should be remitted by September 7, 2016;

F. Respondent shall transfer all of his insurance clients to direct billing so that all premium payments and other monies are sent directly from the insured to the insurer. Respondent shall not accept any premium payments from any insurance clients; and

G. Respondent shall submit to the Division, to the attention of Johanna Nagel, monthly reports due on the 7<sup>th</sup> of each month, for a period of one year effective October 7, 2016 through October 7, 2017, detailing his compliance with this Order. The reports shall describe the receipt of any and all funds Respondent receives from his insurance clients. Respondent shall also provide monthly bank statements itemizing both withdrawals and deposits for any agency

account or accounts for Vincent Insurance Agency, Inc. doing business as Dencklau Insurance Services, as well as monthly bank statements for any other accounts holding client funds.

H. Respondent's Iowa resident insurance producer license shall be revoked if he fails to fully comply with each and every one of the terms, provisions, and conditions herein.

SO ORDERED on this 23 day of May, 2016.

  
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NICK GERHART  
Iowa Insurance Commissioner

Respectfully submitted,

  
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JOHANNA NAGEL  
Compliance Attorney

**NOTICE OF PENALTIES FOR WILLFUL VIOLATION OF THIS ORDER**

**YOU ARE NOTIFIED** that acting as an insurance producer, as defined in Iowa Code Chapter 522B, in violation of this Order, is a felony under Iowa Code § 507A.10, subjecting you to punishment of imprisonment, jail, fines, or any combination of custody and fines.

**YOU ARE ALSO NOTIFIED** that if you violate this order, your license may be subject to revocation and you may be subject to administrative and civil penalties pursuant to Iowa Code § 522B.17(3). The commissioner may petition the district court to hold a hearing to enforce the order as certified by the commissioner. The district court may assess a civil penalty against the person in an amount not less than three thousand dollars but not greater than ten thousand dollars for each violation, and may issue further orders as it deems appropriate.

**NOTICE REGARDING IMPACT OF ORDER ON EXISTING LICENSES**

A final order of license revocation or a cease and desist order may adversely affect other existing business or professional licenses and result in license revocation or disciplinary action.

**CONSENT TO ORDER AND AGREEMENT**

I, John E. Dencklau, Respondent in this matter, have read, understood, and do knowingly consent to this Order in its entirety. By executing this consent, I understand that I am waiving my rights to a hearing, to confront and cross-examine witnesses, to produce evidence, and to judicial review.

I further understand that this Order is considered final administrative action that may be reported by the Division to the National Association of Insurance Commissioners and to other regulatory agencies. I also understand that this Order is a public record under Iowa Code Chapter 22, which will be disclosed to other state regulatory authorities, upon request, pursuant to Iowa Code section 505.8(8)(d). I also understand that this Order will be posted to the Division's web site and a notation will be made to the publicly available web site record that administrative action has been taken against me.

Dated this 12<sup>th</sup> day of May, 2016.

  
John E. Dencklau

3028 SOLDIER RIDGE DR - FORT DODGE, IA  
Address of Signatory

Subscribed and sworn before me by John E. Dencklau on this 12<sup>th</sup> day of May, 2016.

Karen K. Kastendieck  
Notary Public

