

Antigonish Farmers' Mutual Insurance Company

Consolidated financial statements

December 31, 2011

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Management's statement of responsibility of financial reporting

Preparation of the consolidated financial statements is the responsibility of Antigonish Farmers' Mutual Insurance Company's management. The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards and reflect management's best estimates and judgments.

The Board of Directors oversees management in carrying out its responsibilities for financial reporting and systems of internal control. The Board of Directors, which is chaired by and composed solely of directors who are unrelated to, and independent of, the Company, meet with financial management to satisfy itself as to reliability and integrity of financial information and the safeguarding of assets. The Board of Directors review and approve the annual consolidated financial statements to be issued to policyholders. The external auditors have full and free access to the Board of Directors.

Mary Bekkers
President

Bill Chisholm
Manager

Independent auditors' report

To the Policyholders of
Antigonish Farmers' Mutual Insurance Company

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We have audited the accompanying consolidated financial statements of Antigonish Farmers' Mutual Insurance Company, which comprise the consolidated statement of financial position as at December 31, 2011, December 31, 2010 and January 1, 2010, and the consolidated statements of operations, comprehensive loss, changes in policyholders' equity and cash flows for the years ended December 31, 2011 and December 31, 2010, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Antigonish Farmers' Mutual Insurance Company as at December 31, 2011, December 31, 2010 and January 1, 2010, and its financial performance and its cash flows for the years ended December 31, 2011 and December 31, 2010 in accordance with International Financial Reporting Standards.

Antigonish, Canada
February 23, 2012

Grant Thornton LLP

Chartered Accountants

Antigonish Farmers' Mutual Insurance Company

Consolidated statement of financial position

December 31 2011 2010 January 1, 2010

Assets

Cash and cash equivalents	\$	1,156,398	\$	796,913	\$	857,094
Investments (note 4)		11,196,775		11,689,407		11,110,865
Accounts receivable (note 7)		2,018,469		1,471,283		950,537
Income taxes receivable		66,802		160,161		9,566
Prepaid expenses		29,453		13,143		28,218
Deferred policy acquisition costs		395,936		354,847		333,122
Property and equipment (note 6)		428,267		439,120		421,825
Deferred tax asset		<u>180,262</u>		<u>35,044</u>		<u>23,700</u>
	\$	<u>15,472,362</u>	\$	<u>14,959,918</u>	\$	<u>13,734,927</u>

Liabilities

Accounts payable and accrued liabilities	\$	481,970	\$	399,996	\$	243,389
Unpaid claims payable		2,092,000		1,838,000		903,000
Reserve for unearned premiums		2,640,163		2,340,649		2,142,886
Long term debt (note 8)		<u>-</u>		<u>22,854</u>		<u>33,782</u>
		5,214,133		4,601,499		3,323,057
Policyholders' equity (page 6)		<u>10,258,229</u>		<u>10,358,419</u>		<u>10,411,870</u>
	\$	<u>15,472,362</u>	\$	<u>14,959,918</u>	\$	<u>13,734,927</u>

Commitment (note 9)

Approved on behalf of the Board

_____ Director _____ Director

See accompanying notes to the consolidated financial statements

Antigonish Farmers' Mutual Insurance Company

Consolidated statement of operations

Year ended December 31

2011

2010

Revenue		
Gross premiums written	\$ 5,358,740	\$ 4,748,799
Returned premiums	<u>(78,414)</u>	<u>(65,603)</u>
Net gross premiums written	5,280,326	4,683,196
Reinsurance premiums	<u>(1,170,173)</u>	<u>(1,050,240)</u>
Net premiums written	4,110,153	3,632,956
Change in reserve for unearned premiums	<u>(299,514)</u>	<u>(197,763)</u>
Net premium income	3,810,639	3,435,193
Service charge and fees	<u>140,162</u>	<u>118,527</u>
Net underwriting revenue	<u>3,950,801</u>	<u>3,553,720</u>
Expenses		
Claims and adjustments (page 26)	1,945,781	2,588,964
Administrative expenses (page 26)	<u>2,011,806</u>	<u>1,991,766</u>
	<u>3,957,587</u>	<u>4,580,730</u>
Underwriting loss	(6,786)	(1,027,010)
Other income (note 10)	<u>551,201</u>	<u>810,024</u>
Income (loss) before income taxes	<u>544,415</u>	<u>(216,986)</u>
Income taxes (recoverable) (note 15)		
Current	(19,816)	(26,050)
Deferred	<u>108,609</u>	<u>(33,894)</u>
	<u>88,793</u>	<u>(59,944)</u>
Net income (loss)	\$ <u>455,622</u>	\$ <u>(157,042)</u>

See accompanying notes to the consolidated financial statements

Antigonish Farmers' Mutual Insurance Company
Consolidated statement of comprehensive loss

Year ended December 31

2011

2010

Net income (loss)	\$ <u>455,622</u>	\$ <u>(157,042)</u>
Other comprehensive (loss) income		
Change in unrealized (loss) gains on available for sale investments	<u>(607,443)</u>	154,544
Net gain reclassified to net income	<u>(113,194)</u>	<u>(51,485)</u>
	<u>(720,637)</u>	103,059
Income tax effect	<u>164,825</u>	532
	<u>(555,812)</u>	103,591
Comprehensive loss	\$ <u>(100,190)</u>	\$ <u>(53,451)</u>

See accompanying notes to the consolidated financial statements

Antigonish Farmers' Mutual Insurance Company
Consolidated statement of changes in
Policyholders' equity

December 31

	<u>Retained</u> <u>earnings</u>	Accumulated other comprehensive <u>loss</u>	<u>Total</u>
Balance at January 1, 2010	\$ 11,129,517	\$ (717,647)	\$ 10,411,870
Net loss	(157,042)	-	(157,042)
Changes in unrealized gain/ losses on available-for-sale investments	<u>-</u>	<u>103,591</u>	<u>103,591</u>
Balance at December 31, 2010	10,972,475	(614,056)	10,358,419
Net income	455,622	-	455,622
Changes in unrealized gain/ losses on available-for-sale Investments	<u>-</u>	<u>(555,812)</u>	<u>(555,812)</u>
Balance at December 31, 2011	<u>\$ 11,428,097</u>	<u>\$ (1,169,868)</u>	<u>\$ 10,258,229</u>

See accompanying notes to the consolidated financial statements

Antigonish Farmers' Mutual Insurance Company

Consolidated statement of cash flows

Year ended December 31 2011 2010

Increase (decrease) in cash and cash equivalents	2011	2010
Operating		
Net income (loss)	\$ 455,622	\$ (157,042)
Changes to operations not requiring a current cash payment:		
Amortization	38,723	49,761
Amortization of unrealized holding (gain) loss	(510)	19,015
Gain on disposal of investments	(174,552)	(239,307)
Deferred taxes, net	19,609	(33,894)
Provision for decline in market value of specific securities	154,297	-
Loss on sale of property and equipment	-	4,157
Current tax on comprehensive income	-	23,082
Change in non-cash operating working capital		
Accounts receivable	(547,186)	(520,746)
Prepaid expenses	(16,310)	15,075
Deferred policy acquisition costs	(41,089)	(21,725)
Accounts payable and accrued liabilities	81,972	156,607
Unpaid claims payable	254,000	935,000
Reserve for unearned premiums	299,514	197,763
	<u>524,090</u>	<u>427,746</u>
Financing		
Repayment of long term debt	<u>(22,854)</u>	<u>(10,928)</u>
Investing		
Income taxes	93,359	(150,595)
Purchase of property and equipment	(27,870)	(76,213)
Proceeds from sale of property and equipment	-	5,000
Proceeds on sale of investments	2,981,540	2,517,821
Purchase of investments	<u>(3,188,780)</u>	<u>(2,773,012)</u>
	<u>(141,751)</u>	<u>(476,999)</u>
Increase (decrease) in cash and cash equivalents	359,485	(60,181)
Cash and cash equivalents,		
Beginning of year	<u>796,913</u>	<u>857,094</u>
End of year	\$ <u>1,156,398</u>	\$ <u>796,913</u>

Supplemental cash flow information:

Income taxes paid (received)	\$ <u>(24,016)</u>	\$ <u>101,304</u>
Interest paid	\$ <u>-</u>	\$ <u>835</u>

See accompanying notes to the consolidated financial statements

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

1. Nature of business

The Antigonish Farmers' Mutual Insurance Company ("the Company") is federally incorporated, without share capital, under the Insurance Companies Act and is domiciled in Canada. The address of the Company's registered office is 188 Main Street Antigonish, Nova Scotia. The Company is a general property and casualty insurer in the province of Nova Scotia.

2. Basis for presentation

(a) Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB"). These are the Company's first financial statements prepared in accordance with IFRS and IFRS-1 *First-time Adoption of International Financial Reporting Standards* has been applied.

An explanation of how the transition to IFRS has affected the reported financial position, financial performance and cash flows of the Company is provided in Note 17.

The financial statements were authorized for issue by the Board of Directors on February 23rd, 2012.

(b) Basis of consolidation

The Company accounts for its subsidiary using the consolidation method. These consolidated financial statements include the accounts of its subsidiary, Farmers Mutual Insurance Agency Limited. All significant intercompany balances and transactions with the subsidiary have been eliminated.

(c) Basis of measurement

The consolidated financial statements have been prepared on a going concern basis under the historical cost basis, except for those financial assets and financial liabilities that have been measured at a fair value as described in Note 3.

As permitted by IFRS 4 *Insurance Contracts*, the Company has applied Canadian generally accepted accounting principles ("GAAP") for its insurance contracts.

(d) Functional and presentation currency

The consolidated financial statements are presented in Canadian dollars, which is the Company's functional currency. Assets and liabilities denominated in foreign currencies are translated at the rates of exchange on the statement of financial position date. Revenues and expenses are translated at average exchange rates.

Unrealized gains and losses resulting from translation of currencies to the presentation currency are included in income. Realized currency gains and losses resulting from foreign currency transactions are included in income.

(e) Use of estimates and judgement

The preparation of consolidated financial statements in conformity with IFRS requires management to make judgements, estimates, and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

2. Basis for presentation (continued)

(e) *Use of estimates and judgement (continued)*

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected. Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment within the next financial year are included in the following notes:

Note 3	Insurance contract assets
Note 3	Insurance contract liabilities
Note 3	Income taxes

(f) *Critical judgements in applying the Company's accounting policies.*

Management has not made any critical judgements apart from those involving estimations in the process of applying the Company's accounting policies that have a significant effect on the amounts recognized in these consolidated financial statements.

3. Summary of significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements and in preparing the opening IFRS statement of financial position at January 1, 2010 for the purpose of the transition to IFRS, unless otherwise indicated.

Cash and cash equivalents

Cash and cash equivalents are comprised of cash on hand, balances with banks which are subject to an insignificant risk of changes in value.

The estimated fair value of cash and cash equivalents approximate carrying values due to the relatively short term nature of the instruments.

Financial assets

Non-derivative financial assets of the Company include: available-for-sale financial assets and loans and receivables. The Company initially recognized loans and receivables on the date that they are originated at fair value. All other financial assets are recognized on the trade date at which the Company becomes a party to the contractual provisions of the instrument.

The Company derecognizes a financial asset when the contractual rights of the cash flows from the asset expires or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Company is recognized as a separate asset or liability.

Available-for-sale financial assets

Available-for-sale financial assets include investments. Changes in fair value are recorded in other comprehensive income until the instrument is derecognized or impaired. Directly attributable transaction costs are recognized in net income. Accumulated other comprehensive income (AOCI) is included in the statement of changes in policyholders' equity as a separate component of equity (net of tax) and includes net unrealized gains and losses on available-for-sale assets.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

3. Summary of significant accounting policies (continued)

Financial assets (continued)

Available-for-sale financial assets (continued)

Fair value is best evidenced by quoted market prices in an active market. Where quoted market prices are not available, the quoted prices of similar financial instruments or valuation models with observable market based inputs are used to estimate fair value. These valuation models may use multiple observable market inputs, including observable interest rates, foreign exchange rates, index levels, credit spreads, equity prices, counterparty credit quality and corresponding market volatility levels. Minimal management judgement is required for fair values calculated quoted market prices or observable market inputs for models. The calculation of estimated fair value is based on market conditions at a specific point in time and may not be reflective of future fair values.

The Company employs a fair value hierarchy to categorize the inputs it uses in valuation techniques to measure the fair value. The extent of use of (Level 1) quoted prices in active markets for identical assets or liabilities, (Level 2) inputs other than quoted prices included in (Level 1) that are observable for the asset or liability either directly or indirectly, and (Level 3) inputs for the asset or liability that are not based on observable market data in the valuation of securities as at the statement of financial position date is disclosed in note 5.

Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, loans and receivables are measured at amortized cost using the effective interest rate method, less any impairment losses.

Loans and receivables are comprised mainly of receivables arising from insurance contracts and cash and cash equivalents. The estimated fair value of loans and receivables approximate carrying values due to the relatively short term nature of the instruments.

Impairment of financial assets

Financial assets are assessed for indicators of impairment at each statement of financial position date. They are impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been impacted. A significant or prolonged decline in fair value of an investment in an equity investment below its cost is considered to be objective evidence of impairment. The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets and the loss is recognized in income (loss) for the year.

In respect of available-for-sale equity instruments, impairment losses previously recognized through income (loss) are not reversed through income (loss) for the year. Any increase in fair value subsequent to an impairment loss is recognized directly in comprehensive income (loss) for the year.

Certain categories of financial assets, such as loans and receivables carried at amortized cost, that are assessed to not be impaired individually are subsequently assessed for impairment on a collective basis.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

3. Summary of significant accounting policies (continued)

Financial liabilities

Financial liabilities are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition financial liabilities are measured at amortized cost using the effective interest rate method. A financial liability is derecognized when the obligation under the liability is discharged, cancelled or expires.

Financial liabilities are comprised of payables arising from insurance contracts, accounts payable and accrued liabilities and long term debt. The estimated fair value of financial liabilities approximate carrying values due to the relatively short term nature of the instruments.

Insurance contract assets

Insurance contract assets comprise reinsurance assets and deferred policy acquisition costs.

Reinsurance assets

Recoverable amounts from Farm Mutual Reinsurance Plan ("FMRP") in respect to unpaid claims are benefits of the Company and are recognized as reinsurance assets. These assets are estimated in a manner consistent with estimates of unpaid claims and in accordance with the related reinsurance contract.

Reinsurance assets are reviewed for impairment at each reporting period or more frequently when an indication of impairment arises during the reporting year. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the insurance asset that the Company may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measureable impact on the amounts that the Company will receive from FMRP. The impairment loss is then recorded in the statement of operations in the reporting period in which the Company determines objective evidence that the full amount or disputed amount due from FMRP will not be collectible.

Deferred policy acquisition costs

Deferred policy acquisition costs comprise commissions and fire tax as they are directly related to the writing and renewal of insurance contracts. These costs are deferred and amortized on the same basis as unearned premiums and are reported in agents' commissions and taxes and levies expenses on the statement of operations.

Insurance contract liabilities

Insurance contract liabilities comprise of unpaid claims and unearned premiums.

Unpaid claims

Unpaid claims is the estimated ultimate cost of all claims incurred but not settled on insurance contracts at the reporting date, whether reported to the Company or not, together with related claims handling costs. Unpaid claims are reported gross of any related recoverable. The recoverable is reported as an asset in reinsurance reserve for unpaid claims.

Unpaid claims are first determined on a case-by-case basis as insurance claims are reported and then reassessed as additional information becomes known. Reserving takes into account the consistency of the Company's claims handling procedures, the amount of information available, the characteristics of the line of business from which the claim arises, and the delays in reporting claims. These reserves for unpaid claims and adjusting expenses are estimates and, as such, are subject to variability, which could be material in the near term. Changes to

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

3. Summary of significant accounting policies (continued)

Insurance contract liabilities (continued)

Unpaid claims (continued)

the estimates could result from future events such as receiving additional claim information, changes in judicial interpretation of contracts or significant changes in severity or frequency of claims from past trends. In general, the longer the term required for the settlement of a group of claims, the more variable the estimates.

Unpaid claims includes a provision to include claims incurred but not reported ("IBNR"), as well as a provision for adverse deviation, as required by Canadian accepted actuarial practice. Unpaid claims are discounted to take into the account the time value of money. The discount rate reflects the estimated market yield of the underlying assets backing these unpaid claims. Several actuarial assumptions are used to calculate this discount rate. These may change from period to period in order to arrive at the most accurate and representative market yield based discount rate.

The estimated costs of all claims are calculated based on Canadian accepted actuarial practice as there is no active market for such liabilities. The provision consists of case estimates, a provision for further development of losses that have been reported but for which not enough has been recorded as paid or reserved, and a margin for adverse deviation. Estimates performed by the appointed actuary are completed using standard actuarial techniques and are based on assumptions such as historical loss development factors, payment patterns, future rates of insurance claims frequency and severity, inflation, expenses, changes in the legal environment, changes in the regulatory environment and other matters, taking into consideration the circumstances of the Company and the nature of the insurance contracts. These liabilities are recognized on the statement of financial position and changes are recognized in gross claims and adjustment expenses on the statement of operations. The liabilities are derecognized when the obligation to pay a claim expires, is discharged, or is cancelled.

Unearned premiums

Unearned premiums are those proportions of premiums written in a year on insurance contracts that relate to periods of risk after the reporting date. The proportion attributable to subsequent periods is deferred as a provision for unearned premiums and is recognized over the remaining term of the insurance contract in net premium income on the statement of operations.

At the end of each reporting period, a liability adequacy test is performed, in accordance with IFRS, to validate the adequacy of unearned premiums and deferred policy acquisition costs. A premium deficiency would exist if unearned premiums are deemed insufficient to cover the estimated future costs associated with the unexpired portion of written insurance contracts. A premium deficiency would be recognized immediately as a reduction of deferred policy acquisition costs to the extent that unearned premiums plus anticipated investment income is not considered adequate to cover all deferred policy acquisition costs and related insurance claims and expenses. If the premium deficiency is greater than the unamortized deferred policy acquisition costs, a liability is accrued for the excess deficiency.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

3. Summary of significant accounting policies (continued)

Revenue recognition

Gross premiums

Insurance premiums written comprise the total premiums receivable for the whole period of cover provided by contracts entered into during the accounting period. The premiums are recognized on the date on which the policy commences. Premiums include any adjustments arising in the accounting period for premiums receivable in respect of business written in prior accounting periods. Premiums collected by intermediaries, but not yet received, are assessed based on estimates from underwriting or past experience and are included in premiums written.

Unearned premiums are those proportions of premiums written in a year that relate to periods of risk after the reporting date. Unearned premiums are calculated on a pro rata basis. The proportion attributable to subsequent periods is deferred as a provision for unearned premiums.

Service charges and fees

Insurance contract policyholders are charged for policy administrative costs. These fees are recognized as revenue as of the effective date of the policy.

Investment income

Interest income is recognized in the statement of operations as it accrues. Dividend income is recognized in the statement of operations when the right to receive payment is established.

Realized gains and losses

Realized gains and losses recorded in the statement of operations on investments include gains and losses on financial assets. Gains and losses on the sale of investments are calculated as the difference between net sales proceeds and the original or amortized cost and are recorded on occurrence of the sale transaction.

Agency income

Agency income is recognized based on insurance commission revenue realized as of the effective date of the insurance policy net of agency expenditures.

Claims and expenses recognition

Gross claims

Gross claims include all claims occurring during the year, whether reported or not. These expenses include related internal and external claims handling costs that are directly related to the processing and settlement of claims, a reduction for the value of salvage and other recoveries, and any adjustments to claims outstanding from previous years.

Property and equipment

Property and equipment is recorded at cost less accumulated amortization and any recognized impairment loss. Amortization is charged so as to write off the cost or valuation of property and equipment over their estimated useful lives using the following methods and rates.

Building	50 yrs, straight-line
Vehicles	5 yrs, straight-line
Computer equipment	5 yrs, straight-line
Office equipment	10 yrs, straight-line
Telephone equipment	10 yrs, straight-line
Building generator	30 yrs, straight-line

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

3. Summary of significant accounting policies (continued)

Property and equipment (continued)

The assets' residual values and useful lives and method of amortization are reviewed at each financial year end and adjusted prospectively, if appropriate.

Impairment reviews are performed when there are indicators that the carrying value may not be recoverable. The recoverable amount is determined as the higher of an asset's fair value less costs to sell and value in use. If an asset is impaired, the carrying amount is reduced to the asset's recoverable amount with an offsetting charge recorded in the statement of operations. If events or changes in circumstances indicate that a previously recognized impairment loss has decreased or no longer exists, the reversal is recognized in the statement of operations to the extent that the carrying amount of the asset after reversal does not exceed the carrying amount that would have been had no impairment taken place.

Gains and losses arising from the disposition of a property and equipment asset are measured as the difference between the net disposal proceeds and the carrying value of the asset and are reported in the statement of operations.

Any item of property and equipment is derecognized upon disposal or when no further economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the assets, calculated as the difference between the net disposal proceeds and the carrying amount of the asset, is included in the statement of operations in the year the asset is derecognized.

Income taxes

The tax expense represents the sum of tax currently payable and deferred tax.

The tax currently payable is based on taxable income for the year. Taxable income differs from net income as reported in the statement of operations because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the statement of financial position date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable income and is accounted for using the statement of financial position liability method. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable income will be available against which deductible temporary differences can be utilized.

The carrying amount of deferred tax assets is reviewed at each statement of financial position date and reduced to the extent that it is no longer probable that sufficient taxable income will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realized. Deferred tax is charged or credited in the statement of operations, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

3. Summary of significant accounting policies (continued)

Income taxes (continued)

Deferred tax assets and liabilities are offset when there is a legally enforceable right to sell off current tax assets against current tax liabilities and when the Company intends to settle its current tax assets and liabilities on a net basis.

Comprehensive income (loss)

Comprehensive income (loss) includes the change in the Company's net assets that results from transactions, events and circumstances from sources other than the Company's equity and includes items that would not normally be included in net income, such as unrealized gains and losses on available-for-sale financial assets.

Provisions

Provisions are recognized for liabilities of uncertain timing or amount that have arisen as a result of a past transaction, including legal, equitable or constructive obligations. The provision is measured at the best estimate of the expenditure required to settle at the reporting date.

Standards and amendments to existing standards that are not yet effective and have not been adopted early by the Company

At the date of authorization of these consolidated financial statements, certain new standards and amendments to existing standards have been published by the IASB but are not yet effective, and have not been adopted early by the Company.

Management anticipates that all of the relevant pronouncements will be adopted in the Company's accounting policies for the first period beginning after the effective date of the pronouncement. Information on new standards and amendments that are expected to be relevant to the Company's consolidated financial statements is provided below. Certain other new standards and interpretations have been issued but are not expected to have a material impact on the Company's consolidated financial statements.

IFRS 9 Financial Instruments (IFRS 9)

The IASB aims to replace IAS 39 Financial Instruments: Recognition and Measurement in its entirety. IFRS 9 is being issued in phases. To date, the chapters dealing with recognition, classification, measurement and derecognition of financial assets and liabilities have been issued. These chapters are effective for annual period beginning January 1, 2015. Further chapters dealing with impairment methodology and hedge accounting are still being developed. The Company's management have yet to assess the impact of this new standard on the Company's financial statements. However, they do not expect to implement IFRS 9 until all of its chapters have been published and they can comprehensively assess the impact of all changes.

Amendments to IAS 1 Presentation of Financial Statements (IAS 1 Amendments)

The IAS 1 Amendments require an entity to group items presented in other comprehensive income into those that, in accordance with other IFRSs: (a) will not be reclassified subsequently to profit or loss and (b) will be reclassified subsequently to profit or loss when specific conditions are met. It is applicable for annual periods beginning on or after July 1, 2012. The Company's management expects this will change the current presentation of items in Other Comprehensive Income; however, it will not affect the measurement or recognition of such items.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

4. Investments – Available-for-sale

The Company manages its investment portfolio in accordance with their investment policy which is aligned with regulatory and statutory requirements. As of December 31, 2011 the Company is not in full compliance with these requirements. The Company plans to adjust their investment portfolio holdings in fiscal 2012 to ensure compliance.

The policy has both short-term and long-term objectives based upon preserving Company capital, increasing portfolio value, producing a stable level of investment income, meeting Company liquidity requirements and complying with the Company's level or risk tolerance.

Portfolio performance and compliance with the investment policy is reviewed at each Investment Committee meeting. The investment policy is reviewed and approved by the Board of Directors on an annual basis.

	<u>2011</u> <u>Market</u> <u>Value</u>	<u>2010</u> <u>Market</u> <u>Value</u>	January 1, <u>2010</u>
Bonds			
Municipal	\$ 774,482	\$ 719,347	\$ 617,132
Provincial	1,914,783	2,532,390	2,253,157
Federal	772,776	602,682	356,223
Corporate	<u>3,121,345</u>	<u>2,773,323</u>	<u>2,866,824</u>
	<u>6,583,386</u>	<u>6,627,742</u>	<u>6,093,336</u>
Equities			
Common	\$ 3,910,126	\$ 4,341,323	\$ 4,022,399
Preferred	<u>703,263</u>	<u>720,342</u>	<u>995,130</u>
	<u>4,613,389</u>	<u>5,061,665</u>	<u>5,017,529</u>
Total	\$ <u>11,196,775</u>	\$ <u>11,689,407</u>	\$ <u>11,110,865</u>
Bonds – maturity profile			
Maturing within one year	\$ 799,937	\$ 1,646,118	\$ 1,028,321
Maturing between one and five years	4,116,416	3,913,323	4,320,823
Maturing over five years	<u>1,667,033</u>	<u>1,068,301</u>	<u>744,192</u>
	<u>\$ 6,583,386</u>	<u>\$ 6,627,742</u>	<u>\$ 6,093,336</u>

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

5. Fair value hierarchy

Available-for-sale investments recorded at fair value by the level of the fair value hierarchy as at December 31, 2011:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total Fair value</u>
Bonds	\$ 6,583,386	\$ -	\$ -	\$ 6,583,386
Common shares	3,910,126	-	-	3,910,126
Preferred shares	<u>703,263</u>	-	-	<u>703,263</u>
	<u>\$ 11,196,775</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 11,196,775</u>

Available-for-sale investments recorded at fair value by the level of the fair value hierarchy as at December 31, 2010:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total Fair value</u>
Bonds	\$ 6,627,742	\$ -	\$ -	\$ 6,627,742
Common shares	4,341,323	-	-	4,341,323
Preferred shares	<u>720,342</u>	-	-	<u>720,342</u>
	<u>\$ 11,689,407</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 11,689,407</u>

Available-for-sale investments recorded at fair value by the level of the fair value hierarchy as at January 1, 2010:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total Fair value</u>
Bonds	\$ 6,093,336	\$ -	\$ -	\$ 6,093,336
Common shares	4,022,399	-	-	4,022,399
Preferred shares	<u>995,130</u>	-	-	<u>995,130</u>
	<u>\$ 11,110,865</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 11,110,865</u>

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

6. Property and equipment

As at December 31, 2011

	<u>Land & Improvements</u>	<u>Buildings</u>	<u>Office Equipment</u>	<u>Computer Equipment</u>	<u>Vehicles</u>	<u>Telephone Equipment</u>	<u>Building Generator</u>	<u>Total</u>
Gross carrying amount								
Balance, December 31, 2010	\$ 21,700	\$ 595,755	\$ 60,368	\$ 294,710	\$ 73,580	\$ 16,479	\$ 36,443	\$ 1,099,035
Additions	-	27,870	-	-	-	-	-	27,870
Disposals	-	-	-	-	-	-	-	-
	<u>21,700</u>	<u>623,625</u>	<u>60,368</u>	<u>294,710</u>	<u>73,580</u>	<u>16,479</u>	<u>36,443</u>	<u>1,126,905</u>
Depreciation and impairment								
Balance, December 31, 2010	-	317,630	39,321	263,282	11,174	11,821	16,687	659,915
Depreciation	-	11,915	4,301	8,545	11,174	1,553	1,235	38,723
Disposals	-	-	-	-	-	-	-	-
	<u>-</u>	<u>329,545</u>	<u>43,622</u>	<u>271,827</u>	<u>22,348</u>	<u>13,374</u>	<u>17,922</u>	<u>698,638</u>
At December 31, 2011	\$ <u>21,700</u>	\$ <u>294,080</u>	\$ <u>16,746</u>	\$ <u>22,883</u>	\$ <u>51,232</u>	\$ <u>3,105</u>	\$ <u>18,521</u>	\$ <u>428,267</u>

The Company did not record any impairment charges or reversals during the year.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

6. Property and equipment (continued)

As at December 31, 2010

	Land & Improvements	Buildings	Office Equipment	Computer Equipment	Vehicles	Telephone Equipment	Building Generator	Total
Gross carrying amount								
Balance, January 1, 2010	\$ 21,700	\$ 595,755	\$ 52,687	\$ 261,596	\$ 69,569	\$ 16,479	\$ 36,443	\$ 1,054,229
Additions	-	-	7,681	33,114	35,418	-	-	76,213
Disposals	-	-	-	-	(31,407)	-	-	(31,407)
	<u>21,700</u>	<u>595,755</u>	<u>60,368</u>	<u>294,710</u>	<u>73,580</u>	<u>16,479</u>	<u>36,443</u>	<u>1,099,035</u>
Depreciation and impairment								
Balance, January 1, 2010	-	305,715	35,021	243,698	22,250	10,268	15,452	632,404
Depreciation	-	11,915	4,300	19,584	11,174	1,553	1,235	49,761
Disposals	-	-	-	-	(22,250)	-	-	(22,250)
	<u>-</u>	<u>317,630</u>	<u>39,321</u>	<u>263,282</u>	<u>11,174</u>	<u>11,821</u>	<u>16,687</u>	<u>659,915</u>
At December 31, 2010	<u>\$ 21,700</u>	<u>\$ 278,125</u>	<u>\$ 21,047</u>	<u>\$ 31,428</u>	<u>\$ 62,406</u>	<u>\$ 4,658</u>	<u>\$ 19,756</u>	<u>\$ 439,120</u>

The Company did not record any impairment charges or reversals during the year.

Net book value January 1, 2010	<u>\$ 21,700</u>	<u>\$ 290,040</u>	<u>\$ 17,666</u>	<u>\$ 17,898</u>	<u>\$ 47,319</u>	<u>\$ 6,211</u>	<u>\$ 20,991</u>	<u>\$ 421,825</u>
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Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

7. Accounts receivable	<u>2011</u>	<u>2010</u>	January 1, <u>2010</u>
Interest	\$ 61,725	\$ 75,188	\$ 80,211
Premiums	809,845	680,621	540,908
Reinsurance reserve for unpaid claims	1,038,000	581,000	214,000
Rent	2,070	-	2,034
Other	<u>122,529</u>	<u>147,674</u>	<u>124,184</u>
	2,034,169	1,484,483	961,337
Provision for doubtful accounts	<u>(15,700)</u>	<u>(13,200)</u>	<u>(10,800)</u>
	\$ 2,018,469	\$ 1,471,283	\$ 950,537

8. Long term debt	<u>2011</u>	<u>2010</u>	January 1, <u>2010</u>
GMAC loan payable, repaid during the year	\$ -	\$ 22,854	\$ 33,782

9. Commitment

The Company has committed to donating \$5,000 per year for two years to Sylvan Hall Community Centre effective January 1, 2011. The expense for fiscal 2011 is included in donations expense on the statement of operations.

10. Other income	<u>2011</u>	<u>2010</u>
Income from investments	\$ 544,791	\$ 583,568
Gain on sale of investments	174,552	239,307
Miscellaneous	6,843	(12,147)
Agency, net	(20,688)	(704)
Provision for decline in market value	<u>(154,297)</u>	<u>-</u>
	\$ 551,201	\$ 810,024

11. Capital Management

The Company's objectives with respect to capital management are to maintain a capital base that is structured to exceed regulatory requirements and to best utilize capital allocations.

The regulators measure the financial strength of property and casualty insurers using a minimum capital test (MCT). The regulators generally expect property and casualty companies to comply with capital adequacy requirements. This test compares a Company's capital against the risk profile of the organization. The risk-based capital adequacy framework assesses the risk of assets, policy liabilities and other exposures by applying various factors. The regulator indicates that the Company should produce a minimum MCT of 150%. During the year, the Company has, on a quarterly basis, exceeded this minimum. The regulator has the authority to request more extensive reporting and can place restrictions on the Company's operations if the Company falls below this requirement and deemed necessary.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

12. Insurance risk management

The principal risk the Company faces under insurance contracts is that the actual claims and benefit payments or timing thereof, differ from expectations. This is influenced by the frequency of claims, severity of claims, actual benefits paid and subsequent development of long-term claims. Therefore, the objective of the Company is to ensure that sufficient reserves are available to cover these liabilities.

The above risk exposure is mitigated by careful selection and implementation of underwriting strategy guidelines, by the use of reinsurance arrangements and by setting claims promptly.

Underwriting strategy

The Company manages this risk via its underwriting and reinsurance strategy within an overall risk management framework. Exposures are limited by having documented underwriting limits and criteria. Pricing of property and liability policies are based on assumptions in regard to trends and past experience, in an attempt to correctly match policy revenue with exposed risk. There have been no significant changes from the previous year in the exposure risk or policies, procedures and methods used to measure the risk.

Reinsurance arrangements

The Company purchases reinsurance as part of its risks mitigation program. Reinsurance is placed with Farm Mutual Reinsurance Plan Inc ("FMRP"), a Canadian registered reinsurer. Retention limits for the excess-of-loss reinsurance vary by product line.

Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision and are in accordance with the reinsurance contracts. Although the Company has reinsurance arrangements, it is not relieved of direct obligations to its policyholders and thus a credit exposure exists with respect to ceded insurance, to the extent that any reinsurer is unable to meet its obligations assumed under such reinsurance agreements.

Excess of Loss

The Company retains \$180,000 on property claims with recoveries at 90% on amounts greater than retention, up to \$820,000 per risk. Recoveries are at 100% thereafter, up to a total limited of \$3 million per risk.

The Company retains \$120,000 on liability claims with recoveries at 90% on amounts greater than retention, up to \$880,000 per occurrence. Recoveries are at 100% thereafter, up to a total limit of \$30 million per occurrence.

Catastrophe

Reinsurance also limits the Company's liability in the event of a catastrophe. The Company retains \$540,000 with recoveries at 95% on amounts greater than retention.

Stop Loss

The Company recovers 100% of current year property claims which exceed 80% of gross net earned premiums.

The Company recovers 100% of current year liability claims which exceed 100% of gross net earned premiums.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

12. Insurance risk management (continued)

Claims Settlement

Claim settlement is generally not a long process as most claims fall under the property class of business with remaining claims in the liability class. Typically, the Company settles claims within one year of being reported. This significantly reduces uncertainty about the amount and timing of claim payments. As such, additional information on these unpaid claims is not disclosed as permitted by IFRS 4 *Insurance Contracts*.

The Company writes insurance primarily over a twelve month duration. The most significant risks arise through high severity, low frequency events such as natural disasters and catastrophes. Since all insurance contracts are written in Nova Scotia, a concentration of risk may arise through insurance contracts being issued in a specific geographic location.

The Company is exposed to a pricing risk to the extent that unearned premiums are insufficient to meet the related future policy costs. Evaluation is performed regularly to estimate future claim costs, related expenses and expected profit in relation to unearned premiums. There is no premium deficiency recorded during the current or prior year. Unearned premiums, adjusted for deferred policy acquisition expenses, are anticipated to be in excess of future claim costs.

13. Financial instrument management

Interest rate risk

Historical data and current information is used to profile the ultimate claims settlement pattern by class of insurance, which is then used in a broad sense to develop an investment policy and strategy. However, because a significant portion of the Company's assets relate to its capital rather than liabilities, the value of its interest rate based assets exceeds its interest rate based liabilities. As a result, generally the Company's investment income will move with interest rates over the medium to long-term with short term interest rate fluctuations creating unrealized gain or losses in Other Comprehensive Income.

At December 31, 2011, a 1% move in interest rates, with all other variables held constant, could impact the market value of bonds by \$72,781. For bonds that the Company did not sell during the year, the change during the period would be recognized as Other Comprehensive Income.

Credit risk

The Company's investment policy puts limits on the bond portfolio including portfolio composition limits, issuer type limits, bond quality limits, aggregate issuer limits, corporate sector limits and general guidelines for geographic exposure. The bonds portfolio remains high quality with 94% of bonds rated A or better. All fixed income portfolios are measured for performance on a quarterly basis and monitored by management on a monthly basis.

Reinsurance is placed with FMRP, a Canadian registered reinsurer. Management monitors the creditworthiness of FMRP by reviewing their annual financial statements and through ongoing communications. Reinsurance treaties are reviewed annually by management prior to renewal of the reinsurance contract.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

13. Financial instrument management (continued)

Credit risk (continued)

Accounts receivables are short-term in nature and are not subject to material credit risk. However, the Company's maximum exposure to credit risk is \$996,169. The Company minimizes credit risk on cash and cash equivalents through the utilization of different investments to spread the risk amongst various financial institutions.

Currency risk

Foreign currency risk is the risk that the fair value or cash flows of a financial instrument will fluctuate because of changes in exchange rates and produce an adverse impact on income when measured in the Company's functional currency.

Net exposure to United States dollar denominated amounts (in United States Dollars) included in the balance sheet as at December 31, is:

	<u>2011</u>	<u>2010</u>
Available-for-sale investments	\$ <u>895,089</u>	\$ <u>-</u>

Market risk

The Company utilizes the prudent person approach to asset management as required by the Insurance Companies Act. An investment policy is in place and is monitored by the Investment Committee and the Board of Directors. Diversification techniques are utilized to minimize risk. The policy limits investment in any one corporate issuer to a maximum of 8% of the Company's investment portfolio.

The Company's portfolio includes Canadian stocks with fair values that move with the Toronto Stock Exchange Composite Index and US equity investments with fair values that move with the S&P 500 Index.

A 1% movement in the stock markets with all other variables held constant would have an estimated affect on the fair values of the Company's equities of \$30,200. For equities that the Company did not sell during the year, the change during the period would be recognized as Other Comprehensive Income

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet all cash outflow obligations as they come due. The Company mitigates this risk by monitoring cash activities and expected outflows. Current liabilities arise as claims are made. The Company does not have material liabilities that can be called unexpectedly at the demand of a lender or client. There are no material commitments for capital expenditures and there is no need for such expenditures in the normal course of business. Claim payments are funded by current operating cash flow including investment income.

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

14. Related party transactions

Director's fees are presented in the statement of operations. Compensation for the Company's key management personnel is set out below:

	<u>2011</u>	<u>2010</u>
Key management personnel		
Salaries and commissions	\$ 215,881	\$ 164,154
Short-term employee benefits	<u>8,367</u>	<u>8,414</u>
	<u>\$ 224,248</u>	<u>\$ 172,568</u>

15. Income taxes

Income tax expense attributable to taxable income differs from the amounts computed by applying the combined federal and provincial income tax rate of 22.41% (2010-24.22%) to income before income taxes as a result of the following:

Tax rate reconciliation	<u>2011</u>	<u>2010</u>
Income (loss) before income taxes	\$ <u>544,415</u>	\$ <u>(216,986)</u>
Income tax (recovery) expense at the statutory rate	\$ 122,003	\$ (52,554)
Changes in income taxes		
Non-taxable dividend income	(33,526)	(23,791)
Non-taxable portion of capital gains	(15,209)	(1,711)
Other	<u>15,525</u>	<u>18,112</u>
	<u>\$ 88,793</u>	<u>\$ (59,944)</u>

Income tax expense in other comprehensive loss

Change in unrealized gain/losses on available-for-sale investments:

	<u>2011</u>	<u>2010</u>
Current income tax expense	\$ -	\$ 23,082
Deferred tax expense	<u>164,825</u>	<u>(22,550)</u>
	<u>\$ 164,825</u>	<u>\$ 532</u>

Antigonish Farmers' Mutual Insurance Company

Notes to the consolidated financial statements

December 31, 2011

15. Income taxes (continued)

Deferred tax asset

Deferred tax assets arising from temporary differences and unused loss carry forwards are summarized as follows:

	<u>2011</u>	<u>2010</u>	January 1, <u>2010</u>
Property and equipment	\$ 6,890	\$ 8,150	\$ 14,360
Donation carry forwards	19,820	13,300	-
Loss carry forwards	110,620	4,902	-
Other	<u>42,932</u>	<u>8,692</u>	<u>9,340</u>
	<u>\$ 180,262</u>	<u>\$ 35,044</u>	<u>\$ 23,700</u>

16. Future employee benefits

Included in expenditures is \$28,111 (2010 - \$27,224) in contributions the company made on behalf of its employees under a defined contribution pension plan.

17. First-time adoption of IFRS

Presentation differences

Presentation differences between previous GAAP and IFRS have no impact on reported profit or total equity.

Some line items are described differently (renamed) under IFRS compared to previous GAAP, although the assets and liabilities included in these line items are unaffected. Line item affected is Deferred taxes ('Future income taxes' under previous GAAP).

Statement of cash flows

Under previous Canadian GAAP, taxes paid were classified as operating cash flows. Under IFRS, tax payments are allocated to investing and financing activities where they can be identified with transactions within those categories. There are no other material adjustments to the cash flow statement. The components of cash and cash equivalents under previous Canadian GAAP are similar to those presented under IFRS.

18. Comparative figures

Certain of the prior year figures have been reclassified to conform with the financial statement presentation adopted for the current year.

19. Post reporting date events

No adjusting or significant non-adjusting events have occurred between the reporting date and the date of authorization.

Antigonish Farmers' Mutual Insurance Company

Consolidated schedule of claims and adjustments and administrative expenses

December 31	2011	2010
Claims and adjustments expenses		
Claims and adjustments - gross	\$ 2,700,130	\$ 3,243,573
Recoveries from reinsurance	<u>(754,349)</u>	<u>(654,609)</u>
	<u>\$ 1,945,781</u>	<u>\$ 2,588,964</u>
Administrative expenses		
Advertising and promotion	\$ 102,136	\$ 188,962
Agents' commissions	698,095	644,441
Amortization	31,824	42,863
Bank charges	39,389	28,421
Bad debt	3,229	2,637
Computer	50,283	31,182
Conventions and meetings	23,559	39,999
Director's fees	40,450	37,200
Donations	27,400	63,156
Education	3,643	8,094
Field representative expenses	32,316	32,499
Furniture and fixtures	3,920	7,830
Insurance	28,458	29,609
Interest on long term debt	-	835
Loss on sale of property and equipment	-	4,157
Loss prevention	1,881	2,023
Meals and entertainment	10,969	21,913
Memberships and fees	26,850	28,338
Miscellaneous	44,189	3,856
Occupancy costs (net)	25,329	27,491
Office	27,922	37,363
Postage and express	34,709	25,834
Printing and stationery	23,712	23,954
Professional fees	91,456	61,252
Retiring allowances	2,938	1,945
Salaries and benefits	408,930	386,262
Taxes and levies	207,868	186,694
Telephone	15,818	15,562
Travel	<u>4,533</u>	<u>7,394</u>
	<u>\$ 2,011,806</u>	<u>\$ 1,991,766</u>