

Allstate in New Hampshire



Allstate has built its reputation on the promise to be there when customers need help protecting their lives, families, property and communities. We help people through times of loss and we help them achieve financial security.

In 2004 we had one hundred percent participation in our Agency Hands In the Community (AHIC) program. This means that many agents and exclusive financial specialists who volunteer with nonprofit organizations requested and received a \$500 AHIC grant. These individuals really live the "Good Hands®" promise and give back to their communities.

Our employees are also very active in the community and reinforce the Company's pledge to being good corporate citizens. This year employees raised funds for a local hospice, conducted holiday toy drives, collected winter coats, donated Thanksgiving food baskets and volunteered with Habitat for Humanity. This just represents some of the things we do in the Northeast Region and the Northeast Claims Service Center. Additionally, we had a tremendous response to our employee Giving Campaign.

The values that help guide our business – integrity, caring, dependability, diversity and performance – are also at the core of our commitment to New Hampshire communities that make our success possible. We encourage you to connect with us so we can continue to financially support the communities you live in.

Joseph J. Richardson, Jr.

Joseph J. Richardson, Jr.
Field Vice President



Allstate in New Hampshire

Supporting local nonprofit organizations: The Allstate Foundation

Total dollar amount disbursed for New Hampshire: \$70,000

Safe and Vital Communities

Concord Area Trust For Community Housing,
Concord
Nashua Fire Rescue, Nashua

Economic Empowerment

Marguerite's Place Housing, Nashua
CODY/Exchange City, Portsmouth
Nashua Pastoral Care Center, Nashua

Reaching For and Obtaining the American Dream

For many single mothers and their children across the United States the uncertainty of knowing whether or not they can become self-sufficient is a harsh reality. Life, it seems, is always on a downhill track. But thanks to Marguerite's Place, and local Allstate Agent John Parolin, reaching for the American dream is possible for some grateful New Hampshire mothers and their kids.

Marguerite's Place is a program that offers housing and supportive services for single women and their children, where both the mother and child can grow and goals can be achieved. "I got involved in this program after hearing someone speak about it," Parolin said. "The greatest aspect of working with these women and Marguerite's Place is that the results are measurable. Women and their kids come in and they're at their lowest point. After spending just two years with us, 82 percent of them leave self-sufficient."

A successful agent since 1984, Parolin mastered the difficulties of balancing a profitable agency and the importance of giving back through his community service. "If I didn't have my sales associate Alyson Morrison, I absolutely couldn't do it." On a more personal note, Parolin's wife, Julie, their son John, and daughters Joanna and Jaclyn are extremely supportive of his charity work. "My wife and I have raised our children to give back to those less fortunate. As parents we must lead by example. All of us are involved in community service and understand that giving back is not what we do but more a part of who we are."

As chairman of the board for the past five years and a board member for the past seven, Parolin and Marguerite's Place staff believe that true charity does not consist of doing for others but in helping others do for themselves. The idea of homeownership became a new goal when Marguerite's Place became a community partner in the Individual Development Account [IDA] Program offered through the New Hampshire Community Loan Fund. IDAs are matched savings accounts that help eligible low-income households become homeowners. Participants must have income from employment and are required to attend financial fitness training and homeownership training while saving.

"Our program is motivated by a desire to service some of the most vulnerable individuals in our society, namely, women and children," Parolin says. "If people are motivated and given the opportunity to acquire skills for daily living in a safe and secure environment, they will be able to become self-sufficient. The experience of working and volunteering with Marguerite's Place will improve the spirits of all involved and provide a real chance for program participants to achieve the American Dream."

John Parolin has also been selected as a 2004 New England Patriots Community Quarterback Award Finalist for his continued efforts on behalf of Marquerite's Place. As a finalist, the New England Patriots Charitable Foundation will make a \$1,500 donation in John's name to the organization for his tireless efforts. Congratulations John!

Serving local community organizations: Agency Hands in the Community Grants

The Agency Hands in the Community award was created in 2003 to support the local community volunteer efforts of Allstate Exclusive Agents and Personal Financial Representatives. This award includes a \$500 grant from The Allstate Foundation. Grants are awarded to nonprofit organizations that seek to improve the quality of life in communities across New Hampshire.

Total number of grants awarded:

20

Total amount given:

\$10,000

Volunteering in the community: Helping Hands

Allstate created the Helping Hands Program in 1976 to bring together and formalize existing volunteer efforts of employees and agents countrywide. The Helping Hands Program is a natural extension of the already strong partnerships that exist with local community groups. Volunteer efforts range from renovating and rehabilitating homes, working in soup kitchens, conducting food and clothing drives to tutoring adults and children.

For Allstate employees in the Northeast Region, "You're in Good Hands with Allstate®" is more than a company slogan; it's a way of life. Through volunteer efforts, employees put time, energy, expertise and compassion behind community projects, making a significant impact in the lives of those they touch.

In 2004, employees continued to give back. Some took advantage of our Helping Hands \$500 grants that recognize their outstanding efforts with non-profit organizations in their communities. In addition, the Region disbursed \$3,000 to our employees for their non-profit organizations.

The Allstate Helping Hands program has been recognized for bringing care and compassion to communities all across America.

Working for our customers: Allstate Employees and Agents

Total number of employees: **31**

Total number of agents*: **56**

Protecting consumers: Autos and Dwellings Insured

Total number of autos insured: **86,014**

Total number of dwellings* insured: **32,537**

*Includes full-time Exclusive Agents and Personal Financial Representatives

*Dwellings include homeowners, condos, and renters

Investing in local communities: 2004 Municipal Bond Holdings **\$181,550,000**

Contributing to charitable causes: Allstate Giving Campaign

Our Good Hands® Promise extends outside the corporate office in our region. Each September employees and agents donate through the annual Allstate Giving Campaign, a voluntary contribution program with a corporate match. Countrywide, more than 47 percent participated in the program last year and we enjoyed over 78 percent local participation in the Northeast Region. The campaign is enhanced by Allstate's addition of monies to the United Way.

Northeast Region employees, agents and financial professionals gave generously with \$94,543 collected in the 2004 Giving Campaign. Allstate then donates a 15 percent matching contribution across the board, with an additional five percent being sent to all major metropolitan United Ways.

The impact of these donations is felt far and wide. Allstate employees, agents and financial professionals consistently make a difference in the lives and the communities they touch. Our support of the Giving Campaign is just one way we show our care and compassion every day.

