

2017 CHARITABLE DONATION PROGRAM QUALIFYING BROKERS & CHARITIES CHOSEN

Through the Charitable Donation Program, SMI has donated \$50,000 annually starting in 2008 to 10 qualifying brokers each year. The funds are distributed through our independent broker force based on specific criteria and each qualifying broker chooses a charity of their choice to which SMI donates \$5,000. This program continues to allow SMI to give back to the communities that we do business in partnering with our brokers who support our business relationship.

Eligibility requirements for 2017 included having an overall loss ratio < 30%, increasing commercial lines DWP >10% or more and exceeding minimum volume requirements. Based upon these requirements, 24 brokers qualified for this program. The top ten brokers were then narrowed down to those with the lowest overall loss ratios for 2017 that ranged from -13.82% to 10.55%. These brokers also increased their commercial lines written premiums ranging from 13.39% to 72.88%.

The qualifying brokers once again chose to donate the monies to very deserving organizations. The following is a list of recipient charities helping to provide peace of mind to communities throughout the Prairies.

<u>BROKER</u>	<u>LOCATION</u>	<u>AMOUNT</u>	<u>CHARITABLE ORGANIZATION</u>
1. Western Financial Group (MHS)	Medicine Hat, AB	\$5,000	Community Fund of Medicine Hat and Southeastern Alberta
2. Western Financial Group (NIP)	Nipawin, SK	\$5,000	Nipawin Region Health Foundation
3. Johnson Inc. o/a Morgex Insurance	Edmonton, AB	\$2,500 \$2,500	Hope Mission Mental Health Foundation
4. Tait Insurance Group Inc.	Shelbrook, SK	\$1,000 \$4,000	The Shellbrook Senior Citizens Co-Operative Club Saskatchewan Rivers Public School Division Charity Fund
5. Petersen Agencies Ltd.	Lundar, MB	\$5,000	Lundar Lutheran Church
6. Brokerlink O/B Canada Brokerlink Inc. (Highfield)	Calgary, AB	\$5,000	Cystic Fibrosis Canada
7. Insurance Matters Inc. (Wadena)	Wadena, SK	\$5,000	Town of Kelvington – specifically for swimming pool upgrades
8. King Insurance Brokers Ltd	Winnipeg, MB	\$5,000	Centerpoint Church Inc – Swan Valley School Division
9. H.K. Insurance (2001)	Regina, SK	\$2,500 \$2,500	Angels of Hope Animal Rescue Inc Strays That Can't Pay Inc
10. Armour Insurance Group Ltd. (Lethbridge)	Lethbridge, AB	\$5,000	Lethbridge & District Humane Society

