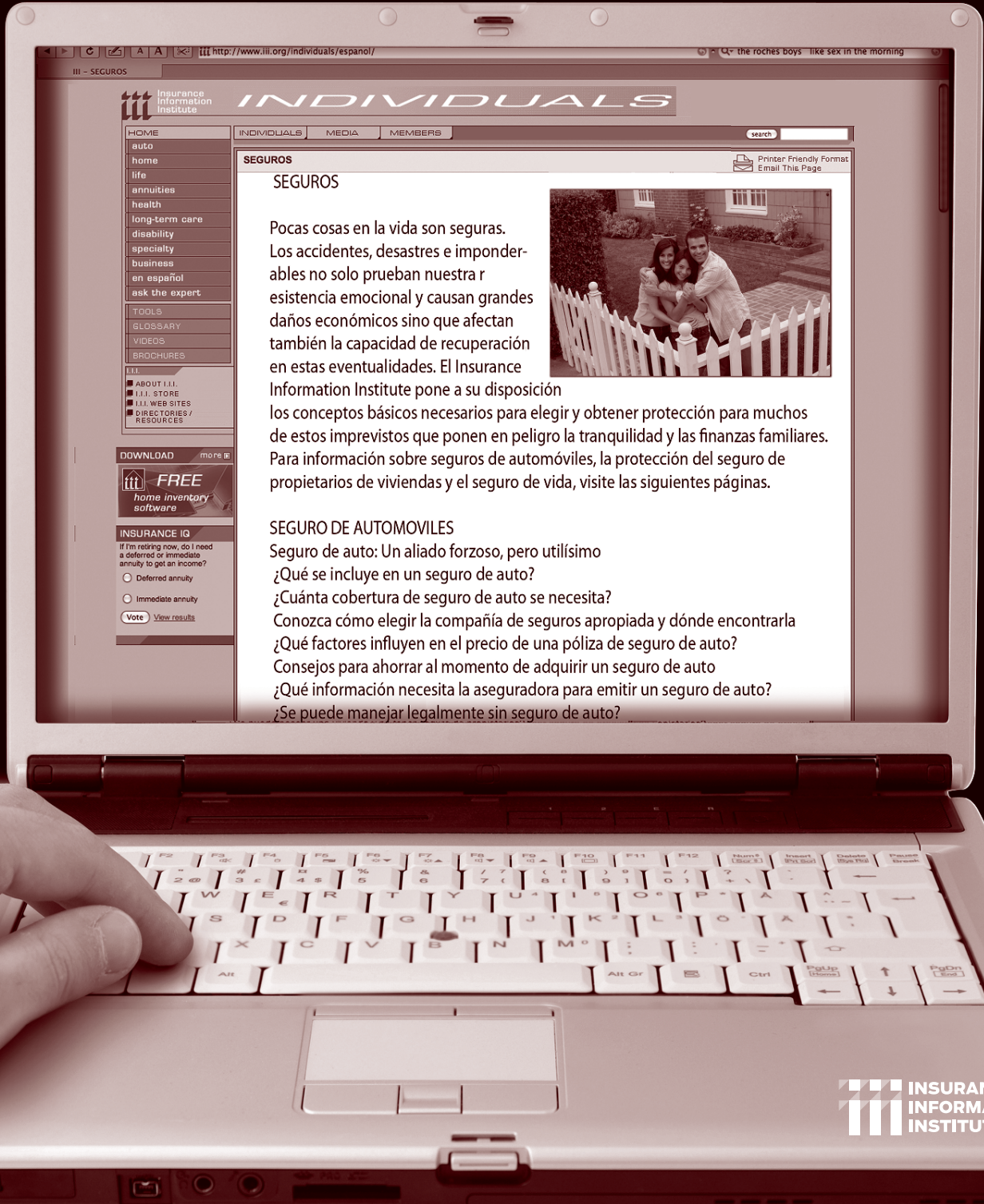


Impact

*The Insurance
Industry's Contribution
to Community
Development*

The Insurance Information Institute presents a section of its web site in Spanish to help educate Hispanic consumers.



I.I.I. Members

- ACE USA
- Acuity
- Aegis Insurance Services Inc.
- Allianz of America, Inc.
- Allied World Assurance Corp.
- Allstate Insurance Group
- American Agricultural Insurance Company
- American International Group, Inc.
- American Reliable Insurance Company
- Argonaut Group
- Arthur J. Gallagher & Company
- Aspen Re
- Auto Club South Insurance Company
- Beazley Group plc
- Bituminous Insurance Companies
- Catlin Group
- Chubb Group of Insurance Companies
- Church Mutual Insurance Company
- CNA
- CUMIS Insurance Society, Inc.
- De Smet Farm Mutual Insurance Company of South Dakota
- Dryden Mutual Insurance Company
- Erie Insurance Group
- Farmers Group, Inc.
- GEICO
- Gen Re
- Germania Insurance
- Glencoe U.S. Holding Group
- Grange Insurance Companies
- GuideOne Insurance
- The Hanover Insurance Group Inc.
- Harbor Point Re
- The Hartford Mutual Insurance Companies
- Harleysville Insurance
- The Hartford Financial Services Group
- Holyoke Mutual Insurance Company
- The Horace Mann Companies
- James River Group, Inc.
- Liberty Mutual Group
- Lloyd's
- Lockton Companies
- Marsh Inc.
- Max Capital Group
- MetLife Auto & Home
- Michigan Millers Mutual Insurance Co.
- Millville Mutual Insurance Company
- Missouri Employers Mutual Insurance
- Munich Reinsurance America, Inc.
- Nationwide
- The Norfolk & Dedham Group
- North Pointe Insurance Group
- Ohio Mutual Insurance Group
- OneBeacon Insurance Group
- Palisades Safety and Insurance Association
- Pennsylvania Lumbermens Mutual Insurance Company
- Scor U.S. Corporation
- SECURA Insurance Companies
- Selective Insurance Group
- State Auto Insurance Companies
- State Compensation Insurance Fund
- State Farm Mutual Automobile Insurance Company
- The Sullivan Group
- Swiss Reinsurance America Corporation
- TIAA-CREF
- Travelers
- Unitrin Property and Casualty Insurance Group
- USAA
- Utica National Insurance Group
- West Bend Mutual Insurance Company
- Westfield Group
- W. R. Berkley Corporation
- XL Global Services
- XL Insurance Company, Ltd.
- Zurich North America

Bridging the Culture Gap

For this issue of *IMPACT*, we're highlighting the insurance industry's contributions to Hispanic and Latino communities. It is not surprising that a recent LIMRA study shows that cultural attributes, like the ability to speak Spanish and understand the culture, are considered very important among Spanish-dominant Hispanics and also among bilingual Hispanics. Also not surprising is how the industry is working to help this large and diverse market.

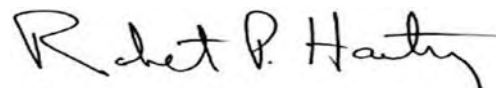
In California, Farmers Insurance has opened a business and development center, where Spanish is the dominant language spoken. The goal is to recruit and train bilingual candidates that speak Spanish to open their own Farmers Insurance agencies. In New Jersey, Chubb's Hispanic & Latino Employee Network is focusing on ways to increase Hispanic and Latino employees' contributions to Chubb's business goals by inspiring and promoting their leadership, visibility and participation. In addition, the group has reached out to the local Hispanic and Latino communities to find ways to partner with and support their activities.

And at OneBeacon Insurance Company in Philadelphia, an employee has forged a fulfilling partnership with Asociación Puertorriqueños en Marcha, Inc., an organization of bilingual/bicultural professionals which helps more than 40,000 people each year by creating job opportunities, aiding people with debilitating illnesses, and providing an array of life-improving social services. Also in Philadelphia, Travelers'

partnership with Esperanza USA, a faith-based, non-profit organization, assists Hispanic families by providing mortgage and financial counseling to minority homeowners in an effort to promote affordable housing and provides help in several other areas, including workforce development and capacity building, mentoring and supporting smaller non-profit organizations within other communities in Philadelphia.

Nationally, State Farm has contributed to the efforts of the National Association of Latino Elected Officials' Ya Es Hora (Now Is The Time) campaign, which empowers Latinos to become full participants in American civic life through increased civic engagement. The insurer has also launched its own campaign called "State Farm Es Para Mi" (State Farm Is For Me), designed to help Hispanic families connect with a State Farm agent during a specific life stage event in a culturally-relevant manner. And the ACE INA Foundation is making a grant to Freedom from Hunger, a U.S. non-profit organization that brings innovative and sustainable self-help solutions to the fight against chronic hunger and poverty. The funds will be used for the organization's Credit with Education program in Mexico to bring microfinance and education to nearly three million women living in rural Mexico.

We are excited to feature these programs, and as always, welcome your comments and suggestions.



Inside:

- Employees Use Their Skills to Help Local Hispanic Organizations 3
- Insurer Supports Community Development Corporations 5
- Partnering to Help Philadelphia's Latino Community 6
- Committed to Diverse Communities 8
- Good Business Means Being a Good Neighbor 9
- Addressing Global Poverty and Hunger in Latin America..... 11



Employees Use Their Skills to Help Local Hispanic Organizations

Since the 1980's when its first employee resource group (ERG), the Minority Development Council, was formed, Chubb has been a staunch supporter of the development of ERGs as a way to encourage and empower diverse groups of employees. Nearly thirty years later, Chubb boasts more than 20 corporate and local ERGs including one of its newest groups, the Warren, New Jersey, based Chubb Hispanic & Latino Employee Network (CHLEN). Since 2006, CHLEN has focused on ways to increase Hispanic and Latino employees' contributions to Chubb's business goals by inspiring and promoting their leadership, visibility and participation. In addition, the group has reached out to the local Hispanic and Latino communities to find ways to partner with and support their activities.

Yolanda Baker, vice chairperson of CHLEN and senior IT auditor for Chubb, explains, "One of CHLEN's goals is to provide our members with the personal development opportunities and leadership skills they need to

help them be strong contributors to Chubb's success. Our involvement in community activities offers CHLEN members the opportunity to learn leadership skills that can readily be used at Chubb and it gives us the personal satisfaction we get from helping others. In addition, partnering with local Hispanic community groups also helps us be a good corporate citizen in the communities in which we do business. This just makes good business sense."

In September 2008, CHLEN members Baker and Jorge Rosas, vice president and worldwide quality manager for Chubb, participated in a mentoring opportunity sponsored

by Hispanics Inspiring Students' Performance & Achievement (HISPA). This national non-profit organization is dedicated to providing professional Hispanic role models for young students. HISPA brings Hispanic professionals into the classroom to share their educational and career experiences with students in an effort to inspire academic performance and achievement. The group targets middle school students and emphasizes the importance of higher education through role model presentations.

"The drop out rate for Hispanic children is high," said Rosas, "with only little more than 50 percent graduating from high school. CHLEN has

Jorge Rosas, vice president and worldwide quality manager for Chubb, provides computer training for participants in a program sponsored by the Hunterdon Hispanos based in Hunterdon County, New Jersey.



Photos courtesy of Chubb.



Yolanda Baker, a senior information technology auditor for Chubb and a role model for Hispanics Inspiring Students' Performance & Achievement (HISPA) speaks with students from Union Hill High School at an event held at the Summit, New Jersey, YMCA in September 2008.

committed to support HISPA's efforts to reach young Hispanic students and help them better understand the importance of obtaining an education and becoming a productive member of society. We've been able to demonstrate our support by providing role models for HISPA events such as the recent gathering of students from Union Hill and Summit High Schools at the Summit, New Jersey, YMCA."

At the Summit YMCA HISPA event, Baker and Rosas each met with several small groups of students. They shared information about their own career paths and left plenty of time to answer the students' questions. While meeting with students, Baker emphasized the need to surround yourself with people who are positive. "Nobody can stop you from accomplishing what you want, but you," she told the students. When several female students expressed concern about going into mathematics, which is a very male-dominated field, Baker discussed her early career experiences as the only woman and the only Hispanic to work in the computer operations department of a large computer consulting firm.

"I think that the students were encouraged to hear about my experiences," said Baker. "I hope that I have helped encourage them to continue with higher education and do what they want to do."

During the month of October, Chubb's corporate information technology department partnered with CHLEN in support of the Hunterdon County, New Jersey, Hispanic community. Chubb donated 27 computers to Hunterdon Hispanos, an agency dedicated to the education and development of the less privileged members of that community.

These computers will serve as the backbone of a computer club that Hunterdon Hispanos is creating in order to help people gain basic computer skills, English speaking skills and access to the wealth of information available through the Internet.

Chubb followed up by providing a bilingual introduction to computers course, taught by two CHLEN volunteers, Rosas and Angela Gitch, claims senior business analyst for Chubb. Rosas is also a Hunterdon Hispanos Board member and along with Gitch is a founding member of



Angela Gitch, claims senior business analyst for Chubb, provides computer training for participants in a program sponsored by the Hunterdon Hispanos based in Hunterdon County, New Jersey.

CHLEN. Rosas and Gitch held two introductory classes for 27 participants who received hands-on training in keyboard commands and accessing and navigating the Internet.

"Many of us with computers at home take these skills for granted," said Gitch. "But for those who may only have access to public computers, these skills are more challenging to learn. Knowing how to access the Internet for information such as job postings or to communicate with others or to help their children gather information for school is critical."

Kathy Marvel, chief diversity officer for Chubb, noted, "I am pleased to see CHLEN further deepening its involvement with community groups such as Hunterdon Hispanos and HISPA, as well as getting involved in insurance industry events such as the Latin American Association of Insurance Agents Convention. These activities, in conjunction with CHLEN's support of learning and cultural awareness events for Chubb employees, all further strengthen Chubb's culture of inclusion and reinforce our practices." ■

Insurer Supports Community Development Corporations

Giving back to the community is an integral part of an organization's success, and significant efforts should be made to create and foster relationships with local groups that share a common goal. Providing resources that are deemed beneficial to members of the community is one way to create these fundamental relationships.

Travelers recognizes that there is a need to make property insurance affordable, available and accessible, and as such, is heavily involved in the efforts of community development corporations that provide home ownership opportunities, home safety programs and insurance education to minority and low to moderate income communities. Partnerships with these organizations allow members of the industry to reach out to more people by providing critical information that could potentially improve their lives.

In this light, Travelers began a partnership in 2005 with Esperanza USA, a faith-based, non-profit organization that services the needs of the Hispanic community. This organization, based in Philadelphia, has more than 10,000 members and has been instrumental in assisting Hispanic families to ensure that their needs are met and contributions to the community are recognized. One of their primary goals is to provide mortgage

and financial counseling to minority homeowners in an effort to promote affordable housing. They also provide counseling and assistance in several other areas including workforce development and capacity building, mentoring and supporting smaller non-profit organizations within other communities in Philadelphia.

By partnering with Esperanza USA, Travelers is able to contribute educational resources, financial support and expertise to help prevent losses by educating consumers on safety measures related to home ownership.

One of the key events for Esperanza USA is the National Hispanic Prayer Breakfast and Conference, which has been held annually since 2002. At this event, spiritual and other leaders from the Hispanic community, along with elected government officials, gather to discuss issues and highlight the specific needs that face Hispanics. Many of these issues are overlooked and this medium brings people together who can address these concerns. This venue is used as a forum to educate and inform government officials on the importance of this group while community leaders act as advocates to develop plans and programs that will bring about positive results. The elected officials in attendance have the power to formulate change in

Hispanic communities, efforts that can affect the nation as a whole. Travelers also invites local multicultural agents serving the Hispanic community to attend this event to act as an additional resource for the attendees. It also affords agents an opportunity to reach out to members of their local communities and make connections that might not have been available otherwise.

"These types of events help Travelers and its agents build relationships with members of the community and further strengthens already established partnerships with community organizations," said Bill Allen, manager, Travelers Diversity Marketplace Group.

In the coming months, Travelers is planning to expand its relationship with Esperanza USA by incorporating InVEST, a career development program endorsed by the Independent Insurance Agents & Brokers of America (IIABA.) This noteworthy program's mission is to change the perception of the insurance industry by helping students learn more about the business and making them aware of promising careers within the industry. Geared towards high school and college students, participants have an opportunity to learn through several methods that include field trips,

Continued on page 12

Partnering At Home and At Work to Help Philadelphia's Latino Community

We all know that marriage is a partnership, but for OneBeacon Insurance Company's Lucy Lopez, that "partnership" includes actively participating in her husband Eliud's contributions to Philadelphia's Latino community. "When we first met five years ago, he was already serving as a Board member for APM (Asociación Puertorriqueños en Marcha, Inc.), so volunteering was something we began doing together," said Lucy. "Over the years, our activities have ranged from dressing up as Mr. and Mrs. Santa Claus to distribute gifts to picking up garbage on citywide clean-up days, not to mention fund raising and committee work."

Before APM's creation in the early 1970s, basic social services were practi-

cally non-existent for Philadelphia's Latinos. And in the critical areas of child welfare and mental health, there were few bilingual caseworkers and therapists who could actually converse with their clients.

Over the past thirty-eight years, APM has grown from a staff of five housed in a storefront on Germantown Avenue, to a broad network of social services offered at more than 23 sites throughout north Philadelphia. Today, it is an organization staffed by nearly 200 bilingual/bicultural professionals serving more than 40,000 people each year. APM's mission and purpose is as

multifaceted and diverse as the people it serves. By creating job opportunities, aiding people with debilitating illnesses, supporting families and individuals with care and compassion and providing a comprehensive array of life-improving social services, APM has become an indispensable asset to Philadelphia and all of its residents. In 2008, the agency was named one of the Top 25 Hispanic Nonprofits in the Nation by Hispanic Business Magazine.

"APM serves low-income neighborhoods predominantly inhabited by Latinos and African Americans, exactly where I grew up. Knowing how



Left: OneBeacon Insurance Company's Lucy Lopez (seated) with Nilda Ruiz, chief executive officer of APM. Top: Philadelphia's Latinos enjoy the APM's Sugar Cane Festival, an annual health and housing fair.

Photos courtesy of Lucy Lopez, One Beacon Insurance Company.

these services help the community, we are particularly proud to volunteer and support APM. It's our small way of giving back," noted Lopez. "Today, my husband serves on APM's Resource and Marketing Development committee, which provides insight on how funds and services are being distributed. I like to help behind the scenes and pitch in wherever I'm needed."

As for her "day job," Lucy is a small business territorial manager for OneBeacon Insurance Company handling the Mid-Atlantic States. This is a business development role so she is always on the go, helping her agency partners understand OneBeacon's products and capabilities and identifying new customer opportunities.

And as a member of the OneBeacon community, Lucy leverages the OneBeacon Charitable Trust's giving program to support her commitment to APM. "OneBeacon has long believed in supporting nonprofits that our employees and agency partners are actively engaged with as volunteers or donors," noted Carmen Duarte, a member of the OneBeacon Charitable Trust Committee. "These agencies are an integral component of the cities and towns where we live and conduct business. Through our community giving program, sponsored by the OneBeacon Charitable Trust, we're able to financially support those entities that really matter to our people."

Over the past three years, the OneBeacon Charitable Trust has sup-

ported Lucy's commitment through donations to APM's Annual Sugar Cane Festival and "Gift of Love" events. The Sugar Cane Festival is a health and housing fair while the "Gift of Love" is APM's annual fund raiser, allowing it to provide holiday gifts to more than 2,000 needy children. And this story doesn't end here; Lucy's son has recently become active in APM as well. "I'm really proud of his interest," noted Lopez. "It's gratifying to see that he understands the value we can deliver by dedicating just a little time and interest to helping others." ■

Lucy Lopez (second from right) and other volunteers are dedicated to APM's Sugar Cane Festival.



Committed to Diverse Communities

“**G**racias por llamar Farmers Insurance.” That’s the greeting you get when you call the newest Farmers Insurance Business and Development Center. Located in Riverside, California, this 12,600-square-foot center is the first of its kind for Farmers. Here, Spanish is the dominant language spoken. The goal is to recruit and train bilingual candidates that speak Spanish to open their own Farmers Insurance agencies.

“This idea was a long-time coming and we know it will be successful,” said Robert Woudstra, chief executive officer, Farmers. “This is a segment of the population that is under-served and we believe we are providing a community service in addition to growing our business.”

Farmers hopes to train 300 Spanish-speaking insurance agents by 2013.

With a staff of recruiters, trainers and customer service representatives, Farmers hopes this center will create unique and much-needed job opportunities in a diverse marketplace.

“With the downturn in the economy, this is the perfect time for Spanish-speaking job seekers who want the chance to own their own business,” said Mike Ponce, center manager. “We have the best small business opportunity in America and

our goal is to establish Farmers agencies in neighborhoods throughout California and beyond.”

Once trained, the center’s staff will help agents eventually find a storefront or office outside of the center.

Farmers plans to duplicate the idea of this center in other cities.

Farmers is also blazing a new trail for outreach to diverse communities through its sponsorship of high school sports. Farmers has 16 exclusive sponsorships across the U.S. with High School Sports Associations. As part of this unique sponsorship, Farmers gives out a special award called the Student Athlete Citizen Award.

“Farmers is committed to these sponsorships because we realize the cuts to schools and athletic programs, in particular, have been severe,” said Faye W. McClure, Farmers vice president of strategic marketing. “But this commitment goes beyond the monetary with real hands-on, grassroots support from our local agents. Farmers agents now “sponsor” their neighborhood schools, doing everything from helping to paint bleachers to providing child I.D. kits and Farmers award-winning education programs.”

“We want people to know we do more than sell insurance,” said Jim Hunt, Arizona district manager, Farmers Insurance. “We want the

community to know we care and we can make a difference in the community by both offering great products and service but, more importantly, we also want to give back to the community by using our time, talent and treasures to support our local schools. These kids are our future customers and they will remember us because of what we did to support them.”

Farmers is deeply committed to the communities where its agents and customers live and work. Although it is a major contributor to many charities, including the March of Dimes, Farmers is also making a difference in health care.

Farmers supports numerous health-related causes aimed at serving diverse populations, including Farmers’ partnership with Eva Longoria in supporting Padres Contra El Cancer (Parents Against Cancer). Farmers not only gives a substantial monetary donation, but the company also involves its agents and employees at a very local level by making hospital visits, adopting families for holidays and volunteering at numerous events.

“Community is at the core of what we do and how we do it,” said McClure. “We know when we serve all communities with the same level of care and consideration, it will come back to us ten-fold.” ■

Good Business Means Being a Good Neighbor

State Farm Insurance Companies® is building strong relationships in the Hispanic community, and as a result is becoming a trusted source. Earlier this year, State Farm contributed \$1 million dollars to the National Association of Latino Elected Officials (NALEO) Ya Es Hora (Now Is The Time) campaign, which empowers Latinos to become full participants in American civic life through increased civic engagement. The goal of the program is to help educate, mobilize, and integrate the Latino community into the civic process.

NALEO is the leadership organization of the nation's more than 6,000 Latino elected and appointed officials.

"State Farm is not only helping with its pocketbook; its agents are helping with their hearts," said Arturo Vargas, executive director of NALEO.

Additionally, State Farm launched its own campaign called "State Farm Es Para Mí™" (State Farm Is For Me), which underscores the importance of culture, education and citizenship in the Latino community. The Para Mí campaign is designed to help Hispanic families

connect with a State Farm agent during a specific life stage event in a culturally-relevant manner.

State Farm agents are acting as trusted resources to Hispanics by providing U.S. citizenship information for documented immigrants, state-specific voter registration materials to unregistered Latinos; and information on

Mike Fernandez, vice president, public affairs for State Farm, announces the launch of the company's "State Farm Es Para Mí" campaign.



**Deborah Whitt,
State Farm agent
in Rochester,
New York, works
with Hispanic
clients to help
them realize
their educational
dreams.**



Photos courtesy of State Farm.

educational efforts.

“We know that earning trust in the Hispanic community means more than just offering services in Spanish,” said Mike Fernandez, vice president of public affairs at State Farm. “It means being culturally-relevant, understanding the issues and challenges and offering expertise when appropriate.”

The Para Mí campaign also has two educational components. First, State Farm is the primary sponsor of the Congressional Hispanic Caucus Institute (CHCI) Educational Handbook, which provides information on scholarships, fellowships and internships for Latino students. Second, State Farm is providing \$200,000 in educational mini-grants to support work within Hispanic communities to close the academic achievement gap and encourage students to stay in school.

“State Farm is not only con-

tributing \$1 million to NALEO’s efforts to help educate, mobilize, and integrate the Latino community into the civic process, it’s also bringing its agency force together to help people realize their dreams,” said Fernandez. “State Farm agents are already the leading supplier of insurance for cars and homes in the Latino community. Para Mí only serves to deepen our relationship in a way that supports Latino families.”

Agents across the country are engaged in the campaign. To them it’s not just about good business; it is also about being a good neighbor. “The driving force behind the campaign is to empower the Hispanic community by providing resources that can help them understand the U.S. citizenship process, understand and participate in the U.S. voting process, and help them realize their educational dreams,” said Deborah Whitt, State Farm agent in Rochester,

New York. Our mission is to help people manage the risks of everyday life, recover from the unexpected and realize their dreams.”

The State Farm Foundation’s primary focus with its partners is around education, safety and community development. In addition to NALEO, the Foundation has other national partnerships in place which benefit the Latino community. These partners include the National Council of La Raza (NCLR); National Council of La Raza – Raza Development Fund (NCLR-RDF); Congressional Hispanic Caucus Institute (CHCI); National Hispanic Corporate Council (NHCC); National Hispana Leadership Institute (NHLI); United States Hispanic Leadership Institute; MANA, a national Latina organization; Hispanic Association on Corporate Responsibility; and Cuban American National Council (CNC). ■

Addressing Global Poverty and Hunger in Latin America

ACE's strong presence in the insurance marketplace is evident given the breadth of its global reach, and even more apparent with the rapid expansion of its market-leading franchises in developing markets around the world. In Latin America, this growth in emerging markets has presented ACE the opportunity to reach out to those local and regional communities where its employees live and work to help bring solutions to the fight to eliminate chronic hunger and poverty.

In April 2008, the ACE INA Foundation announced that it was making a three-year, \$720,000 grant to Freedom from Hunger, a U.S. non-profit organization that brings innovative and sustainable self-help solutions to the fight against chronic hunger and poverty. The funds will be used for the organization's Credit with Education program in Mexico (known as Alcance) to bring microfinance and education to nearly three million women living in rural Mexico and will enable Freedom from Hunger's staff to train 95 local organizations to deliver this program.

According to Eden Kratchman, executive director of the ACE INA Foundation, ACE's support allows Freedom from Hunger to transfer its knowledge, systems and tools for implementing the Credit with Education program to dozens of Mexican organizations.

"Freedom from Hunger is providing a long-term solution for



ACE Latin America hosted a reception to officially present a check from ACE Foundation – International in the amount of \$100,000 to Banigualdad, a Chilean non-profit organization that offers a microenterprise program to provide innovative and sustainable self-help educational solutions to fight against chronic poverty. Appearing are (from L): Ed Clancy, president and chief operating officer, ACE Overseas General; Pascuala Morel and Joaquin Lavin, Banigualdad representatives; and Juan Luis Ortega, country manager, ACE Chile.

addressing chronic poverty and hunger in numerous regions and countries around the world and utilizes a model that is adaptable for Mexico," said Kratchman. "The Credit with Education program ensures that on both sides of the program – financial and educational – the services provided respond to the realities, limitations and opportunities of life in rural Mexico."

Credit with Education effectively serves families living in rural poverty and reaches more than 750,000 women in 15 of the world's poorest countries. The program brings together groups of women on a regular basis to learn practical banking concepts and gives them a safe place to borrow and save money. At regular gatherings,

women participate in learning sessions to build their knowledge of basic business, health protection and family nutrition.

Evan Greenberg, chairman and chief executive officer, ACE Limited, commented, "With our significant presence in Latin America and Mexico, ACE is committed to supporting the communities and regions where our employees live and work. We are pleased to serve as a partner with Freedom from Hunger in providing local Mexican community organizations with proven self-enterprise programs that combine microfinance with health and business education for lasting results. The Credit with Education program has

Continued on page 12

ADDRESSING GLOBAL POVERTY

continued from page 11

the potential to establish a long-term resource for Mexico's rural underserved poor."

In other Latin American regions, ACE has continued its support of microfinance initiatives through a \$100,000 grant to BanIgualdad, a Chilean non-profit organization that offers a microenterprise program to create unique solutions in the fight against chronic poverty. Based on the 'village banking model,' this initiative brings micro-loans, financial education and awareness to more than 1,400 women and their families living in rural Chile and will enable BanIgualdad's staff to provide women with entrepreneurial skills and train them in basic business concepts.

"With our significant presence in Latin America and Chile, ACE is pleased to serve as a partner with

BanIgualdad in providing micro-loans and education to Chile's rural poor, thus allowing them to participate in the economic process and increasing their opportunities for growing income and securing a financial future for themselves and their families," said Juan Luis Ortega, country manager, ACE Chile.

Kratchman quantified the effect of this program, "ACE's funds directly support BanIgualdad's 2008 goal of making an additional 3,650 loans to serve families living in rural poverty, an increase from the more than 1,350 loans made in 2007. This initiative will result in a cumulative two-year total of at least 5,000 loans made by the end of 2008 that ultimately will provide Chile's rural poor with the resources to become self-sufficient."

Forthcoming in the Latin American region in 2009 is support for a three-year CARE initiative in the Ayacucho region of Peru, in the Andean highlands. CARE is a leading

humanitarian organization fighting global poverty throughout the world. The grant from the ACE INA Foundation will focus on empowering 800 poor, rural farmers (and their families — about 4,000 people) by improving their economic security through sustainable agriculture techniques and practices.

ACE takes a comprehensive approach in identifying and supporting programs that help to mitigate issues that propagate the cycle of poverty. By partnering with organizations that foster sustainable humanitarian and developmental solutions, particularly in developing countries, ACE seeks to increase the impact of its philanthropic activity and ensure that individuals and communities can succeed and grow. Through its commitment to making positive contributions to the fabric of our local communities, ACE believes that this investment will return long lasting and sustainable benefits to society. ■

COMMUNITY DEVELOPMENT

continued from page 5

job shadowing, internships, and the chance to have guest speakers and subject matter experts in their classrooms. Students are afforded the chance to see how technology works within insurance companies, see what happens to help families and businesses before, during and after a catastrophe, and also learn about the potential financial benefits of an insurance career. Travelers has continued to foster positive results within communities by supporting InVEST over the last several years in schools around the country. This partnership helps both the local communities

and the entire insurance industry by creating a larger talent pool which ultimately provides jobs and enhances the economy.

Plans are underway to implement the InVEST program at Esperanza Academy, a charter high school in Huntington Park, Philadelphia, attended by more than 700 Hispanic students. InVEST will give these students the option to select courses from a special curriculum that will help them learn and understand more about the insurance industry. Working with local agencies and their agents will also provide another avenue for students to understand the different facets of the insurance industry.

"I am looking forward to working with the principal and staff of

Esperanza Academy to make the InVEST program valuable to the students and school," added Allen.

Travelers continues to make substantial contributions to multicultural communities by fostering partnerships with organizations like Esperanza USA. Travelers has also sponsored events for the Latin American Association of Insurance Agents (LAAIA), the Chinese American Insurance Association (CAIA), and the National African American Insurance Association (NAAIA.) Through these relationships, Travelers will continue to support and educate members of local organizations while supporting their efforts to ensure that the needs of their groups are recognized and addressed. ■