

TO: The Honorable Rob Olson, Chair  
Senate Financial Institutions and Insurance Committee

FROM: William W. Sneed, Legislative Counsel  
The State Farm Insurance Companies

SUBJECT: Property and Casualty Overview

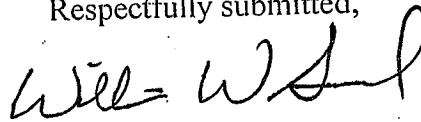
DATE: January 23, 2013

Mr. Chairman, Members of the Committee: My name is Bill Sneed and I represent the State Farm Insurance Companies ("State Farm"). State Farm is the largest insurer of homes and automobiles in Kansas. State Farm insures one out of every three cars and one out of every four homes in the United States.

I have attached a number of slides that I will use in today's presentation. It is my hope that this material will give the Committee a sense of the broad reach my client has within the State of Kansas.

We appreciate the opportunity to present this information, and look forward to working with you during the upcoming session.

Respectfully submitted,



William W. Sneed

WWS:kjb  
Attachments

Senate Financial Institutions & Ins.

Date: \_\_\_\_\_

Attachment # \_\_\_\_\_

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## **State Farm™** in Kansas

State Farm Mutual Automobile Insurance Company is the parent of the State Farm family of insurance and financial services companies. As a mutual company, State Farm exists solely for the benefit of our policyholders—*not* shareholders. That means our foremost obligation is to the policyholder, our customer.

At State Farm, the diverse group of talented and caring employees, agents, and agents' staff make up a Good Neighbor team that is there every day, keeping the promises made to our customers.

***State Farm is proud to be part of the economic fabric of Kansas.  
Every day, State Farm is helping people in every corner of Kansas  
get to a better State™***

### **State of Protection: Helping More People in Kansas Protect Their Dreams and Recover from the Unexpected than Any Other Insurer**

- 534,285 Auto Policies in Force
- 312,976 Residential and Commercial Property Policies in Force
- \$ 222,950,580 Auto Claims paid
- \$ 254,492,018 Homeowners and Renters Claims paid
- \$ 30,439,554 Commercial Claims paid

### **State of Opportunity: Providing Jobs in Kansas**

- 243 Kansas State Farm Agents
- 181 State Farm employees throughout Kansas

### **State of Responsibility: Paying Our Fair Share in Kansas Taxes**

- \$11,092,563 in premium taxes paid
- \$44,868 in property taxes paid

### **State of the Future: Making a Long-term Commitment to Kansas**

- 5 Company office locations, in addition to hundreds of agents' offices
- \$1,110,758,173 invested in municipal bonds—which help local communities raise money for roads, schools, and other public projects

### **State of Hope: Giving Back to Kansas Communities**

- \$ 402,254 in charitable giving

*\* All data is as of May 21, 2012, unless otherwise noted.*

**Providing Insurance &  
Financial Services**

**Mutual Company**

**Agents: 18,000+**

**Employees: 68,000+**

Sentry Karsas Since 1927

Agents: 243

Employees: 181

Agent Staff: 700+

Committed to Kansas

**Policies In Force**

**Claims Paid**

**Taxes**

**Investments**

**State Farm Bank**

## Giving Back

**Company Grants = Safety, Education &  
Community Development**

**Partner Grants = Gifts to Community Partners**

**Foundation Grants = Associate Programs**

**Cause An Effect = 40 Causes get \$25,000**



Like a good neighbor,  
State Farm is there.®

# CELEBRATE MY WAY DRIVE

TM

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