



February 8, 2012

TO: ALL BROKERS

RE: SMI CENTENNIAL CHARITABLE DONATION PROGRAM

In December 2007, SMI announced the introduction of a five-year charitable donation program. We decided that a pool of funds not to exceed \$250,000 over five years would be distributed through our independent broker network based on specific criteria. Each year, the top ten eligible brokers will choose a charity of their choice to which SMI will distribute \$5,000. This program was initiated because SMI wanted to put something back into the communities that it does business in through our independent brokers who support our business relationship. The eligibility requirements for 2011 were:

- Loss ratio for 2011 must not exceed 30%, and
- Increase in direct written premiums for 2011 in the commercial line of business must exceed 10%, and
- SMI minimum volume requirements must be exceeded.

For 2011, thirteen SMI brokers qualified for this program. Therefore, to choose the top ten brokers we narrowed it down to those brokers who had the lowest loss ratios in 2011. The loss ratios ranged from 2.1% to 25.97%. These brokers also exceeded the minimum volume requirements for their category and increased their commercial lines written premiums ranging from 10.71% to 58.79%. We are pleased to announce our top 10 brokers who qualified for the fourth year of this program.

- Cook & Cooke Insurance Brokers – The Pas, MB
- Interlake Agencies Ltd. – Gimli, MB
- Freedom West Insurance Solutions – Fisher Branch, MB
- Insurance Associates West Inc. – Humboldt, SK
- Sigvaldason Insurance Brokers Ltd. – Arborg, MB
- Bow Valley Insurance Services (2004) Ltd. – Calgary, AB
- Plezia Insurance Brokers – Winnipeg, MB
- Montgomery Insurance Services – Saskatoon, SK
- Harvest Insurance Agency Ltd. – Steinbach, MB
- The Insurancentre – TNA – Tisdale, SK

We wish to thank all brokers for their support in 2011. Attached are the eligibility requirements for the 2012 program.

Yours truly,

A handwritten signature in cursive script that reads 'Denise Thiessen'.

Denise Thiessen, BAC, FCIP
Vice President, Underwriting & Marketing