

YESTERDAY
TODAY
TOMORROW

**redefine+
reinvent**
2016 ● ANNUAL REPORT

Benco Dental™
We deliver success smile after smile.



At Benco, it's more than a tag line. It's who we are.
And what we've done.

For more than eight decades, Benco has played a key role in advancing dentistry throughout the United States. From inventing the equipment specialist and dental designer (space planner) in the 1960s, to launching dentistry's original (and still most rewarding) frequent buyer club in the 1990s, to creating the first mobile app for ordering dental products, **Benco has been America's**

most innovative marketer of dental supplies and equipment. It's our way of helping to move dental care forward.

Our goal isn't to win awards, impress pundits, or increase our bottom line. As a private company, we have the luxury of not worrying too much about those things. At Benco, we innovate for one reason: to create a measurably better customer experience. Our best ideas always come from asking: *what does the customer want?* And then delivering even more.

We've grown from a small regional player into a nationwide company largely because we've out-innovated bigger players. Throughout this year's Annual Report, we've featured just a few of the ground-breaking ideas that we've brought to dentistry. Going forward, watch for us to launch revolutionary inventory management tools, fresh methods for delivering dental care, and cool products that make practitioners more efficient.

Because, after 86 years, we're only getting started.

Richard Cohen & Charles Cohen, Managing Directors

renew

YESTERDAY

We've always been passionate about making customers happy, but we never knew just how happy. So, in 2003, when we learned about Net Promoter Score, the one-question customer survey that's gone on to become the world's foremost system for calculating customer satisfaction, we were hooked.

Since then, **we've asked over 2000 customers annually whether they would 'recommend Benco to a friend or colleague.'** Respondents are divided into three categories: promoters, neutrals, and detractors, with detractors offsetting promoters. The result is a score from 0 to 100, with 65+ considered world-class.

Turns out, **Benco customers weren't just satisfied, they were delighted:** year after year, our NPS scores rival well-known companies like Apple, Amazon, and JetBlue. But we didn't stop there: we installed our most experienced executive, Chairman Larry Cohen, as our Chief Customer Advocate, assigned to assist customers in resolving issues. And we integrated Net Promoter Score into every bonus plan, top to bottom.

We're still the only dental distributor to formally measure customer satisfaction. Where others report net income, we report Net Promoter Score. Because at Benco, **customers trump profits.**

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TODAY

66.2

Net Promoter Score

in which customers are asked, 'Would you recommend Benco to a friend or colleague?' Our score is similar to world-class companies like Apple, Amazon, and JetBlue.

11.8%

National Market Share*

for December 2016, up from 10.7% in January 2016, our biggest jump in over five years.

*Source: Strategic Dental Marketing, an independent firm tracking industry market trends.

750+

visits to customer offices made by our leadership team on co-travels with sales/service reps, always asking, 'How can we be better?'

TOMORROW

The term itself conveys excellence: Top-20.

Whether you're talking about supermodels or classic songs, landing in the top-20 means you're best-of-the-best. In 2016, Benco was named to the list of **'20 Best Workplaces in Health Care,'** compiled by the Great Place to Work Institute, and announced by *Fortune* magazine.

Benco was recognized for its 'close-knit work environment by prioritizing two-way communication and offering annual profit sharing for workers. **Ninety-four percent of [Benco] employees say their workplace is a great atmosphere.'**

A great workplace. It's the foundation of world-class customer satisfaction.

replay

YESTERDAY

Fifty years ago, the vast majority of dental practices were small operations, with only a handful of operatories. In rural towns, many practitioners had only one chair, and dentists generally worked alone.

Dentists bought equipment like they bought instruments: the dentist would talk to his sales rep, a generalist who handled everything from filling materials to x-rays, get a feel for what's new, and then place an order.

But Chairman Larry Cohen saw that equipment was becoming more complex, and his customers needed more expertise to select equipment and lay out a dental office. So he hired dentistry's first equipment specialist and dental designer—two different specialties, two different specialists.

Today, nearly 1000 equipment specialists help dentists across the country leverage complex equipment and technology. Dental designers bring the practitioner's dreams to life. And at Benco, we still follow Chairman Larry's original vision: equipment specialists never draw plans, a role reserved for our CenterPoint Design team.

Over six decades, dental equipment has advanced to heat/massage chairs and 3D CBCTs. And it couldn't have happened without equipment specialists and dental designers, both invented at Benco.

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TODAY

9.6%
2016 overall increase
in sales, including
20%
in equipment.

1500
number of customers
growing their practice
with help from
Clarion Financial.

6.4%
share of profits
distributed to
Benco associates, just
one small way of saying
"Thank you."



32
"Most Influential
People in Dentistry,"
named in Benco's
Incisal Edge magazine,
the first time any dental
publication has attempted
to quantify "influence."

Didn't make the inaugural
list? Stay tuned, there's
always next year.

1000+

practices that implemented game-changing technology with Benco (3D, CBCT, OneVisit™ digital impressioning scanners/mills, or Solea lasers).



TOMORROW

Lots of dentists talk about investing in their practice.

In 2016, 470 of them started their journey by experiencing CenterPoint, dentistry's largest and most complete dental showrooms.

To help, we enlisted Dr. Tristan Hamilton, one of a handful of practicing dentists who are also formally trained architects, as our scholar-in-residence. **Dr. Hamilton overhauled our two-day 'CenterPoint Experience' design/build seminar,** placing more emphasis on design principles like color and flow, and focusing primarily on helping practitioners understand how office design can help improve the patient experience.

'My hope, above all, is that this seminar lights a fire under each dentist to not practice the same way ever again,' Hamilton says.

For 2016, **29 dentists attended three seminars quarter-backed by Dr. Hamilton,** with a full slate of six programs planned for 2017.



reengineer

YESTERDAY

In the mid-1960s, **Benco was just one of hundreds of small dental companies** scattered across the country, each one limited to a service area of about 50 miles. Customer orders were delivered by the sales rep, or shipped via the Post Office's inefficient parcel post service. These were the days before the interstate highway system was fully built, making travel difficult, especially from rural areas like Pennsylvania's northeast corner.

Chairman Larry Cohen still remembers the day when a sales rep visited Benco's new office/warehouse to introduce a faster, more reliable package delivery service called United Parcel Service. At the time, Larry thought, **'How can a company compete with the Post Office?'**

UPS, which had only recently expanded to the East Coast, offered faster delivery to a wider area, automatic return of undeliverable packages, and better documentation—at prices comparable to the Post Office.

Benco's early embrace of UPS opened vast new markets to a company located over 100 miles from New York City and Philadelphia. **Benco leveraged UPS's capabilities** to become the first U.S. dental distributor with a single warehouse serving a multi-state region. Some might call it great strategy, but the ever-humble Larry calls it 'pure survival.'



9,400

members of the Lucy Hobbs Project, our initiative dedicated to women in dentistry, named for America's first woman dentist, who received her dental degree in 1866. Our annual Celebration, held in June in Dallas, honored six women for their leadership, mentoring, and service to the community; nationwide, our teams hosted 15 regional events and four innovation sessions.

23 new leaders added throughout the organization, including a VP of Sales, Chief Financial Officer, and six regional managers.



564

Benco customers who qualified for, and received, a lower pricing plan *without asking*, the centerpiece of Benco's proactive, best-value Hug Pricing policy.

448 members of Elite Dental Alliance, dentistry's newest group purchasing organization, launched by Cain Watters & Associates, dentistry's premier financial services firm. EDA members receive discounts on their Benco purchases.

TOMORROW

In 2016, OneVisit™ blossomed into 12,000 visits. And counting.

Every day, doctors across the country use Benco's OneVisit solution, the nation's leading open digital CAD/CAM solution, to produce thousands of restorations.

And OneVisit is only getting better. Last year, we launched three new digital impression scanners (including Mobile True Def by 3M™, the first tablet-based mobile unit, and Carestream's highly rated CS 3600), two new blocks (including Glidewell's BruxZir® Now, the first pre-sintered zirconia block for chairside milling), and Implant Concierge, a stress-free implant planning system.

Most importantly, we improved the OneVisit customer experience by adding specialized service techs across the country and upgrading our bench of in-house technical specialists.

"It's been an amazing addition to our practice," said Dr. Gordon McCarthy of Marietta, Ohio. "Patient reaction has been awesome, the staff really loves it, and it cut down on chair time."

No other company offers OneVisit's breadth, flexibility, or best-value pricing.



review

YESTERDAY

Decades BG (Before Google), **the fax machine defined cool when it came to communication.** (For those under the age of 25, a fax was an early form of e-mail, in which a copy of a paper inserted into one machine would—presto!—print out of another machine. It was the 1980s, and we were amazed!)

For generations, dentists placed their supply orders via phone or sales rep. A fax would make everyone more productive: fewer phone calls, fewer mistakes, and more productive sales rep visits. The problem? Most dental offices didn't have a fax machine, and dentists didn't see the value of buying one.

Then came Chairman Larry Cohen's key insight: **Benco would become a fax dealer**, provide a unit in exchange for a purchase commitment, and offer a 1½% discount on all fax orders. Customers loved it, because they received a fax machine, and an incentive to use it.

Thus was born dentistry's first electronic ordering system. And we haven't looked back: **fax ordering inspired dentistry's first Windows-based ordering system** (named Painless®, of course, because it was). And Painless continues to set the standard: shopping lists, bar code readers, real-time inventory information, and mobile versions.

For over 30 years, starting with the lowly fax machine, Benco has been dentistry's leader in e-ordering. Last year, **over 54% of our consumable orders came directly from customers using Painless**, far higher than any other dental distributor. We still get a few faxes, too.

TODAY

8,000

products available on Painless Marketplace, Benco's innovative ordering system for direct-only and non-dental products—everything a dental practice needs.

545,000,000

BluChips® earned by Benco customers through dentistry's original, and still most rewarding, frequent buyer program. Customers redeem BluChips for team incentives, travel, and products for their practices.

13,000

scorecards delivered by Friendly Benco Reps to customers, identifying successes as well as opportunities for improvement.

960,000

orders processed by our five distribution centers,
with fewer than 4.8 errors per 10,000 lines picked.



148,000

equipment repairs and installations completed by our expert repair technicians. Surveys show that **83%** of those customers would recommend our team to a colleague.



TOMORROW

Our Concierge Free Goods system, which delivered over \$37 million in products to customers last year, is a 'life hack' for a dental practice, a trick that increases productivity. (The term 'life hack' was popularized by computer programmers looking for crazy, production-accelerating shortcuts.) **Benco customers achieve significantly more value** from manufacturer 'buy-get' offers because of our integrated workflow...

Step 1: Our team logs thousands of manufacturer offers in our tracking system.

Step 2: When a customer orders a 'buy-get' item through Painless, the deal pops up in a dialogue box, allowing for a real-time decision: should I buy a little more? or pass?

Step 3: Our team handles all 'buy-get' redemptions, hassle-free. Free product either arrives with the order, or follows later from the manufacturer, thanks to paperwork submitted by the customer's Friendly Benco Rep. And our system tracks all offers, ensuring customers receive the rewards they've earned.

It's why only Benco can guarantee that **Painless customers will earn more than 5% in free product rewards annually.**

return

YESTERDAY

Dr. Ed Rossomando had a dream: that one day, at dental schools across the nation, students and professors, manufacturers and distributors, would join hands to integrate the newest dental innovations into the curriculum.

Traditionally, dental schools haven't been open to new technologies. A decade ago, one dean observed, **'It's easier to move a cemetery than to change a [dental school] curriculum.'** Generations of long-suffering students, required to learn outdated techniques, would no doubt agree.

In the early 2000s, Rossomando, professor at the UConn School of Dental Medicine, corralled several dental companies, including Benco, into joining a curriculum task force.

The group's strategy: **open a 5-to-7 operatory technology center in each dental school.** Students and professors rotate through the new private practice-like clinic, gaining hands-on experience. Schools integrate new techniques, like digital impressioning, into the curriculum. And manufacturers garner live-time user feedback.

The first Center for Research in Education and Technology (CRET) opened at Loma Linda School of Dental Medicine in 2012, a second at University of Missouri at Kansas City several years later, and two more are on the way. Early feedback is promising.

Changing dental education, one technology center at a time. An innovation in which Benco is proud to play a founding role.

redefine+
reInvent

profits **5%**
donated by
Benco to the
Benco Family
Foundation



TODAY

2,463 hours donated by Benco associates to local charitable efforts. That's lots of time walking to raise money, volunteering in children's hospitals, and reading books in Head Start classrooms.



\$144,000

donations of free product to support dental missions and organizations offering dental care to those in need, including 325,000 Pro-Sys® tooth-brushes through our innovative 'Buy-One-Give-One' program.

261
life-changing surgeries completed on seven missions to developing countries by Global Smiles Foundation, using products donated by Benco Family Foundation.

4,120

students receiving a clever orange lunchbox of oral health education, thanks in part to a Benco Family Foundation grant.



TOMORROW

Improving access to dental care tomorrow requires **engaging high school students** in dental careers today.

That's why the Benco Family Foundation has partnered with CF Charities on an **innovative dental mentoring program for high schoolers** in under-served communities. The focus: connect science-oriented students to dental professionals who will introduce them to career opportunities in dentistry.

The program, which was also funded by a grant from the Dental Trade Alliance Foundation, is in the early stages—exactly when the BFF likes to get involved—in Baltimore and Philadelphia. **The initial goal is to introduce 150 students to the possibilities of a career in dentistry.** And the satisfaction of serving patients.



recruit

51

applications received per open position, making Benco more selective than many top universities.

189

new sales reps and service techs hired across the nation, marking Benco's most significant expansion in a decade.

Roger Michael Abada
Julie Abbott
Kia Abercrombie
Epifanio Acosta
Irene Acuesta-Miranda
Dan Adair
Patrick Adam
Bernie Adamczyk
Ken Adams
Steve Adams
Joseph Adonizio
Paul Aerts
Ben Almazadeh
Kealy Akin
Adrian Albertini
Mike Alexander
Don Alexander
Mike Allen
Matt Alles
John Allgood
Isaac Almeraz
Eric Alpern
Cheryl Altemose
Jon Altemose
Ryan Alunni
Julia Amendola
Maggie Amico
Michelle Amos
Kip Anderson
Stephanie Anderson
Jennie Anderson
David Anderson
John Andino
Ryan Andress
Todd Andrews
Brandy Andrus
Rutherford Ang
Shawn Angell
Amanda Ankner
Jamie Anthony
Tricia Aponte
David Apple
Mariel Aquino
Richard Arens
Randolph Arita
Pat Arsenault
Durrand Ashford
Mart Ashley
Bob Ashworth
Dustin Atz
Tim Auger
John Austin
Roy Avila
Lorraine Ayala
Lynn Bachstein
Scott Bailey
Karen Baker
Ed Baker
Scott Baker
MyShell Baker-Wilson
Anthony Baldiga
Anne Ball
Rich Ballon
Diane Balon
Carlos Baptista
Tina Baran
Mary Jo Barberio
Tine Barcelona
Regina Barga
Jace Barger
Mike Barie

Carolyn Barker
Krisi Barker
Rick Barker
Mickella Basket
Victor Barr
Rudy Barragan
Alex Barrera
Terry Barrett
Greg Barrett
Cary Barrs
Dan Bartley
Gerald Barto
Doug Barton
David Barton
Ted Bassett
John Erick Basto
Matthew Batrla
Denise Beach
Chris Beadle
Maria Beato
Steven Beck
Terry Beck
Sammie Becker
David Bedford
Mike Bee
Matt Beebe
Stephen Beevor
Jay Behner
Colleen Beierle
Dave Belcher
Lexarez Beles
Teresa Bell
Vesna Bell
Gabriel Bello
Paul Benhamou
Marilou Benjamin
Andrea Benner
Priestman
Christine Bennett
Darrin Bennett
Amanda Bennett
Melaïne Bennett
Cher Bennett
Rick Benny
Bob Berglund
Candice Berrini
Daren Berry
Christine Berry
Shane Bevins
John Bidix
Wes Biehl
Melissa Bigelow
Mark Bigelow
Tara Bigger
Jeremy Bigos
Steven Billicker
Rebecca Binder
Brad Bingaman
Kevin Biniek
Amy Biniek
Scott Bird
Kathleen Bird
Mary Lou Bull
Don Blakeslee
Nancy Blanch
Mike Blewett
Pat Bobb
David Bock
Steve Boehm
Dave Bogowith
Mikhail Bokarev

Jamie Bolton
Brian Bolton
Donna Bongat
Diane Bonham
Becky Bonham-Park
Jorge Bonilla
Richie Bonin
Jacquelyn Bordessa
David Bordewyk
Stacey Boris
Sam Boss
Stephanie Botorff
Karin Bowden
Dianne Bowen
Dane Bower
LeeAnna Bowling
Michael Boychuk
Kristin Boyd
Stephen Boyer
Joshua Boyle
Marisa Boynton
Kathryn Braden
Mike Bragdon
Taylor Brainard
Vinnie Braithwaite
Caryn Brayton
Keely Brazil
Tony Bream
Mark Breezley
John Breiter
Mary Jo Breland
Sandy Brerman
Antonia Brewer
Roni Brito
Rich Brockley
Anna Brode
Donald Brodersen
Ed Brogenski
Blake Brooks
Ronnie Brooks
Tim Brosnan
Mark Brown
Andrea Brown
Kara Brown
Mike Brown
Clifton Brown
Donald Brown
Ray Brown
James Broyles
Diane Bruce
Jacob Brumble
Burk Brunninga
Dean Bruno
Craig Bruns
Daniel Chavez
Reggie Cheesic
Mike Cherry
Joe Chesnalavage
Cathy Chesnalavage
Lisa Chesney
Will Chimel
Dave Chindemi
Ed Chintalla
Joe Cholko
Michael Christian
Jim Christy
Richard Chung
Shaniqua Church
Solen Dafrosa
Tony Cicala
Carlos Cifuentes

Lauren Burnell
Mike Burns
Mark Burrridge
Mike Buschkopf
John Butcher
Melanie Butler
Michael Butler
Dawn Byrd
Kimberly Cain
Helen Calabrese
Chris Caleb
Chuck Cohen
Steve Celler
Val Galkins
Sally Cohen
Lynn Campbell
Nick Campbell
Arnel Cañalita
Joe Candelario
Angel Colecchio
Jason Colliver
Ronald Comins
Steve Compau
Danielle Compton
Gary Concepcion
Chris Conner
Melissa Contreras
Virginia Conway
Sharida Conwell
Shirley Cook
Dan Cook
Mike Cook
James Cook
Brian Evans
Mike Cooney
Mike Cooney
Mike Cooper
Lydia Cooper
Don Copeland
Thomas Costello
Jen Costello
Mark Costigan
Greg Coudon
Nathan Courtney
Kevin Covington
Rod Covino
Jessica Cowell
Mike Cowling
Alan Cox
Nathan Cox
Anne Cox
Sher Cox
Javon Cox
Dan Cramer
Will Crawford
Jonathan Crews
Pam Crackford
Walter Cross
Ron Crossley
Jason Crump
Michelle Crump
Christopher Cruz
Ruben Cruz
Helen Culp
Bob Cunningham
Lesla Curley
Robert Curry
Keith Custer
Richard Chung
Jason Da Silva
Solen Dafrosa
Teresa Mae Daguday
Charles Daley

James Cirko
James Clair
Jonathon Clair
Steve Classon
Chris Clemson
Aaron Cline
Becky Clouse-Mickey
Bernadette Cobb
Mark Cody
Larry Cohen
Chuck Cohen
Richard Cohen
Jon Cohen
Sally Cohen
Benj Cohen
Kitty Cohen
Meghan Colburn
Daniel Cole
Shauna Colicchio
Riann DeCesaris
Chris Deciuicis
Ashley DeFlice
Jon Del Toro
Amada Delgado
Jeff Delong
Marilyn Denman
M J Denmon
Nold Dente
Bonnie Dentzer
Mike DePietro
Bri Derenick
Sam DeRosa
Brian Evans
Dean Detrick
Michael Devine
Deborah DeWit
Esmeraldo Diaz Garcia
Fremont Dickerman
Julie Didier
Josh Diehl
Michele Difilippo
Megan Digeon
Kevin Dillon
Elizabeth Dillon
James DiMattia
Emer Dimayuga
Kirk Dimsey
Angi Dixon
John Dobson
Brian Dodge
Frank Dombrowski
Jann Domingo
Dave Ferguson
Ron Fernandez
CecCec Dooley
CeeCee Dooley
Wally Dooley
Adam Dorsey
Karen Dougler
Jim Dougherty
Jim Dougherty
Pam Fisher
Joan Fisher
Michelle Fiske
John Fitzgerald
Alene Flannery
Brenda Fleming
Lisa Fleming
Seth Flora
Sam Flora
Elaine Flores
Joe Flynn
Ashlee Folsom
Nikki Ann Fonte

Matt Dailey
Dan Dunn
Rick Dunn
Jessica Dunn
Brett Dunn
Janine Dunn
James Durham
Steve Durston
Kelly Dyanic
Ryan Dyneck
Tony Dyneck
Nick Dzwonczyk
Chad Eason
Tim Easton
Scott Eckert
Alex Edward
Angela Edwards
Paul Egrhoff
Kim Ehler
Don Ellerton
Leann Emel
Bill Emmett
Tim Engel
Nicole Engleman
John Erasmus
Deed Eстрада
Jeremiah Estrella
Mike Evans
Sue Evans
Heather Evans
Carla Evans
Dan Evans
Brian Evans
Mary Lou Evans
Dominique Evans
Traci Ewell
Linda Eye
Jeff Fabian
Anthony Fadule
Pat Fagan
David Fair
Andrew Fant
Laura Farstead
Samara Fassett
Todd Faulkner
Greg Fawcett
Prince Fayiah
Carolyn Fealy
Chantel Felch
Anton Feliciano
Charlie Fember
Ryan Fergon
Dave Ferguson
Ron Fernandez
Aron Fernandez
Jim Ferrell
Roberto Figueroa
Sharon Fiorini
Pam Fisher
Joan Fisher
Michelle Fiske
John Fitzgerald
Alene Flannery
Brenda Fleming
Lisa Fleming
Seth Flora
Sam Flora
Elaine Flores
Joe Flynn
Ashlee Folsom
Nikki Ann Fonte

Geoff Fontenova
Rob Foote
John Forbes
Dennis Force
James Ford
Robert Fornaciari
Chris Forstbauer
Christina Fortini
Mark Fortuna
Dan Fougere
Jessica Francisco
Mike Frank
Nicole Gilligan
Justin Franklin
Michael Franks
Brian Frary
Brian Frederick
Charley Freeman
Carl Freeman
Bob Frein
Paige Frey
Juanita Frison
Sarah Fromknecht
Nick Frushon
Trevor Frymier
Axel Fuentes
Dee Dee Fugate
Leah Fuller
Ron Fullerton
Bernard Funk
Danielle Furnari
AJ Fyre
Guillermina
Gabaldon-Navarrete
Jane Gabalas
Adam Gaddy
Jim Gaiser
Jamie Galbraith
Bob Gallo
Stephanie Galloway
Earl Gamble
Dillon Gannon
Josh Ganz
Neil Garcia
Mike Garcia
Cris Garcia
Lindsey Garcia
Tony Garcia
Albert Garcia
Mario Garcia
Clar Garcia
David Gardner
Bradly Gardner
Kyle Gardner
Julie Griz
Wally Gardner
Jeremy Garstka
Tom Garstka
Kevin Garubba
Uwe Garza
Selvon Gaskin
Kevin Gattie
Jeremy Gaudet
Chris Gaura
Damon Geanas
Mike Gearhart
Fred Gebert
Andrea Geda
Joyce Geisinger
Katie George
Cassandra George
Greg Gerding

Mike Geremes
Daniel Germann
Carl Geron
George Ghawi
Melanie Ghiz
Giovanna Giannamore
Cindy Gibbs
Ed Gigante
Megan Gildea
Jill Gildea
Jeffrey Giles
Ed Giles
Nicole Gilligan
Lauren Giordano
Mario Giovanelli
Carla Gitto
Angela Gjerde
Jeff Gleason
Heith Goad
Luis Godinez
Mathew Goldberg
Roy Goldich
Jose Gomez
Douglas Gomez
Michael Gonzales
Ray Gonzalez
Jeanette
Gonzalez-Estrada
Mike Goodman
Rod Goodwin
Greg Goodwin
Bruce Gordon
Fran Gordon
Genie Gordon
Scott Gorsuch
John Gosselin
Jenny Graham
Megan Graham
Nathan Graham
Jeremy Grant
Kerry Grant
Chris Gray
Larry Gray
Gary Greathouse
Lance Greathouse
Eric Greene
Alan Greenfield
Mary Gregor
Mike Gretz
Tom Grewe
Jimmy Greybeck
Fran Griener
Amanda Griffith
Julie Griz
Matt Grogan
Becky Groover
Rick Grover
Brian Grula
Evangelina Guanga
Evie Guenterberg
Mike Guernsey
Leonard Guglielmelli
Gregory Guiler
Gloria Guillen
Travis Guion
Josh Gurdock
Emilie Gurdock
Russ Gusching
Manny Gutierrez
Aimee Guas

Jessica Haduck
Lloyd Hagan
Robert Hajek
Elizabeth Haldeman
Bill Hall
Michelle Hall
Terrell Hall
Kevin Hambrick
Kyle Hamer
Cary Hames
Lance Hamilton
Shantel Hamilton
Arthur Hamm
Deborah Hammaker
Ryan Hammock
Drew Hammond
Kendra Hanke
Dana Hanlon
John Harlett
Jeff Harmon
Roland Harris
Moneik Harris
Reid Harris
Chris Harrison
Judy Harvey
Afshan Hashemi
Jason Hatch
Leigh Hautau
Terri Hawa
Preston Hay
Mary Hayward
Dannah Hayward
Kelly Humko
Vicki Hazzauri
Chris Healey
John Healy
Chris Heck
Ray Hein
Kelly Helton
Catherine Hemsley
Courtney Henderson
Barry Hendrickson
Brad Hendrickson
Cliff Hendrickson
David Henkel
Steve Herbig
Jose Hermoza
Manny Hernandez
Eric Hernandez
Robert Hernandez
John Hernandez
Christina Hernandez
Fernando Hernandez
Fran Herron
Aaron Herron
Jason Hershsberger
Brian Heslin
Robin Hetzel
Chris Hewett
Gregg Hicks
Tony Hicks
Andy Hiedix
Karen Hilko
Ben Hill
Charissa Hill
Mike Hills
Josh Hiltabidel
Laura Hines
Bryant Hinrichs
Kaileigh Hobson

Shannon Hodges
Lynn Hodges
Bob Hoenig
Brad Hofer
Mike Hoffman
Jim Hoffman
Bryan Hoffman
Matthew Hogan
Joey Hogan
Aaron Holder
Ryan Holliday
Celeste Holliday
Roy Hollinger
Ryan Holloway
Sarah Homer
Jason Hooper
Brian Houston
Landon Howell
Jon Howells
Shannon Howells
Melissa Howerton
Dylan Hoyem
Carolyn Hoyt
Mitch Huber
Jennifer Huber
Jose Huerta
David Huezio
Kay Huff
Doug Hughes
Mandy Hull
Cindy Hull
Margaret Humenansky
Kelly Humko
Ross Hunt
Bob Hunt
Derrick Hunt
Billy Hunt
Ray Hunter
Melanie Hunter
David Hunter
Eric Hutchens
Cameron Hutchinson
Van Huynh
Bob Iavarone
Marcelino Ibarra
Kelli Inscore
Jenn Ireland
Bob Isbitski
Jessica Isgan
Jill Itterly
Patrick Iverson
Warren Ivy
Chris Izquierdo
Scott Jack
Russ Jack
Paul Jackson
Joe Jackson
Barbara Jacobs
Dave Jacobs
David Jacobs
John Jacoby
Kathleen Jesso
Diana Jimison
Cliff Johnson
Khyivanna Johnson
Nedrick Johnson
Emmanuel Jonah
Greg Jones

Marilyn Jones
 Jeff Jones
 Doug Jones
 Nilkona Jones
 Darla Jones
 Jermaine Jones
 Mary Ellen Jordan
 Tom Jorissen
 Guy Joseph
 Kat Judge
 Eddie Jurasin
 Joseph Kafchinski
 Linda Kaidler
 Nate Kalons
 Ravi Kanani
 Lori Kandrac
 Jay Kannelay
 Dave Kaplan
 Shawn Karnoski
 Sandy Karoll
 James Kasinski
 Catherine Kasteleba
 Kyle Kaufmann
 Tina Kay
 Tommy Kearns
 Bob Keaveny
 Robert Keays
 Chuck Kee
 Brett Keen
 Jason Keene
 Mary Kellar
 Kimberly Keller
 Bernadine Kelley
 Ben Kelley
 Eileen Kelly
 Gene Kelman
 Whitney Kenyon
 Alex Kepp
 Scott Kern
 Chris Kerr
 Duane Kesler
 Matt Kessner
 Jess Khalil
 Bryan Kiberd
 Robert Kiddoo
 Erin Kika
 Bill Kilbane
 Myles Kilgore
 Marisa Kilmer
 Patty King
 Duane Kilpatrick
 Kevin Kimmel
 Dave Kinderknecht
 Bob King
 Carrie King
 Tom King
 Jennifer Kintz
 Tori Kivak
 John Klavon
 Kathy Klein
 Lloyd Kleinman
 Eric Klemchak
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