

Government of the District of Columbia
Vincent C. Gray, Mayor
Department of Insurance, Securities and Banking



Chester A. McPherson
Acting Commissioner

**BEFORE THE
INSURANCE COMMISSIONER OF
THE DISTRICT OF COLUMBIA**

Re: Report on Examination – **Columbia Federal Insurance Company** as of December 31, 2012

ORDER

An Examination of **Columbia Federal Insurance Company** as of December 31, 2012 has been conducted by the District of Columbia Department of Insurance, Securities and Banking (“the Department”).

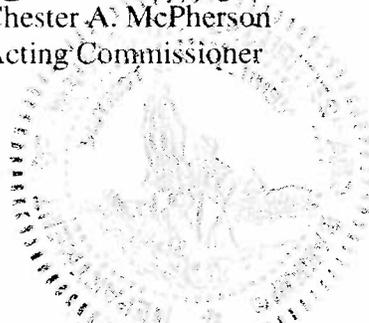
It is hereby ordered on this 16th day of May, 2014, that the attached financial condition examination report be adopted and filed as an official record of this Department.

Pursuant to Section 31-1404(d)(1) of the D.C. Official Code, this Order is considered a final administrative decision and may be appealed pursuant to Section 31-4332 of the D.C. Official Code.

Pursuant to Section 31-1404(d)(1) of the D.C. Official Code, within 30 days of the issuance of the adopted report, the Association shall file affidavits executed by each of its directors stating under oath that they have received a copy of the adopted report and related order.

Pursuant to Section 31-1404(e)(1) of the D.C. Official Code, the Department will continue to hold the content of the report as private and confidential information for a period of 10 days from the date of this Order.

Chester A. McPherson
Acting Commissioner



GOVERNMENT OF THE DISTRICT OF COLUMBIA

DEPARTMENT OF INSURANCE, SECURITIES AND BANKING



REPORT ON EXAMINATION

COLUMBIA FEDERAL INSURANCE CO.

AS OF

DECEMBER 31, 2012

NAIC COMPANY CODE 10692

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Washington, D.C.

February 24, 2014

Honorable Chester McPherson
Interim Commissioner
Department of Insurance, Securities and Banking
Government of the District of Columbia
810 First Street, NE, Suite 701
Washington, D.C. 20002

Dear Commissioner:

In accordance with Section 31-1402 of the District of Columbia Official Code, we have examined the financial condition and activities of

Columbia Federal Insurance Company

(Hereinafter called the Company) at its home office located at 1801 Bladensburg Road, N.E., Washington, DC 20002-1857, and the following Report on Examination is submitted.

SCOPE OF EXAMINATION

This examination, covering the period from January 1, 2008 to December 31, 2012, including any material transactions and/or events noted occurring subsequent to December 31, 2012, was conducted under the association plan of the National Association of Insurance Commissioners (NAIC) by examiners of the District of Columbia Department of Insurance, Securities and Banking (the Department).

The last examination of the Company was a full scope examination, covering the period from January 1, 2003 to December 31, 2007.

Our examination was conducted in accordance with examination policies and standards established by the District of Columbia Department of Insurance, Securities and Banking and procedures recommended by the NAIC and, accordingly, included such tests of the accounting records and such other procedures as we considered necessary in the circumstances.

Our examination included a review of the Company's business policies and practices, management and corporate matters, a verification and evaluation of assets and a determination of the existence of liabilities. In addition, our examination included tests to provide reasonable assurance that the Company was in compliance with applicable laws,

rules and regulations. In planning and conducting our examination, we gave consideration to the concepts of materiality and risk, and our examination efforts were directed accordingly.

The Company was audited annually by an independent public accounting firm. The firm expressed unqualified opinions on the Company's financial statements for calendar years 2008 through 2012. We placed substantial reliance on the audited financial statements for calendar years 2008 through 2011, and consequently performed only minimal testing for that period. We concentrated our examination efforts on the year ended December 31, 2012. We reviewed the working papers prepared by the independent public accounting firm related to the audit for the year ended December 31, 2012, and directed our efforts to the extent practical to those areas not covered by the firm's audit.

STATUS OF PRIOR EXAMINATION FINDINGS

Our examination included a review to determine the current status of the six recommendations made in our preceding Report on Examination, which covered the period from January 1, 2003 to December 31, 2008.

During our current examination, none of the six recommendations made in our prior Report on Examination were repeated.

HISTORY

General:

This stock company was incorporated in the District of Columbia on September 4, 1996. As stated in the Articles of Incorporation, the purposes for which the Company was organized is to insure all kinds of loss of or damage to goods, merchandise or other property caused by fire, risks of transportation, or navigation, the action of the elements or adverse manifestations of nature, and on automobiles against loss or damage from collision or theft and against liability of the owner or use for injury to person or property caused by his automobile; as well as all and every risk or peril to which the subject of insurance may be exposed, against which is not contrary to public policy to insure, including every insurable interest therein or in the use thereof, or profit or income there from, or legal liability thereof. The period of existence of the Company is perpetual.

Capital Stock:

The Company's Articles of Incorporation authorized the Company to issue 200,000 shares of common capital stock divided into 100,000 shares of Class A common stock with a par value of \$10.00 per share, and 100,000 shares of class B common stock with a par value of \$10.00 per share. As of September 30, 1996, (with no changes thru the exam period) the Company had issued 30,000 shares of Class A common stock at \$10.00 per

share in the total amount of \$300,000 to Andrew Schaeffer and received additional consideration of a \$400,000 surplus contribution from him. This brings the Company's paid-in capital stock to \$300,000 and gross paid in and contributed surplus to \$400,000 in compliance with D.C. Code, Section 31-2502.13.

Dividends to Stockholders:

The Company did not declare or pay any dividends to stockholders during the period under examination.

Management:

The Company's Articles of Incorporation and Bylaws provide that the responsibility for the control and management of the affairs, property and interests of the Company is vested in its Board of Directors composed of not less than three (3) members who shall be elected annually by the shareholders. The Bylaws provide that the officers of the Company shall consist of a President, a Secretary, a Treasurer, and such other officers, including a Chairman of the Board of Directors, and one or more Vice Presidents, as the Board of Directors may from time to time deem advisable. The Board of Directors shall elect the officers of the Company at the regular annual meeting of the Board following the annual meeting of shareholders.

According to the Bylaws, at any meeting of the Board of Directors, the presence of a majority of the Directors then in office shall be necessary and sufficient to constitute a quorum for the transaction of business. The minutes of all meetings held during the period under statutory examination indicated that a quorum was obtained at all meetings of the Board of Directors during the period under examination.

Directors duly elected and serving at December 31, 2012 follows. Addresses and business affiliations were provided by the Company.

<u>Name and Address</u>	<u>Principal Occupation</u>
Andrew Schaeffer Potomac, Maryland	President, Treasurer and Chairman Columbia Federal Insurance Company
Susan Carol King Seaford, Delaware	Administrative Assistant I.G. Burton Chevrolet
Nancy Lynette Futrell Bethesda, Maryland	Secretary Columbia Federal Insurance Company

The composition of the board of directors at December 31, 2012 was in compliance with District of Columbia Official Code Section 31-706(c) (3), which requires that not less than 1/3 of the directors of the Company be persons who are not officers or employees of the Company, or of any entity controlling, controlled by, or under common control with the Company (i.e., the directors must be “independent”).

The By-laws provide that the officers of the Company shall consist of a President, a Secretary/Treasurer, and such other officers, including one or more Vice-Presidents. The officers shall be elected by the Board of Directors and shall serve until his/her successor is duly elected and qualified or the officer is removed.

The following were duly elected Officers serving at December 31, 2012:

Andrew Schaeffer	President, Treasurer and Chairman
Nancy Lynette Futrell	Secretary
Leroy Brown	Claims Manger

Committees:

As of December 31, 2012 the Company was not in compliance with District of Columbia Official Code Section 31-706(c)(4), which requires that the board establish one or more committees comprised of individuals who are not officers or employees of the Company, or of any entity controlling, controlled by or under common control with the Company. Specifically, the Company did not have such a committee or committees. For further discussion see the “Comments and Recommendations” section of this report under the caption “Lack of Independent Committees of the Board.”

Conflicts of Interest:

Directors and officers of the Company regularly responded to conflict of interest questionnaires. Our review of the responses to the questionnaires completed for 2012 disclosed no conflicts that would adversely affect the Company. Furthermore, no additional conflicts of interest were identified during the course of our examination.

Corporate Records:

We reviewed the minutes of the meetings of the stockholders and board of directors for the period under examination. Based on our review, it appeared that the minutes documented the Company’s significant transactions and events, and that the directors approved those transactions and events.

AFFILIATED COMPANIES

The Company is 100% owned by Andrew Schaeffer. There are no other insurance companies owned by Mr. Schaeffer. The Company is a member of a holding company system through common ownership and managerial control. Mr. Schaffer also owns controlling interest the following Companies:

Guardian Insurance Agency
Chesapeake Leasing Company
Resource Management Inc
Metropolitan Investment Co
1801 Bladensburg Road LTD Partnership

All affiliates are 100% owned by Andrew Schaeffer except for **1801 Bladensburg Road LTD Partnership** which is 99% owned by Andrew Schaeffer.

INTERCOMPANY AGREEMENTS

As of December 31, 2012, the Company was a party to the following significant intercompany agreements:

1801 Bladensburg Road LTD Partnership

The Company rents facility space from 1801 Bladensburg Road LTD Partnership for 2011 and 2012. The space leased is 3,250 sq. ft. for \$4,000 a month or \$48,000 a year plus property taxes. The monthly payments are made to **Metropolitan Investment Co.**, the management company for the property. The lease is for two years with renewals negotiated. The lease requires the tenant to have liability insurance of \$2 million and property of \$1 million. The Company enters into the leasing contract every two years.

Chesapeake Leasing Company

The Company has leases for computer equipment and office equipment from Chesapeake Leasing Company. The annual amount of the lease is for \$13,451 for Computer and office equipment. The leases are for two years. These leases are subject to renewals.

Resource Management Inc.

The Company acquires the services of employees from Resource Management Inc. as needed. The Company will be billed for actual salaries, taxes, and other costs. The Company will be charged a fee for the administrative services in providing the employees. During 2012 the Company paid \$339,176 for these services.

Guardian Insurance Agency

The Company uses Guardian Insurance Agency in regards to the Taxi liability policies that it issues. The Company paid the agency \$51,228 in 2012.

Tax Sharing Agreement:

There are no tax sharing agreements between the Company and the Affiliates.

FIDELITY BOND AND OTHER INSURANCE

As of December 31, 2012, the Company had fidelity bond coverage of \$75,000 with a deductible of \$5,000. The fidelity bond complies with the minimum coverage required by District of Columbia Municipal Regulation 26-803.1 and meets the minimum coverage recommended by the National Association of Insurance Commissioners.

Also, the Company appears to have adequate insurance coverage for property, building and contents and liability.

PENSION, STOCK OWNERSHIP AND INSURANCE PLANS

The Company does not have employees and therefore does not have employee pension, stock ownership and insurance plans.

STATUTORY DEPOSITS

The Department does not require the Company to maintain a statutory deposit.

TERRITORY AND PLAN OF OPERATION

Columbia Federal is one of five regulated entities writing taxicab liability insurance business in the District of Columbia.

The Company writes automobile personal injury and property damage coverage of taxicabs licensed in the District of Columbia. The limits of coverage are \$10,000 each accident for property damage and \$25,000 each person and \$50,000 each accident for personal injury.

Prior to 2006 the Company wrote policies with two week durations. On December 23, 2005, the Department approved policy and rate filings for the Company to write a six month policy that became effective January 1, 2006. The new six month policies begin on January 1st and July 1st of each year. This change was made to comply with the mandates of District of Columbia Municipal Regulation 26-801.

INSURANCE PRODUCTS AND RELATED PRACTICES

The scope of our examination did not include market conduct procedures, including, but not limited to, market conduct procedures in the following areas:

- Policy Forms
- Fair Underwriting Practices
- Advertising and Sales Materials
- Treatment of Policyholders:
 - Claims Processing (Timeliness)
 - Complaints

REINSURANCE

As of December 31, 2012, the Company had no ceded or assumed business.

ACCOUNTS AND RECORDS

The Company's general accounting records consisted of an automated general ledger and various subsidiary ledgers (e.g., cash receipts, cash disbursements). Our review did not disclose any significant deficiencies in these records.

FINANCIAL STATEMENTS

The following financial statements reflect the financial condition of the Company as of December 31, 2012, as determined by this examination:

<u>STATEMENT</u>	<u>PAGE</u>
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The accompanying "Note to Financial Statements" is an integral part of these financial statements.

BALANCE SHEET

ASSETS

	Assets	Nonadmitted Assets	Net Admitted Assets	Examination Adjustment Increase (Decrease)	Net Admitted Assets Per Examination
Bonds (NOTE 1)				\$ 536,476	\$ 536,476
Common stocks (NOTE 1)	\$2,135,906	\$ 0	\$2,135,906	(536,476)	1,599,906
Cash (\$729,460), cash equivalents (\$0) and short term investments (\$0)	729,460		729,460		729,460
Subtotals, cash and invested assets	\$ 2,865,366	\$ 0	2,865,366	\$ 0	\$ 2,865,366
Investment income due and accrued	7		7		7
Uncollected premiums and agents' balances in course of collection	90,754		90,754		90,754
Current federal and foreign income tax recoverable	0		0		0
Net deferred tax asset	0		0		0
Totals	\$ 2,956,127	\$ 0	\$ 2,956,127	\$ 0	2,956,127

LIABILITIES, SURPLUS AND OTHER FUNDS

	Amounts per Annual Statement	Examination Adjustments	Amounts per Examination
Losses (NOTE 2)	\$ 757,694	\$	\$ 757,694
Loss adjustment expenses (NOTE 2)	361,463		361,463
Commissions Payable	5,062		5,062
Other expenses (excluding taxes, licenses and fees)	2,958		2,958
Taxes, licenses and fees (excluding federal and foreign income taxes)	13,769		13,769
Current Federal income tax	17,667		17,667
Net deferred tax liability	27,346		27,346
Unearned premiums	0		0
Advance Premiums	<u>1,536</u>		<u>1,536</u>
Total liabilities	<u>\$ 1,187,495</u>	<u>\$ 0</u>	<u>\$ 1,187,495</u>
Common capital stock	\$ 300,000		\$ 300,000
Gross paid in and contributed surplus	400,000		400,000
Unassigned funds (surplus)	1,068,632		1,068,632
Surplus as regards policyholders	<u>\$ 1,768,632</u>	<u>0</u>	<u>\$ 1,768,632</u>
Total liabilities and surplus	<u><u>\$ 2,956,127</u></u>	<u><u>\$ 0</u></u>	<u><u>\$ 2,956,127</u></u>

STATEMENT OF INCOME

Underwriting Income:

Premiums earned		<u>\$ 975,758</u>
Underwriting deductions:		
Losses incurred	\$ 424,243	
Loss expenses incurred	304,763	
Other underwriting expenses incurred	<u>226,750</u>	
Total underwriting deductions		<u>\$ 955,756</u>
Net underwriting gain		\$ 20,002

Investment Income:

Net investment income earned	\$ 30,531	
Net realized capital gains	<u>55,877</u>	
Net investment gain		\$ 86,408

Other Income:

Miscellaneous income	<u>\$ 0</u>	
Total other income		<u>\$ 0</u>
Net income after dividends to policyholders and before federal and foreign income taxes		\$ 106,410
Federal and foreign income taxes incurred		<u>25,838</u>
Net income		<u><u>\$ 80,572</u></u>

CAPITAL AND SURPLUS ACCOUNT

Surplus as regards policyholders, December 31, 2007	\$ 1,571,035
Net income, 2008	\$ (757)
Change in net unrealized capital gains or (losses)	(71,012)
Change in net deferred income tax	36,157
Net change in surplus as regards policyholders, 2008	<u>(35,612)</u>
Surplus as regards policyholders, December 31, 2008	\$ 1,535,423
Net income, 2009	82,806
Change in net unrealized capital gains or (losses)	24,108
Change in net deferred income tax	(34,975)
Net change in surplus as regards policyholders, 2009	<u>71,939</u>
Surplus as regards policyholders, December 31, 2009	<u>\$ 1,607,362</u>
Net income, 2010	\$ 108,857
Change in net unrealized capital gains or (losses)	173,193
Change in net deferred income tax	(32,204)
Net change in surplus as regards policyholders, 2010	<u>249,846</u>
Surplus as regards policyholders, December 31, 2010	<u>\$ 1,857,208</u>
Net income, 2011	\$ (13,431)
Change in net unrealized capital gains or (losses)	(198,299)
Change in net deferred income tax	34,543
Net change in surplus as regards policyholders, 2011	<u>(177,187)</u>
Surplus as regards policyholders, December 31, 2011	\$ 1,680,021
Net income, 2012	\$ 80,572
Change in net unrealized capital gains or (losses)	19,491
Prior year tax correction	1,041
Change in net deferred income tax	(12,493)
Net change in surplus as regards policyholders, 2012	<u>88,611</u>
Surplus as regards policyholders, December 31, 2012	<u>\$ 1,768,632</u>

ANALYSIS OF EXAMINATION CHANGES TO SURPLUS

Surplus as regards policyholders per Annual Statement, December 31, 2012	\$ 1,768,632
Change in unassigned funds	<u>0</u>
Surplus as regards policyholders per examination, December 31, 2012	<u>\$ 1,768,632</u>

COMPARATIVE FINANCIAL POSITION OF THE COMPANY

The comparative financial position of the Company for the five-year period ended December 31, 2012, is as follows:

	<u>2012</u>	<u>2011</u>	<u>2010</u>	<u>2009</u>	<u>2008</u>
Assets	\$2,956,127	\$2,931,487	\$3,245,025	\$3,075,713	\$2,942,347
Liabilities	1,187,495	1,251,466	1,387,817	1,468,351	1,406,924
Policyholders surplus	1,768,632	1,680,021	1,857,208	1,607,362	1,535,423
Premiums earned	975,758	1,018,731	1,044,948	1,022,290	1,013,685
Net underwriting gain (loss)	20,002	29,792	49,387	73,454	36,050
Net investment gain (loss)	86,408	(22,668)	80,991	15,454	(31,268)
Net income (loss)	80,572	(13,431)	108,857	82,806	(757)

Note: Amounts for the years ended December 31, 2008 through 2011 were taken from the Company's Annual Statements as filed with the Department. Amounts for the year ended December 31, 2012 are amounts per examination.

NOTE TO FINANCIAL STATEMENTS

Note 1. Bonds and Common Stocks

This adjustment was made to reclassify \$536,476 from Common Stocks to Bonds to comply with the requirements of Statements of Statutory Accounting Principles number 26 whereby the definition of bonds includes Exchange Traded Funds, which qualify for bond treatment. The Company had improperly classified these investments as common stock in its December 31, 2012 annual statement.

Note 2. Losses and Loss Adjustment Expenses:

The Company reported "Losses" and "Loss adjustment expenses" reserves totaling \$757,694 and \$361,463 respectively. These reserves represent management's best estimate of the amounts necessary to pay all claims and related expenses incurred but still unpaid as of December 31, 2012.

The methodologies utilized by the Company to compute reserves, and the adequacy of the loss and loss adjustment expense reserves as of December 31, 2012, were reviewed as part of our examination. As part of our review, we placed reliance on an independent actuary, who concluded that the methodologies and reserves appeared to be sufficient.

COMMENTS AND RECOMMENDATIONS

Lack of Independent Committees of the Board

Pursuant to District of Columbia Code Section 31-706, the board of directors of a domestic insurer shall establish 1 or more committees comprised solely of directors who are not officers or employees of the insurer or of any entity controlling, controlled by, or under common control with the insurer, and who are not beneficial owners of a controlling interest in the voting stock of the insurer or any such entity. The committee or committees shall have responsibility for recommending the selection of independent certified public accountants, reviewing the insurer's financial condition, the scope and results of the independent audit and any internal audit, nominating candidates for director for election by shareholders or policyholders, evaluating the performance of officers deemed to be principal officers of the insurer, and recommending to the board of directors the selection and compensation of the principal officers. The Company has requested, in writing, an exemption from the independence requirements of this statute.

As noted above, the Company has requested, in writing, an exemption from the independence requirements of this statute and that request is under review by the Department. The Company must still perform the duties contemplated by this statute with its current Board while the request is under review by the Department.

Additional Comments and Recommendations

During our examination, in addition to the above Comment and Recommendation, we made other suggestions and recommendations to the Company with regard to record keeping and other procedures relating to its operations. These additional suggestions and recommendations were not deemed significant for purposes of our Report on Examination, and are therefore not included in our Report on Examination.

SUBSEQUENT EVENTS

There were no significant events noted.

CONCLUSION

Our examination disclosed that as of December 31, 2012, the Company had:

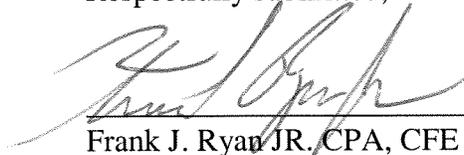
Admitted assets	<u>\$ 2,956,127</u>
Liabilities	<u>\$ 1,187,495</u>
Common capital stock	\$ 300,000
Gross paid in and contributed surplus	400,000
Unassigned funds (surplus)	1,068,632
Surplus as regards policyholders	<u>\$ 1,768,632</u>
Total liabilities, capital and surplus	<u>\$ 2,956,127</u>

Based on our examination, the accompanying balance sheet properly presents the statutory financial position of the Company as of December 31, 2012, and the accompanying statement of income properly presents the statutory results of operations for the period then ended. The supporting financial statements properly present the information prescribed by the District of Columbia Official Code and the National Association of Insurance Commissioners.

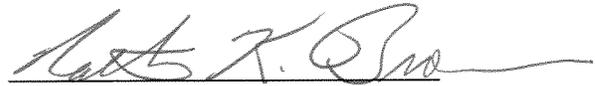
Chapters 20 (“RISK-BASED CAPITAL”) and 25 (“FIRE, CASUALTY AND MARINE INSURANCE”) of Title 31 (“Insurance and Securities”) of the District of Columbia Official Code specify the level of capital and surplus required for the Company. We concluded that the Company’s capital and surplus funds exceeded the minimum requirements during the period under examination.

SIGNATURES

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Frank J. Ryan JR.", written over a horizontal line.

Frank J. Ryan JR., CPA, CFE
Examiner-In-Charge
District of Columbia Department of
Insurance, Securities and Banking

A handwritten signature in black ink, appearing to read "Nathaniel Kevin Brown", written over a horizontal line.

Nathaniel Kevin Brown CPA, CFE
Chief Examiner
District of Columbia Department of
Insurance, Securities and Banking

IN ADDITION TO THE EXAMINATION OF COLUMBIA FEDERAL INSURANCE COMPANY, AN EXAMINATION WAS MADE OF GUARDIAN INSURANCE AGENCY, INC., AND THE REPORT THEREON IS AS FOLLOWS:

ADDENDUM

GUARDIAN INSURANCE AGENCY, INC.

Guardian Insurance Agency, Inc. was incorporated in the District of Columbia on November 5, 1996, to collect, finance and disburse insurance premiums and to do any and all acts necessary in the operation of an insurance agency, as stated in the article of incorporation. The period of duration is perpetual. The Agency's business address is 1801 Bladensburg Road, N.E., Washington D.C. 20002-1857.

The responsibility for control and management of the affairs, property and interests of Guardian Insurance Agency, Inc., is invested by its Board of Directors composed of not less than three (3) members who are elected annually by the shareholders. As stated in the By-laws, Article IV, the officers of the Agency shall consist of a President, a Secretary, a Treasurer, and such other officers, including a Chairman of the Board of Directors, and one or more Vice Presidents, as the Board of Directors may from time to time deem advisable. The officers of the Agency shall be elected by the Board of Directors at a regular annual meeting of the Board following the annual meeting of shareholders. At the most recent meeting of the Board of Directors the following officers were elected with the President to be the Chief Executive Officer of the Agency:

<u>Name</u>	<u>Title</u>
Andrew Schaeffer	President
Nancy Futrell	Secretary
Andrew Schaeffer	Treasurer

Serving as the Company's Board of Directors as of December 31, 2012 are as follows:

Andrew Schaeffer
Nancy Futrell
Leroy Brown

The Agency's Articles of Incorporation authorized the Agency to issue ten thousand (10,000) shares of common stock with no par value. As of October 8, 1996, the Agency has issued 5,000 shares of common stock to Andrew Schaeffer (owner of Columbia Federal Insurance Company) at a total cost of \$5,000, which represents 100% ownership of the outstanding shares of Guardian. The Agency Agreement between Columbia Federal Insurance Company and Guardian Insurance Agency, Inc. is renewed annually.

The Balance Sheet and Statement of Income of the Agency for the year ended December 31, 2012, to accompany this report.

GUARDIAN INSURANCE AGENCY, INC.

BALANCE SHEET

AS OF DECEMBER 31, 2012

ASSETS

CURRENT ASSETS

Cash – Operating	\$	24,852
Account Receivable		119,633

TOTAL CURRENT ASSETS **\$ 144,485**

TOTAL ASSETS **\$ 144,485**

LIABILITIES AND EQUITY

CURRENT LIABILITIES

Account Payable	\$	85,631
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TOTAL CURRENT LIABILITIES **\$ 85,631**

EQUITY

Common Stock	\$	5,000
Retained Earnings		21,633
Current Earnings		<u>32,221</u>

TOTAL EQUITY **\$ 58,854**

TOTAL LIABILITY AND EQUITY **\$ 144,485**

GUARDIAN INSURANCE AGENCY, INC.
INCOME STATEMENT
AS OF DECEMBER 31, 2012

INCOME

Commission Income	\$ 51,227
TOTAL INCOME	<u>51,227</u>

EXPENSES

Accounting	818
Insurance	360
Printing	33
License	80
Rent	12,000
Management and Administrative	4,200
Taxes	250
Other	<u>1,265</u>
TOTAL EXPENSES	<u>19,007</u>
NET INCOME	<u><u>\$ 32,221</u></u>