

Antigonish Farmers'
Mutual
Insurance Company

The logo consists of a red maple leaf on the left side, partially overlapping the word 'Mutual'. Below 'Mutual' are several horizontal white lines of varying lengths, creating a sense of motion or a stylized underline. The words 'Antigonish Farmers'' and 'Insurance Company' are written in a red, italicized serif font above and below the main graphic, respectively.

1910 - 2010

A COMPANY TO CALL YOUR OWN



1910 - 2010

A COMPANY TO CALL YOUR OWN

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The Board of Directors of Antigonish Farmers' Mutual acknowledges the support received by the Centennial Book Committee and authors; Toosje Van de Sande, Mary Bekkers, and Bill Chisholm.

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Antigonish Farmers' Mutual Insurance Company

1910-2010, A COMPANY TO CALL YOUR OWN

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Antigonish Farmers' Mutual Insurance Company

188 Main Street, Antigonish, Nova Scotia B2G 2B9

Canada



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DEDICATION

This book is dedicated to

the founders of

the Antigonish Farmers' Mutual Insurance Company

and

to the many directors, staff and agents

who have worked tirelessly

to provide affordable insurance protection

to the people of Nova Scotia



MISSION STATEMENT

*To provide quality insurance products
to our policy holders at a
competitive price which we
support with strong service and
underwriting standards.*



FOREWORD

My association with the Antigonish Farmers Mutual Insurance Company dates back to 1969 when my husband, Casey Van de Sande, became a member of the Board of Directors. Because of this association and my keen interest in history, I was asked to chair the Centennial Book Committee, which was established in 2006. Other members included Mary Bekkers (Director) and Bill Chisholm (Manager). The committee was given the mandate “to create a book of our Company history as part of the Company Centennial celebrations”.

The initial research started in July ‘06 with the reading of the minutes of all the Board meetings. Additional information was gleaned by reading the Casket (local weekly), spanning a period of one hundred years. The major part of compiling and writing of the history was done by Mary Bekkers and Toosje Van de Sande.

Needless to say, the time involved in researching and writing of the history cannot be measured in hours but in the satisfaction we received as it developed into a comprehensive record of the Antigonish Farmers’ Mutual Insurance Company. It is hoped that this Book will serve as a suitable memento of the Centennial celebrations of the Company.

For me, it has been a most challenging, interesting and rewarding experience.

Toosje Van de Sande, Chair
Centennial Book Committee



ACKNOWLEDGEMENTS

To undertake a project of this nature requires the help and expertise of many individuals. First, the Board of Directors of the Antigonish Farmers' Mutual Insurance Company need to be recognized for their foresight in forming a Centennial Planning Committee, consisting of Mary Bekkers, Syd Taylor, Charles MacKenzie, Casey Van de Sande and Bill Chisholm. Two of these committee members, namely Mary Bekkers and Bill Chisholm, became part of the Centennial Book Committee headed up by Toosje Van de Sande. Thanks to St. F.X. Library for access to their Archives for the research and also the Antigonish Heritage Museum for the information it provided. Thanks to the families of the directors, agents and staff for the information they were able to share.

Thank you also to Bill Chisholm for his patience and guidance in helping us sort out and prioritize the information gathered, and to Brian Morgan for writing the Chapter on claims.



A special word of gratitude is reserved for Toosje Van de Sande and Mary Bekkers for their creative role in the writing of this book.

*Centennial Book Committee:
Bill Chisholm, Toosje Van de Sande, Mary Bekkers.*

A word of thanks to Linda Chisholm for typing up the initial draft and to Vera Doucette for proofreading and critiquing the contents of the book. Thanks also to Cathy Whitty Lamey and the team at City Printers, Sydney, Nova Scotia, for the design, layout, and printing of this publication.



The Oliver typewriter used in the early years of the company.

PRESIDENT'S MESSAGE

It is my privilege and pleasure to be President of the Board of Antigonish Farmers' Mutual Insurance Company, as we pause to reflect and celebrate 100 years of faithful service to our Policyholders.

An occasion such as this is rooted in the foresight and diligence of our Company Founders: their integrity and common sense have remained the guiding principles of our Company. Today, we acknowledge their contribution and courage as we celebrate our mutual history.

The Company celebrates this very special year with an awareness that it has been served by boards of directors, managers, and staff who have consistently worked together to meet the needs of our policyholders. The loyalty of our policyholders, many of whom have retained our services for generations, has enabled the company to grow, remain strong and secure as it looks forward to insuring future generations.

We have much to be grateful for, and to be proud of, as we celebrate our Company's Centennial Year in 2010. Our Company, in reaching this milestone, has successfully met the diverse challenges that come with meeting the ever changing needs of our policyholders.

Our story, contained within the pages of this book, provides a new foundation to begin with confidence and optimism the next century of service to our Policyholders.



Charles MacKenzie

Charles MacKenzie

President



PREFACE

Anniversaries are a point in time when we pause to assess where we have come from so as to better understand where we are and to help us go with confidence into the future.

It is fitting, therefore, as we celebrate the 100th Anniversary of the Antigonish Farmers' Mutual Insurance Company that we take the time to reflect on the past achievements and how the events of history and the people involved have helped shape the company.

To help us better understand the circumstances of life when the company formed, we have documented some interesting events that took place in the Antigonish area in the early part of the 20th century.

In the first decade of the 20th century several new buildings were opened in the town: the post office; the new brick train station; the Celtic Hall and a new rink at the University. The Antigonish Board of Trade was formed and a long-distance telephone service was hooked up with the Antigonish telephone system. A typhoid fever epidemic and a smallpox epidemic struck the town and surrounding area and St Martha's Hospital was opened. Cultural life centered around Church activities, entertainment shows, lectures, and sporting events.

This was the time that a quarter would buy ten pounds of onions and forty cents one pound of tea, which was advertised as enough tea to make 200 cups. A lady's coat cost from \$2.80 to \$11.90; a man's overcoat ranged from \$4.50 to \$9.50; and men's heavy workpants could be purchased for \$1.35. A subscription to the Casket cost \$1.00 per year.

It was also the time when the 78th Annual Report of the Bank of Nova Scotia with its Profit and Loss Statement was printed in the Casket. Even the Town of Antigonish had the financial statements for all departments listed in the Casket in the year 1910.

Major industries in the county were farming, fishing, lumbering and trapping. Ads in the Casket (the local weekly) were numerous for calf skins, wool pelts, hay, farm machinery, seed, page wire for fences, horses, cattle, farms and farm auctions. The county purchased the athletic grounds at the east end of Town to hold agricultural fairs. Two creameries; the Maritime Fresh Milk Co. and the Hygiene Milk Co. were advertising their products during these years. Agricultural Fairs, Seed Fairs, Farm Auctions, Church and Sporting events were opportunities to socialize with neighbors. Farmers were very active in the recently organized Antigonish Farmers' Association and it was through this group that the idea of a Mutual Insurance Company first took root.

THE BEGINNINGS

1910 - 1920

The first indication that farmers in Antigonish County were contemplating the organization of a farm mutual insurance company came from an article submitted by the Antigonish County Farmers' Association to the Casket, February 13, 1908.

“We are asked to give the following information about the Proposed Farmers Mutual Fire Insurance Association. As the name implies it is to be a mutual company, that is, all the Members agree to insure one another’s property. Should a Member suffer loss by fire, he receives from the Association a sum in proportion to the amount he has paid in. Just what this proportion will amount to will be determined by the members when they hold their organizational meeting. To ensure a successful and permanent association it is necessary that a large number apply for insurance. Nowadays farming, like all other callings, must be conducted in a safe and business-like manner, the farmer must provide protection against accident, just as the merchant or manufacturer. It is only ordinary foresight to insure one’s property against accident by fire, and if the present movement is intelligently founded it behooves all to take advantage of it.”

As a way of clarifying some misconceptions regarding the formation of a Mutual Fire Insurance Company, A. S. MacMillan, who was president of the Antigonish County Farmers' Association, wrote a letter to the editor of the Casket, March 5, 1908.

“In the public Statutes of Nova Scotia 1908 and 1904, Chapter 46, We find an Act to provide for the formation of Mutual Insurance Companies. Before a company can be formed it is necessary to Secure fifty or more subscribers who agree to effect insurance in a company which, in the aggregate shall amount to one hundred thousand dollars. When enough names have been secured a meeting of subscribers will be called when the organization will be perfected. The members will appoint their own officers and directors and make their own by-laws.”

According to A. S. MacMillan, there was a mention that a report was circulated that this was a scheme to make money and that promoters are paid for their services. MacMillan emphatically denied this and goes to say in his letter to the editor that...

“the County Farmers Association in this matter, as in all their undertakings, are actuated by no other motive than the welfare of the farmers of the County. The directors of the Association who are endeavoring to secure the required number of names are giving time and service free, as members will consider themselves well paid for their services if they succeed in forming a Mutual Fire Insurance Company, as it is a well-known fact that in Antigonish County very few farmers carry any insurance on their buildings or personal property. Our farmers will not insure in the regular companies, presumably because the rates are too high. By the formation of this Company all will have a chance of insuring at a reasonable rate, and we trust every farmer will avail himself of this opportunity of helping himself, by placing a safeguard

around his property, and in a general way helping all the farmers of the County to become more independent.”

It is interesting to note here, that in the neighboring province of Prince Edward Island the Prince Edward Island Agricultural Mutual Fire Insurance Company had been looking after the interests of farmers since 1885. Meanwhile in Nova Scotia both the Pictou County Farmers Mutual Fire Insurance Company and The Kings Mutual Fire Insurance Company were founded in 1904.

Efforts to establish a Mutual Insurance Company in Antigonish continued throughout 1909 and evidence of the struggle involved is noted in January 14, 1909, edition of the Casket. In the report of the annual meeting of the Antigonish Farmers Association it was noted:

“The Fire Insurance Company, which we attempted to organize, is still hanging fire. It has not been taken up with enthusiasm which we consider its merits would warrant. Possibly by making an extra effort it may yet be started. We are pleased to report an increase in the membership, 125 having paid their subscriptions this year.”

The directors of the Antigonish Farmers’ Association continued their quest for subscribers and in spite of aggressive advertising by other insurance providers and the negative rumors that were circulated, the directors persevered and on April 6, 1910 the Antigonish Farmers’ Mutual Fire Insurance Company was founded. According to the Casket it was a balmy 71 F in the shade, that day: “a mark very rarely attained in Eastern Nova Scotia, during the first week in April”.

At the time the Farmers’ Mutual was formed there were two insurance providers advertising their products; the Acadia Fire Insurance Co., and C. E. Harris General Insurance. However, because insurance premiums were high, very few rural dwellers had coverage. This was the case with a total loss of \$1,500.00 in May of 1910 for a house fire in Lower South River, where the owner, Dan M. Chisholm, had no insurance.

In the April 7, 1910 edition of the Casket it was also reported that:
 "a group of farmers met at the Court House yesterday,
 and organized a Mutual Fire Insurance Company. A
 meeting of the Directorate will be held within the fort-
 night, when by-laws will be drawn up."

The organizational meeting was chaired by A. S. MacMillan, who was president
 of the Antigonish Farmers' Association. It was decided that the name of the company
 would be: The Antigonish Farmers' Mutual Fire Insurance Company. There were to be ten
 directors; one from each polling district in the County with an extra director from polls four

and seven. The directors
 were: A. R. McAdam,
 Malignant Cove; John
 A. Gillis, Morar; John
 A. MacLeod, Harbour
 Road; George Taylor,
 Antigonish; P. Wall, Glen
 Alpine; A. S. MacMillan,
 Upper South River; W.
 C. MacIntosh, Lower
 South River; Joseph
 Benoit, Pomquet; H.
 Eadie, Clydesdale;
 George Vinten, Lower
 South River. At the first
 Directors meeting, A. S.
 MacMillan was elected
 President, George
 Taylor, Vice-President
 and George Vinten,
 the first Secretary-
 Treasurer. The head

1

Copy

Court House Antigonish
 April 7th 1910

Meeting called to order with A. S. MacMillan in the Chair.

Moved by Alex Manson & seconded by W. J. Walsh. That W. Vinten
 act as secretary pro tem - Carried

Moved & seconded that the name of said insurance company
 be: The Antigonish Farmers Mutual Fire Insurance Company
 Carried

Moved & seconded that we elect one director for each polling
 District Carried

District No 1	A. R. MacAdam	Malignant Cove
2	John A. Gillis	Morar
3	John A. MacLeod	Harbour Road
4	Geo Taylor	Antigonish
5	P. Wall	Glen Alpine
6	A. S. MacMillan	Upper South River
7	W. C. MacIntosh	L. South River
10	Joseph Benoit	Pomquet
extra	H. Eadie	
7	Geo Vinten	

Moved & seconded that the head office be at Antigonish
 Carried

Meeting adjourned

Certified correct { A. S. MacMillan
 Wm Vinten

Minute book excerpt page 1

Premium Note contract for policy.

DC

PREMIUM NOTE OR UNDERTAKING

I HEREBY undertake to pay to The Antigonish Farmers' Mutual Fire Insurance Company the sum of 26.2 dollars, in such proportions and at such times as shall be required by the Director of the said Company.

The Payments under this Premium Note or Undertaking I hereby undertake to pay (pursuant to the statutes of Nova Scotia, 1903-04), as the same may be assessed and demanded by the Directors of the said Company; and I hereby agree that if any sums assessed on me under and by virtue of this Premium Note or Undertaking are not paid within thirty (30) days after the said assessment shall have become due, the policy or contract of insurance issued in consideration hereof shall ipso facto be absolutely void as against said Company.

Signature of assured. Joseph McNeill for Eugene McNeill
 Address White Head Date 10/12/10
 Due Date Nov. 4. 10.

What is condition of roof of house? good If not, than by whom? -
 What is on roof of house? asphalts If vacant, who is caretaker? -
 How old is roof of house? - Is barn (s) in use? -
 If wood, has same been painted? - Is property occupied by owner? Yes McNeill & Eugene McNeill How used? -
 Is property occupied by others? -

\$ 570.00

The Antigonish Farmers' Mutual fire Insurance Company

(HEAD OFFICE, ANTIGONISH, NOVA SCOTIA.)

In consideration of the undertaking and agreement contained in the premium note or undertaking bearing even number and date herewith, and of the first payment of Three 75/100 Dollars thereunder, and of the warranties and covenants contained in the application bearing even date herewith, on file in the Company's Office, which is hereby referred to as forming part of this policy,

Do Insure James J. Dunn
 of Lower South River in the County of Antigonish
 and Province of Nova Scotia,

Against Direct Loss or Damage By fire or Lightning,
 to the amount of Five hundred Dollars,
 on the following property described in the said application, viz :

\$..... On Dwelling House.	\$..... On Produce while therein.
\$..... On Household Furniture while therein.	\$..... Vehicles ordinarily in No.....
\$..... On Family Provisions and Wearing Apparel while therein.	\$..... On Farm Implements and Tools ordinarily in No.....
\$..... On Printed Books, Pictures, and Silver Plate while therein.	\$..... On Threshing Machine in No.....
\$..... On Piano-forte while therein.	\$..... On Reaper and Mower in No.....
\$..... On Sewing Machine while therein.	\$..... On Piggery.
\$ <u>570.00</u> On Barn No. 1.	\$..... On Horses; not to exceed \$..... on each Horse.
\$..... On Produce while therein.	\$..... On Cows; not to exc. of \$..... on each Cow.
\$..... On Barn No. 2.	
\$..... On Produce while therein.	
\$..... On Barn No. 3.	\$ 570.00 Total

All situated at Lower South River in the County of Antigonish
 and Province of Nova Scotia.

Loss, if any, payable to Said James J. Dunn.

And the said Company do hereby promise and agree to make good unto the said assured, his heirs, executors, administrators and assigns, subject to the conditions and exceptions hereinafter and hereunder mentioned at each several loss or damage, but excluding in respect the said insured, and the estate of the insured in the property, and not exceeding two-thirds of the value of any property or part of destroyed, as shall happen by fire or lightning to the property above specified, during the term of Three years from the 16 day of May 1910, one thousand nine hundred and 1911 at twelve o'clock noon, unto the 16 day of May 1911, one thousand nine hundred and 1912 at twelve o'clock noon, unto the 16 day of May 1912, one thousand nine hundred and 1913 at twelve o'clock noon, the said loss or damage to be estimated according to the actual cash value of the said property at the time the same shall happen, and then to amount to be paid, after any such loss or damage, the amount and profit of the said loss or damage, as hereinafter provided, are specified at the head office of the Company; in consideration of the sum of five hundred dollars, which sum shall be paid to the insured by the directors of the said Company, under the premium note or undertaking herewith referred to, or under the provision of the Statute incorporating the said Company, upon application therefor, as and in further to and in accordance with the Statute.

This Policy is Made and Accepted upon the Above Express Conditions.

In Witness Whereof the said Company have affixed their corporate seal, and the President thereof hath signed, and the Secretary hath countersigned the said Policy, and the insured hath set his hand, this 21st day of December A. D. 1910.

(IN TESTIMONY)
 Insured. J. J. Dunn President.
 Witness. E. J. Larkin Secretary.
 to execution by insured.

Copy of first policy sold to James J. Dunn.

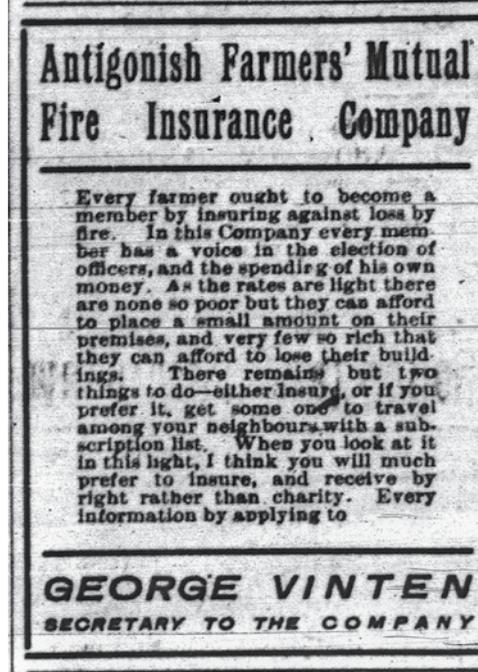
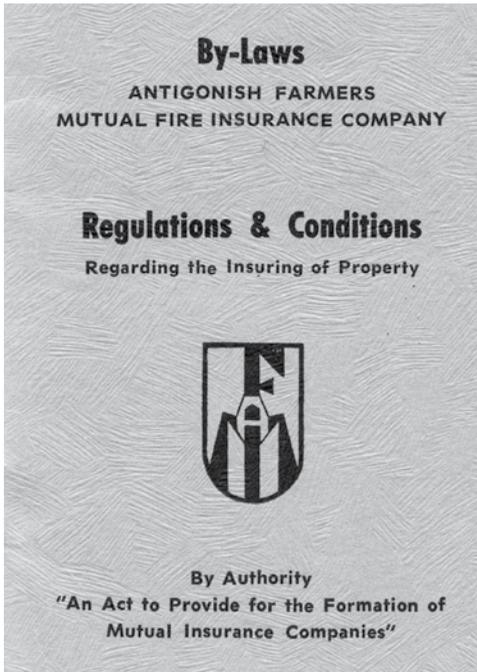
POLICY REGISTER. No.

MUTUAL

NO. OF POLICY	RENEWAL NO.	NAME	County	Post Office	AGENT		DATE OF RISK	
					Name	No.	Begins	Expires
1		James J. Durn	Antigonish	L. South River	Geo Vinton		May 16 th 1910	May 16 th 1913
2	159	Mrs Mary J. Chisholm	-	L. South River	Geo Vinton		May 16 th 1910	May 16 th 1913
3	160	Colin Mc Intosh	-	L. South River	Geo Vinton		May 16 th 1910	May 16 th 1913
4	161	Duncan Mc Intosh	-	L. South River	Geo Vinton		May 16 th 1910	May 16 th 1913
5		Alex Mc Donald	-	St. Andrews	Geo Vinton		May 17 th 1910	May 17 th 1913
6		Lauchlan Mc Gillivray	-	St. Andrews	Geo Vinton		Aug 27 th 1910	Aug 27 th 1913
7		Angus Mc Isaac	-	Dunmore	Geo Vinton		Aug 27 th 1910	Aug 27 th 1913
8		John Mc Isaac	-	Dunmore	Geo Vinton		Sept 5 th 1910	Sept 5 th 1913
9		Wm Chisholm	-	Antigonish Harbor	Geo Vinton		Oct 5 th 1910	Oct 5 th 1913
10		Taylor Brothers	-	Antigonish	Geo Vinton		Nov 14 th 1910	Nov 14 th 1913
11		Isaac Clark	Guyborough	Goldboro	Geo Vinton		Nov 14 th 1910	Nov 14 th 1913
12		William Crockett	Antigonish	Antigonish	Geo Vinton		June 20 th 1910	June 20 th 1913
13		John A. McLeod	Antigonish	Harbor Road	Geo Vinton		Nov 1 st 1910	Nov 1 st 1913
14		Geo Vinton	-	L.S. River	Geo Vinton		Nov 14 th 1910	Nov 14 th 1913
15		James Crockett	-	Antigonish	H. Eadie		July 1 st 1910	July 1 st 1913
16		Duncan Chisholm	-	Clydesdale	H. Eadie		July 1 st 1910	July 1 st 1913
17		Harry Eadie	-	Clydesdale	H. Eadie		Nov 14 th 1910	Nov 14 th 1913
18		Alex Mc Donald	-	Clydesdale	H. Eadie		Nov 12 th 1910	Nov 12 th 1913
19		John W. Mc Donald	-	Clydesdale	H. Eadie		Nov 7 th 1910	Nov 7 th 1913
20		Wm A. Chisholm	-	North Grant	H. Eadie		Sept 9 th 1910	Sept 9 th 1913
21		Colin Chisholm	-	North Grant	H. Eadie		Sept 9 th 1910	Sept 9 th 1913
22		Alex Chisholm	-	North Grant	H. Eadie		Sept 9 th 1910	Sept 9 th 1913
23		Allan J. Ross	-	North Grant	H. Eadie		Sept 9 th 1910	Sept 9 th 1913
24		Robert Fulton	-	North Grant	H. Eadie		Sept 7 th 1910	Sept 7 th 1913
25		James Dwan	-	Clydesdale	H. Eadie		Sept 8 th 1910	Sept 8 th 1913
26		Dan Connors	-	Clydesdale	H. Eadie		Sept 8 th 1910	Sept 8 th 1913
27		Isaac Fisher	Guyborough	Fishers Mills	H. Eadie		July 25 th 1910	July 25 th 1913
28		William Chisholm	Antigonish	Clydesdale	H. Eadie		July 19 th 1910	July 19 th 1913
29		Alex Mc Pherson	-	Clydesdale	H. Eadie		July 11 th 1910	July 11 th 1913
30		Lauchlan Mc Donald	-	Clydesdale	H. Eadie		July 1 st 1910	July 1 st 1913
31		Herbert Smith	-	Clydesdale	H. Eadie		July 1 st 1910	July 1 st 1913
32		William P. Mc Brown	-	Clydesdale	H. Eadie		July 1 st 1910	July 1 st 1913
33		Allan Mc Lellan	-	Clydesdale	H. Eadie		July 1 st 1910	July 1 st 1913
34		Isabell Chisholm	-	Clydesdale	H. Eadie		July 1 st 1910	July 1 st 1913
35		Dan C. Mc Neil	-	Brookings	Alex Mc Donald		Aug 11 th 1910	Aug 11 th 1913
36		Geo Inglis	-	North Lochalsh	Alex Mc Donald		Nov 8 th 1910	Nov 8 th 1913
37		Hugh Mc Intosh	-	Loch Naitive	Dan J. Mc Donald		Dec 29 th 1910	Dec 29 th 1913
38		Angus J. Mc Donald	-	Frasers Mills	Dan J. Mc Donald		Dec 31 st 1910	Dec 31 st 1913
39		Sam J. Mc Donald	-	Frasers Mills	Dan J. Mc Donald		Dec 31 st 1910	Dec 31 st 1913
40		Duncan Thomson	North Grant	Antigonish	Colin Mc Adam		Dec 30 th 1910	Dec 30 th 1913

FIRE INSURANCE COMPANY

AMOUNT INSURED	Rate per cent per Annum	Face of Premium Note		Amount of First Payment or Deposit		Residue of Premium Note		ASSESSMENT		Residue of Premium Note		ASSESSMENT		Residue of Premium Note		Insurance Cancelled	Outstanding Cancelled	REMARKS
		C.	S.	C.	S.	C.	S.	C. B. Folio	19	C. B. Folio	19	C. B. Folio	19	C. B. Folio	19			
500	70		7		50		3		75		3		75					
1000	00		15		00		7		50		7		50					
1500	70		22		50		11		25		11		25					
1500	70		22		60		11		25		11		25					
1500	70		22		50		11		25		11		25					
1000	00		15		00		7		50		7		50					
1000	00		15		70		7		50		7		50					
1000	00		15		00		7		50		7		50					
2000	70		30		00		15		00		15		00					
1000	00		15		00		7		50		7		50					
1600	70		24		00		12		00		12		00					
1000	70		15		00		7		50		7		50					
900	00		22		50		11		25		11		25					
400	70		6		00		3		00		3		00					
500	70		7		50		3		75		3		75					
1000	70		15		00		7		50		7		50					
300	00		4		50		2		25		2		25					
500	00		7		50		3		75		3		75					
1000	70		15		00		7		50		7		50					
300	00		4		50		2		25		2		25					
300	00		4		50		2		25		2		25					
1000	70		15		00		7		50		7		50					
170	70		15		00		7		50		7		50					
500	00		7		50		3		75		3		75					
300	00		4		50		2		25		2		25					
1000	70		15		00		7		50		7		50					
1000	70		15		70		7		50		7		50					
1000	70		15		00		7		50		7		50					
1200	70		18		00		9		00		9		00					
1000	70		15		00		7		50		7		50					
1200	70		18		00		9		00		9		00					
200	70		3		00		1		50		1		50					
100	00		1		50		7		50		7		50					
1000	70		15		00		7		50		7		50					
1000	70		15		00		7		50		7		50					
500	70		7		50		3		75		3		75					
500	70		7		50		3		75		3		75					
1000	70		15		00		7		50		7		50					
1000	00		15		00		7		50		7		50					
3570	70		53		50		26		25		26		25					

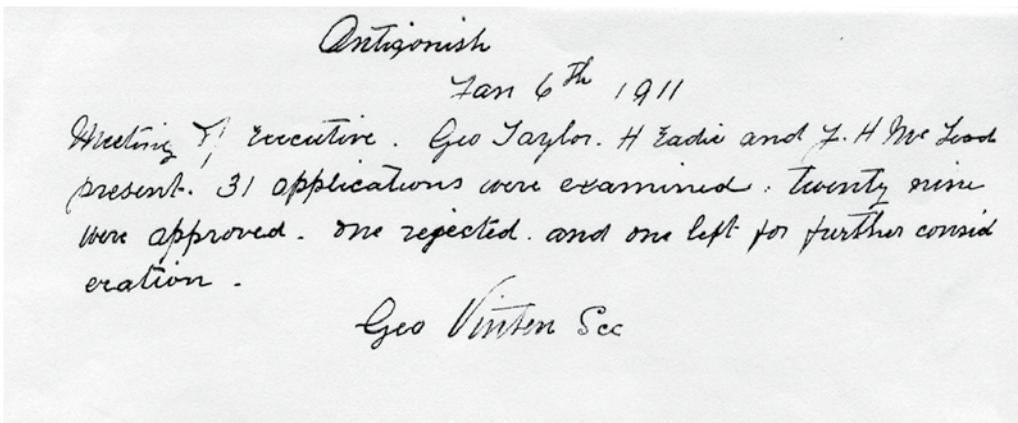


Copy of early By-Laws.

First ad June 16, 1910.

office for the new company was at the home of George Vinten, Lower South River. A committee consisting of George Taylor, H. Eadie and George Vinten were given the responsibility of formulating the new by-laws.

Under the Act of Incorporation for Nova Scotia (Chapter 46) a Mutual Insurance



Executive approved application.

Company had to adopt the premium note system in order to guarantee the financial stability of the company. Each policy holder had to sign a note equal to the sum paid for the policy premium. The policyholder paid 50 percent of this premium but in the event of financial difficulties, the company could call upon the policyholder to pay part or all of the remaining premium. The fact that the Antigonish Farmers' Mutual never had to act on the premium note is indicative of strong management over the years, as well as a supportive and competent board of directors. In later years the premium note system was discontinued



Company Seal.

At the meeting of Directors on April 25, 1910, the by-laws prepared by the committee were adopted. Also at this meeting William Vinten and Ronald Chisholm were appointed auditors and George Vinten, the manager. The first policy was sold by George Vinten to his neighbor James J. Dunn, on May 16, 1910 and it was a three year policy. Through the generosity of Fraser Dunn (James J.'s grandson) this policy is now proudly displayed in the Company's board room. The executive committee of H. Eadie, George Taylor and John MacLeod were responsible for contracting business between meetings of directors. By November 10, 1910, thirty nine policies had been approved and by years end that number increased to sixty eight. No doubt the ad placed by the Company in the Casket on June 2, 1910, helped to get the message out to the public.

The first Annual meeting of the Antigonish Farmers' Mutual Fire Insurance Company was held at the Court House, in Antigonish, on Tuesday, January 7th , 1911. The report of the directors (Casket January 19, 1911) showed that business was active especially in the month preceding the meeting.

“numerous inquiries are daily being received from various sections of this and Guysborough Counties. It is well for all who are interested to avail themselves of this opportunity of securing cheap and safe insurance and thus strengthening the Company, while protecting themselves from possible loss.”

With a very successful first year behind them the Directors had good reason to look ahead with optimism.

There was steady progress in the amount of business transacted over the next few years as reported in the Casket, January 22, 1914.

“From the Secretary’s report it was shown that there was a very substantial increase in the funds of the Company during the past year. The income was over three times that of 1912 and no losses. The Company is to be congratulated on its good luck ever since it was organized. The year’s record has put them in position to meet all reasonable calls without having to draw upon the reserves.”

During this time (1914-18) an appeal went out to farmers to not only produce food but also to send men to help fight the War. Many young men in the

*Notice of Annual Meeting
January 17, 1916 at 1:30 p.m*

**ANTIGONISH FARMERS'
MUTUAL FIRE INSURANCE
COMPANY**

**The Annual General Meeting of
the above Company will be held in
the Agricultural Building, Antigo-
nish, on**

MONDAY, 17th INST.,

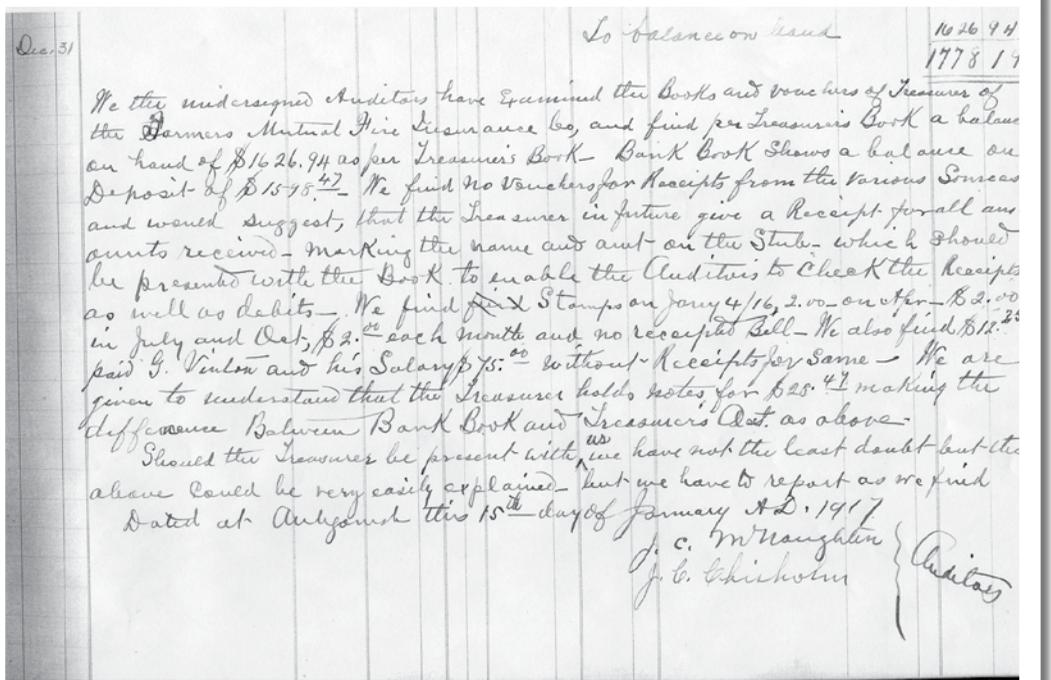
**At 1:30 p. m., for the election of
officers and other business, when we
wish to see as many policy holders
as can make it convenient to attend.**

1-6-2t GEO. VINTEN, Sec.

area enlisted and were trained on the St. F. X. Campus before being sent overseas. Those who stayed home raised funds for the Red Cross and sent care packages to the soldiers. When these soldiers returned from the War, many were able to acquire farms through the Veterans Settlement Board and they purchased insurance from the Antigonish Farmers' Mutual Fire Insurance Company. However, by the end of the decade, a decision was made by the company that no further insurance would be issued to returning soldiers and that any insurance in force would not be renewed. This action was taken on account of the extraordinary claims demanded by the Soldiers Settlement Board.

Aggressive advertising by competing insurance companies resulted in slower growth for several years. The directors representing the various areas in the region acted as agents as well. This practice continued until the 1960's. An executive committee of directors met as required to review the applications for insurance.

A. S. MacMillan served as President of the Company, for the first five years and during this time George Taylor, John A. MacLeod and Alex Manson were Vice Presidents.



Early Auditor's Reports. January 15, 1917.

When Duncan W. Grant came in as President in 1916, Manson remained the Vice President.

The year 1919 saw many changes. J. R. Crocket followed Duncan Grant as President of the Company and James Thompson came on as Vice President. With more business being transacted it was necessary to change the Annual meeting from January to February. In 1919 George Vinten retired as Secretary/Manager and was replaced by Duncan Chisholm (grandfather to William J. Chisholm, current manager). J. R. Crockett, after he took office, was authorized to call on Mr. Vinten with authority to receive books and papers, etc. belonging to the Company, which were stored at Mr. Vinten's house (the office for the Company). At an executive meeting in 1919, Duncan Chisholm, the new Secretary Manager was also appointed chief agent with power of attorney. Also during this year a decision was made that soliciting business in the Cape Breton area would be left up to the discretion of the Secretary/Manager. While there are no financial records available, it can be assumed that the Antigonish Farmers' Mutual Fire Insurance Company was on sound footing and off to a great start. Extensive newspaper coverage by the Casket, during the first ten years certainly was a positive factor in the development of the Company.

Know all Men by these Presents,

THAT THE ANTIGONISH FARMERS' MUTUAL FIRE INSURANCE COMPANY hereinafter called "the Company" hath nominated, constituted and appointed, and by these presents doth nominate, constitute and appoint Duncan Chisholm of the Town of Antigonish in the County of Antigonish in the Province of Nova Scotia and Dominion of Canada, chief agent of the said "the Company" in Canada, the true and lawful attorney of the said "the Company," to establish and maintain at the said Town of Antigonish an agency of the said "the Company" to be called the chief agency thereof in Canada, and the said "the Company" doth hereby declare that the agency so to be established and maintained, shall be the head office of the said "the Company," in Canada, and the said "the Company," doth hereby authorize its said attorney to receive process in all suits and proceedings against "the Company," in any Province in Canada, in respect of any liabilities incurred by the said "the Company" therein, and also to receive from the Minister of Finance and Receiver General, and the Superintendent of Insurance, all notices which the law requires to be given, or which it is thought advisable to give. And the said "the Company" doth further declare that service of process for or in respect of such liabilities and the receipt of such notices at said office or chief agency or personally on or by said attorney at the said Town of Antigonish shall be legal and binding on the said "the Company," to all intents and purposes whatsoever.

In witness whereof the President and Secretary of the said "the Company" have hereto subscribed their names, and the said President has hereunto affixed the Corporate Seal of the said "the Company" this 14th day of April in the year of Our Lord one thousand nine hundred and nineteen.

Signed and Sealed

IN THE PRESENCE OF

John J. Chisholm

J. R. Crockett President.

Duncan Chisholm Secretary.

Duncan Chisholm becomes Secretary and Chief Agent. April 14, 1919.



GETTING A Foothold

1920 - 1950

The 1920's was the decade when Dr. Jimmy Tompkins and Dr. Moses Coady, both faculty members at St. Francis Xavier University, in Antigonish, were first involved in organizing self-help groups among the farmers and fishermen in the area. This concept of "The People's School", where farmers and fishermen were educated in the cooperative and Credit Union principles eventually led to the Antigonish Movement and the formation of the Coady International Institute. It was in this environment of "people helping people" that the Antigonish Farmers' Mutual Fire Insurance Company flourished.

In the early twenties the maximum insurance coverage increased from \$2,000 to \$3,000 and was for fire and lightning. Sect/Manager, Duncan Chisholm, reported at the 1922 Annual Meeting that the Company had over ¾ million insurance in force and was in a "flourishing condition despite the fact that fire losses last year were the greatest in the history of the organization". Some years these losses were made public as the names and amounts of individual claims were listed in The Casket.

*Casket report of Annual Meeting.
January 11, 1922.*

The annual meeting of the Antigonish County Farmers' Mutual Fire Insurance Co., took place at the Agricultural building last Tuesday afternoon. The secretary's report showed the company to be a flourishing condition despite the fact that fire losses last year were the greatest in the history of the organization. A great deal of new business as written up, and the amount of insurance now in force is \$777,368. The assets amount to \$12,967.04. The receipts for the year were: premiums \$2907.42, interest \$266.82; expenditures: losses \$2732.80; running expenses \$477.66. The officers for the year are: President J. R. Crockett; vice-president, James Thompson; secty-treas., Duncan Chisholm; executive com. James Thompson, William Walsh, G. H. Landry.

Antigonish Farmers' Mutual Fire Insurance Company

Mutual System, Commercial, Safe *Authorized under the Statute of the Province*

- Organized April, 1910 of Nova Scotia, 1909, 1908

DUNCAN CHISHOLM, SECRETARY.

Antigonish, N. S., _____ 19__

Antigonish Farmers' Mutual Fire Ins. Statement for year 1929

<p><i>Receipts</i></p> <table border="0" style="width: 100%;"> <tr><td>Policy Fees</td><td style="text-align: right;">\$ 58.00</td></tr> <tr><td>Premiums</td><td style="text-align: right;">3 454.00</td></tr> <tr><td>Interest</td><td style="text-align: right;">8 083.7</td></tr> <tr><td style="border-top: 1px solid black;">Total</td><td style="text-align: right; border-top: 1px solid black;">\$ 43 005.7</td></tr> <tr><td>Accid. Exp. for year</td><td style="text-align: right;">\$ 3 436.49</td></tr> </table>	Policy Fees	\$ 58.00	Premiums	3 454.00	Interest	8 083.7	Total	\$ 43 005.7	Accid. Exp. for year	\$ 3 436.49	<p><i>Disbursements</i></p> <table border="0" style="width: 100%;"> <tr><td>Losses</td><td style="text-align: right;">123.4</td></tr> <tr><td>Aqueducts</td><td style="text-align: right;">349.2</td></tr> <tr><td>Office Salaries</td><td style="text-align: right;">338.4</td></tr> <tr><td>Postage</td><td style="text-align: right;">8.4</td></tr> <tr><td>Supplies, repair, etc.</td><td style="text-align: right;">3</td></tr> <tr><td>Lumber</td><td style="text-align: right;">5</td></tr> <tr><td>Ins. Superintendence</td><td style="text-align: right;">7.8</td></tr> <tr><td>Printing</td><td style="text-align: right;">26.8</td></tr> <tr><td>Advertising</td><td style="text-align: right;">7.9</td></tr> <tr><td style="border-top: 1px solid black;">Total</td><td style="text-align: right; border-top: 1px solid black;">\$ 863.8</td></tr> </table>	Losses	123.4	Aqueducts	349.2	Office Salaries	338.4	Postage	8.4	Supplies, repair, etc.	3	Lumber	5	Ins. Superintendence	7.8	Printing	26.8	Advertising	7.9	Total	\$ 863.8
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Auditor's Report 1929.

The Antigonish Farmers' Mutual Fire Insurance Company maintained good financial stability during the 1920's and was able to invest surplus funds. The Annual Meeting of 1926 has a motion recorded that "the company loan the Municipality of Antigonish the sum of two or three thousand dollars at the rate of 5 ½ % interest payable semi-annually and

the principle payable on demand". Some money was also invested in debentures.

Towards the end of the decade the first attempt was made at communication among Kings Mutual, P.E.I. Mutual and the Antigonish Mutual to discuss common concerns. It was not until the 1980's, however, that an organization was formed among all the Maritime Mutual Insurance Companies – referred to as MAMIC.

The hustle and bustle of the twenties – sometimes referred to as "the Roaring Twenties" was followed by the worst economic depression the world had ever experienced and in time became known as "The Great Depression". Everywhere people were without work and men headed out anywhere they might find work. They traveled the rails to their destinations. This was the time of the "hobos"; a time for those who had enough to share their food with those in need. It was not uncommon to have one or more hungry men appear at the door looking for food, especially if one lived near the rail lines in or near the outskirts of a town or village where the train stopped.


CANADA

DEPARTMENT OF INSURANCE

Renewal of Certificate of Registry under The Canadian and British
Insurance Companies Act, 1932, and amendments thereto.

OTTAWA, 31st March, 1935

This is to Certify that Certificate of Registry No. 766
issued to the
ANTIGONISH FARMERS' MUTUAL FIRE INSURANCE COMPANY
for the transaction ~~in Canada~~ of the business of FIRE INSURANCE, restricted to the PROVINCE
OF NOVA SCOTIA,

is renewed until the Thirty-first day of March, 1936.

[Signature]
Superintendent of Insurance

Insurance license for the company, 1935.

preceding year for the achievement in science of greatest potential value to the world is announced by the Popular Science Magazine.

Notice of Meeting

The annual meeting of the Antigonish Farmers Mutual Fire Insurance Company will be held at the Agricultural building, Antigonish, on Tuesday the 21st. day of January, 1930.

A full attendance is requested.

DUNCAN CHISHOLM Sec.

1-9-2c

Notice of Meeting.
January 21, 1930.
20 years old.

Copy of early By-Laws.

11151 - \$5.00
Form No. 6
5/6/35-6298

N^o 15795


Province of Nova Scotia

This is to Certify under Chapter 122 of the Revised Statutes of Nova Scotia, 1923, entitled "Of Insurance Agents" that Duncan Chisholm of Antigonish Antigonish in the County of Antigonish is authorized until the first day of October next to act as agent or broker in the solicitation or procurement of applications to

- Antigonish Farmers Mutual Fire Ins. Co. -
- National Fire Insurance Co. of Hartford -

for fire insurance unless this certificate is sooner terminated under the provisions of the said Act.

Given under my Hand and the Seal of the Department of the Provincial Secretary at the City of Halifax this eighteenth day of November - A. D. 1935.

[Signature]
Deputy Provincial Secretary

Farmers, although able to grow much of their own food, did not escape the effects of the Depression as prices fell for farm products and livestock. With this severe negative effect on their cash flow, some farmers lost their properties through foreclosure of mortgages. However, in these tough economic times, farmers recognized the value of protecting their assets from the effects of fire and lightning and they continued to purchase affordable insurance from the Antigonish Farmers' Mutual Fire Insurance Company.

Records show that the Antigonish Mutual experienced a steady growth, despite hard economic times, and by 1937 had over \$1 million insurance in force. In 1936, the Company was able to give policy holders a 10% premium refund from surplus, a practice which was continued until the late 1940's. Just one year after the premium refunds were started, the company experienced at least four consecutive years of underwriting loss. But the Sect/Manager, Duncan Chisholm stated in his Annual Report in 1937, "that the Company surplus, however, is large". It is interesting to note here, as well, that there was a motion passed at the Annual Meeting of the Company, in 1940, that gave Mr. Chisholm permission to borrow money, if necessary, to pay claims. The low losses of 1935 were followed by several years of high losses. A three year policy at this time cost \$9/thousand; except for vacant properties which were charged \$10/thousand because of their high risk.

The Antigonish Farmers' Mutual minutes recorded much detail on investments made by the Company, in the middle of the Depression. Money was invested in bonds in the provinces of British Columbia and Manitoba, as well as, in the town of Glace Bay, Northwest Utilities, and the Episcopal Corporation of Halifax. These wise investments allowed the Company to offer premium refunds even in years in which it experienced an underwriting loss.

During the 1930's there was some advertising done in The Casket by other insurance companies, who offered accident and auto in addition to fire coverage. However, the farmers continued to purchase their insurance from the Antigonish Farmers' Mutual Fire Insurance Company; as they clearly saw the advantage of investing in their own company.

Antigonish Farmers' Mutual Life Insurance Co.

DUNCAN CHISHOLM, Manager

FINANCIAL STATEMENT FOR 1943

Net Premiums written		\$6,202.50
Losses and Expenses:		
Fire Losses	\$2,017.16	
Adjustments	74.81	
Agents Commissions	638.05	
Salaries	627.45	
Advertising, Stationery, etc.	22.46	
Postage	27.28	
Rents \$53.00; Taxes \$46.20	99.20	
Sundries	27.47	
	<u>\$1,516.72</u>	
		<u>\$3,533.88</u>
Surplus		<u>\$2,668.62</u>

PROFIT AND LOSS ACCOUNT — JAN 1, 1943 TO DEC. 31, 1943

Fire losses	\$ 2,017.16	Reserve Jan. 1, 1943	\$ 6,020.78
Expenses	1,516.72	Premiums	6,202.50
Reserve Dec. 31, 1943	6,805.89		
Underwriting Gain	1,883.51		
	<u>\$12,223.28</u>		<u>\$12,223.28</u>

SURPLUS ACCOUNT

Net gain for year	\$ 4,103.17	Underwriting gain	\$ 1,883.51
		Interest in investments	1,115.66
		Policy Fees	178.00
		Vacancy Permits	21.00
		Gain in market value of securities	905.00
	<u>\$4,103.17</u>		<u>\$ 4,103.17</u>

STATEMENT OF ASSETS AND LIABILITIES, DEC. 31, 1943

Assets		Liabilities	
Cash in Bank	\$ 847.41	Reserve	\$ 6,805.89
Bonds and stock at market value	31,240.00	Surplus Dec. 31, 1942	\$21,178.35
	<u>\$32,087.41</u>	Plus gain for year 4,103.17	
Insurance in Force — \$1,551,800.00		Surplus, Dec. 31, 1943	\$25,281.52
Increase for year — 108,350.00			<u>\$32,087.41</u>

S. J. BRADSHAW, Auditor.

Financial Statement
1943.

Up to this point the Farmers' Mutual had been carrying on its business out of the home of the Secretary/Manager. Increased activity necessitated the move, in 1937, into a room in the Bank of Commerce, which was rented for \$50 a year. Office furniture was purchased and Duncan Chisholm continued on as Secretary/Manager. J. R. Crockett held the position of President for twenty eight years with James Thompson, George Landry, James MacDougall and Will Ross serving as his vice-presidents. Will Ross took over as President in 1947 and James MacDougall served as his Vice until he became president in 1951.

With the outbreak of World War II some of the prosperity of the 1920's was re-established in the farming communities. Even though the effects of the depression were still being experienced, farming again became a vital industry, as it played a key role in the production of food, and in the overall war effort. Even so, many young men in the area enlisted and were called up to fight. As the farming community prospered so did the Antigonish Farmers' Mutual Fire Insurance Company.

There was a steady growth in the amount of insurance written, from \$1 million in 1937 to \$7 million by the end of the forties. Factors which influenced this rapid growth were: increase in property values; increase to insurance maximum of \$10,000; and insurance being purchased by schools, churches, and rural halls. In 1945 the rate for farmers was \$9/thousand, and for new policies for schools was \$16.50/thousand – with renewals at \$14.00. These were still 3 year policies. In comparison, today's rates would be approximately fifty percent.

At the 1946 Annual Meeting of the Company the rate was dropped from \$9/thousand to \$8/thousand. A move brought about, no doubt as a result of a competing company offering insurance at \$8/thousand, as well as the Antigonish Mutual experiencing several years of underwriting gains. By the mid-forties premium refunds were raised to 20% of renewal fees as there existed the distinct possibility that income tax would be charged to the Company if profits were too high. At the close of the 1940's, the Antigonish Farmers' Mutual Fire Insurance Company was financially secure and had gained a firm foothold in the insurance business in Antigonish and surrounding areas.

BROADENING OUR HORIZONS

1950 - 1970

The decade of the fifties was one of positive robust growth in the area. Albert E. Whidden and Colin R. MacDonald alternated as mayors for the Town of Antigonish. A. J. MacKenzie became Warden of the County in 1956. St. Martha's Hospital expanded with two new wings. The Canso Causeway was opened in 1955, making travel to and from Cape Breton much more convenient. The generation of post-war baby boomers were in school causing the province to embark on a program of school expansions which included consolidation, beginning with the St. Andrew Rural High School in Antigonish.

In 1954, the barns of Duncan MacIsaac, Brierly Brook, and Andrew Jessens, Harbor Centre, burned. In 1956, the Exhibition building burned as did MacLellan's Woodworking Mill in 1959.

The Antigonish Farmers' Mutual Fire Insurance Company entered the decade with over seven million dollars of insurance coverage and by 1959 it had over eleven million dollars of insurance in force.

In 1950, the company paid out \$14,168 in claims and in 1959, paid \$23,565 in claims. Premiums written in 1950 totalled \$27,002 compared to \$35,875 in 1959.

In 1950, Donald J. Chisholm, brought banking experience to the firm and joined his father as secretary/treasurer, making a staff of two in the growing company.

In 1951, a room in the Co-op Store was rented as an office. Annual meetings were held in the Court House, an arrangement made convenient since Duncan Chisholm

*Executive of the Board
of Directors in 1961:
Left - Fred Taylor,
Vice President; A.J.
MacKenzie, President
with Donald Chisholm,
Manager.*



was also Sheriff. Bradshaw and Chadwick continued to act as auditors receiving a fee of \$75.00 (1954) for a more detailed audit.

In 1951, President Will Ross died suddenly necessitating a special meeting which elected his vice-president, James MacDougall to replace him. A. J. MacKenzie became vice-president. In 1957, after MacDougall's retirement, MacKenzie began what would be the longest term of presidency in the company's history. Fred Taylor served as his vice-president until his retirement in 1982.

An opportunity and challenge of that decade was the building of consolidated schools, both high school and elementary. The company adjusted rates, presumably to make competitive offerings for this new business. Because rates were entrenched in by-laws, changes had to be approved at general meetings. A total of twelve meetings were held that year and school rates moved from \$13.50 to \$12.00 to \$11.00 to \$9.00 per thousand.

A piece of trivia to be noted: Fred Taylor was a municipal councilor and W. F. MacIntosh was secretary to the school board as well serving as directors of the company. A. J. MacKenzie was a member of council and school board, and vice president of the company.

Farmers Mutual was already a corporate citizen in the 50's. Donations of \$200 were made most years to the Nova Scotia Farmers' Association on the understanding they would get advertising in the annual report. In 1953 a donation was made to St. F. X. University. In 1956, fifty dollars was donated to N.S. Mutual Fire Insurance Association.

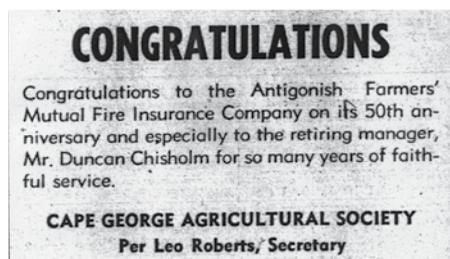
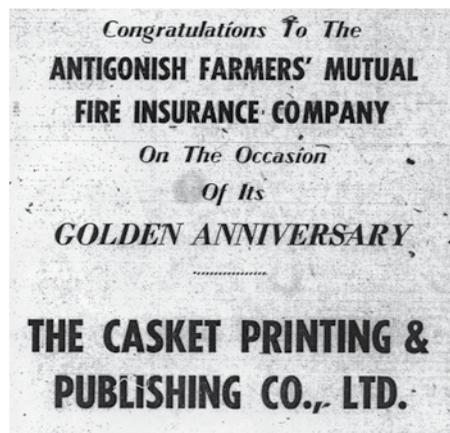
Another first in this decade occurred in 1954, the Doyle claim was denied and the company was taken to court for the first time.

From the minutes:

November 3, 1954 Special Executive meeting attended by A. J. MacKenzie, D. Chisholm and M. J. Webb; re: P. V. Doyle Claim

It was unanimously agreed by all that the decision of the above be appealed before the full bench and that no offer be made to Doyle in settlement. No results were recorded in minutes in 1954 or 1955.

Congratulatory messages received in 1961 on 50th Anniversary.



PRESIDENTS' ADDRESS TO RETIRING MANAGER
DUNCAN CHISHOLM.

Nov. 15th./61.

We meet here today as agreed, for a particular purpose. First of all, if I may, go back a few years and ask the question that was in the minds of the Farmers of this County; Can the people of the County of Antigonish finance and maintain their own insurance Company?

This question was asked some fifty years ago and the farmers of that era boldly decided that they would test the age old maxim - - Nothing ventured, Nothing gained - - So the Antigonish Farmers' Mutual Fire Insurance Company was born.

For the first number of years the Company progressed slowly and on many occasions waivered to the fate that many had predicted. Early in 1919 a new Managing director, Mr. Duncan Chisholm, was installed and with a wishful prayer the directors asked him to attempt to hold their Company together.

If the charter directors of this Company were in this room today, I am quite certain they would be thrilled and somewhat amazed at the growth and solidarity of their dream, while at the same time modestly proud at their acumen in selecting Duncan Chisholm as their Managing Director. However, they are not here, but we, nevertheless, have witnessed the results of his ~~xx~~ untiring efforts and zeal in directing the activities of the Company, and are therefore boastfully proud of this man.

Phase number one is now history and after his many years at the helm of our organization, Mr. Chisholm is retiring. We thank you Sir for the guidance and wisdom you have given us and we are fully aware that these qualities will always remain within our Company, so as to give it a place of honour in our community.

With these things in mind we take great pleasure in asking you, Mr. Chisholm, to accept this token as a memento from ~~XXXX~~ the shareholders and directors of our Company.

President.

*Presentation of a Logy Bag
Chain made in Court House.*

A.J. MacKenzie addresses retiring Duncan Chisholm.



John H. Kennedy, standing, makes a presentation to retiring manager, Duncan Chisholm.

In 1954 the executive, consisting of the president, vice president and manager were authorized to attend a meeting in Amherst of Maritime Mutuels. This eventually led to the MAMIC Association of today.

Under careful leadership by management and directors growth continued to be steady. Investments and securities were assessed by the

president and secretary. Meetings were generally from two to four per year. President's salary moved from 1/3 of 1% of net premium in 1950 (\$90) to ½ of 1% of net premium in 1958 (\$135). Directors were added to the Board from Cape Breton, a move made more convenient by the new Canso Causeway.

The 1960's brought the Trans-Canada Highway and the dial telephone. Canada was approaching its one hundredth birthday. There were plans for the Montreal Expo and talk of centennial projects and centennial babies. The Coady International Institute was formed and the baby boomers were reaching university. In 1962 the Celtic Hall was destroyed by fire as was the Capital Theatre in 1965.

The decade of the sixties saw Antigonish Farmers Mutual celebrate its golden anniversary in 1961. Manager Duncan Chisholm retired that year after forty-two years of service as manager and he was presented with an easy-chair and honored by the company for being very instrumental in its success to date. His son, Donald J. Chisholm, moved into the position of manager as well as being secretary, treasurer, agent and inspector for the company.

Steady growth continued, with eleven million insurance in force in six counties in 1961, growing to thirteen and one-half million by 1966. Increased business brought

more claims with \$18,584 reported in 1962, growing to \$32,327 in 1968 and to \$44,352 in 1966. The year 1967 saw a \$900,000 increase in insurance in force and 98 new policies. Retained earnings grew from \$154,296 in 1962 to \$190,074 in 1968.

In 1963, H.R. Doane replaced Bradshaw-Chadwick as auditors and in 1967 M. I. Webb was replaced as solicitor by Hugh MacPherson and later by Jean MacPherson when “Judge Hughie” was appointed to the bench.

1962 saw some radio advertising on CJFX, with notice of meetings in the Casket and ads placed in the Federation of Agriculture booklet. Donations continued to the Federation of Agriculture but a significant commitment was made to the Antigonish Building for Youth Arena with a pledge of \$1,000 over five years.

Annual meetings continued to be held in the Court House. Directors’ meetings were generally two or three a year. Directors’ fees were set in 1969 at \$25.00 per diem and \$.15 per mile for mileage. The manager received 1% of net premium as salary. In 1969, Casey Van de Sande came on as a new director and served as president from 1998-2006. He went on to become the longest serving director in the Company’s history.

Insurance rates continued to be adjusted and refined and were still entrenched in the by-laws. The company managed to meet new challenges to provide needed service and to ensure continued growth.



*Board of Directors 1961 at the 50th Anniversary
Back row (l-r) Allan MacDonald, John F. Hart, James Mattie, D.C. Gillis, W.F. MacIntosh, Leo Benoit. Front row: James MacDonald, Fred Taylor, A.J. MacKenzie, Duncan Chisholm, Donald Chisholm, John H. Kennedy, Leo Roberts.*

EXPANDING OUR CAPACITY AND PRODUCTS

1970 - 1990

The seventies were years of rapid growth, deficit budgets, and high inflation. Among the new businesses opened in the Town of Antigonish were: the Claymore Motel; Pizza Delight; Jim's One Stop; Floraburn Flower Shop; and the Farmer's Market. Eastern Dairyfoods opened a \$1 million addition to their plant and the Bank of Nova Scotia officially opened its new building on Main Street. The new Antigonish branch of the Pictou-Antigonish Regional Library and the Regional High School opened their doors. It was also the beginning of the amalgamated School Board for town and county.

On a less positive note, Antigonish experienced its first oil spill when three thousand gallons of Bunker C. oil spilled into the salt ponds on the edge of town. The flea weevil attacked the willow trees and the Dutch Elm disease devastated the stately elm trees. It was a sad day when the last passenger train serving the local area departed the Antigonish depot on October 27, 1979, and was replaced by the railliner.

Deficit budgets, high interest rates and inflation affected insurance companies, requiring people to carry higher limits of insurance. The Antigonish Farmers' Mutual Fire Insurance Company increased premiums written from \$49,300 in 1970 to \$107,825 in 1975. The Company increased its maximum limit of insurance several times during the first half of the 1970's. It began to offer higher coverage at 100% of actual cash value instead of 2/3 of actual cash value. As inflation was becoming more and more of a problem, insurance limit capacity needed to be addressed.

In late 1975, the decision was made to enter the Company into its first

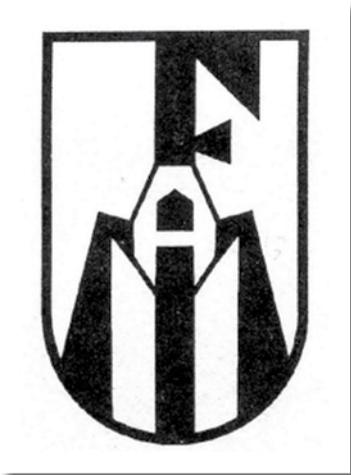


New office building purchased in 1977.

Reinsurance Contract effective January 1st, 1976. This allowed the company the higher limit of insurance capacity which it needed to continue to be a credible alternative in the insurance marketplace. It was a necessary and vital decision. Also in 1975, the Executive Committee, made up of President A. J. MacKenzie; Vice-President Fred Taylor; and Secretary/Treasurer D. J. Chisholm; was given the authority to make any rate or coverage changes it thought was appropriate. These men were the driving force of the Company for many years. By 1979 premiums written had reached \$202,442, an increase of over four times the 1970 premium income.

There were other important changes during the second half of the seventies. Bill Chisholm was hired in September 1975, and in 1976 became Assistant Manager and Secretary; thus giving the Manager much needed support with the growing Company. In 1977, the company purchased the N.S. Credit Union League building at 188 Main Street, giving the Company a permanent home. The mortgage for the \$70,000 purchase price was secured through the Credit Union League at a 10 $\frac{3}{4}$ % interest rate.

In 1977, surcharges to the different class rates were put in place and the standard



Farmers' Mutual Logo. February 6, 1978.

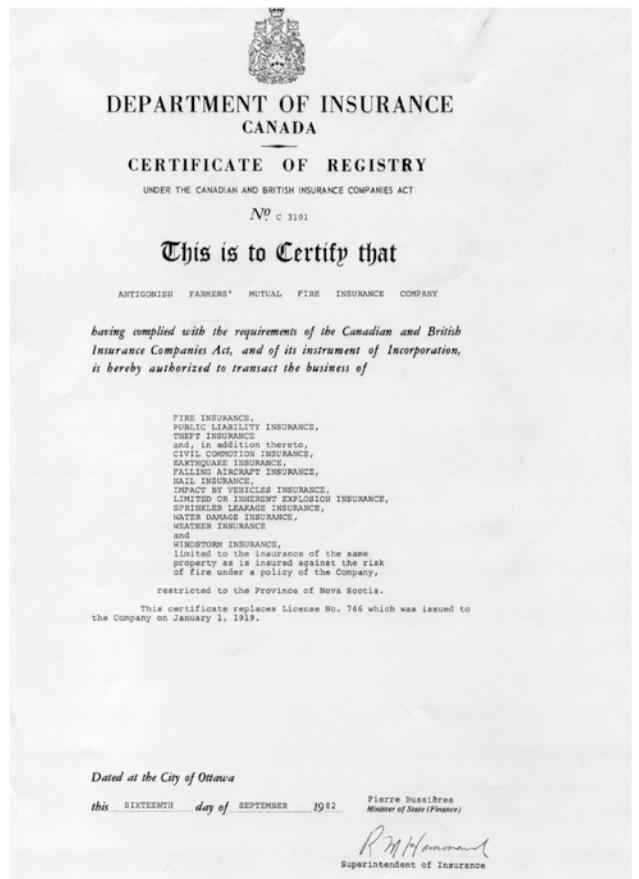
policy deductible of \$50 was increased to \$100 in 1979. Also in 1979, the Company began writing extended coverages in addition to the traditional insured perils of fire, lightning, and explosion. These extended coverages included wind, theft, vandalism or malicious acts, falling objects, glass breakage, impact by aircraft or land vehicle, riot, smoke or water damage. The Company also began insuring some first class home risks for their replacement cost value instead of the traditional actual cash value. Liability insurance was also introduced into the product mix and the Company started writing one year policies in 1979.

The Manager was given the authority to set commission rates and subsequently agents' commission rates were increased and agents' profit commission was introduced. By-laws were updated and directors' fees were increased in 1974 to \$60 per diem, plus mileage. By the end of the decade, company assets had grown from \$267,482 in 1969 to \$787,873 in 1979.

Peter MacIntosh came on the board as a new director in 1975.

In 1978, the Antigonish Farmer's Mutual Fire Insurance Company adopted a logo – a black and gold shield.

*License - 1982.
Replacing that of 1919.*





Company Executive of Board of Directors in 1982. Left to right: James Mattie, Vice President; A.J. MacKenzie, President and Arthur Brosha.

By the beginning of the eighties, inflation had spun out of control with mortgage rates hitting 20+%. This again caused consumers to continue to increase their limits of insurance on their homes which resulted in higher premiums. The 1980 premium income, of \$218,494, grew to \$517,353 by 1985. This tremendous growth required extra support staff and Georgina DeCoste was hired in 1980 and Darlene Sullivan was hired in 1985.

In 1982, the Company was dealt a tremendous blow with the passing of Vice-President, Fred Taylor. Fred Taylor was part of the Executive Committee, with President A. J. MacKenzie; and Secretary/Manager Donald Chisholm, that had guided the Company through the major changes of the seventies. James Mattie of Tracadie took over as Vice-President and Executive Committee member. In 1985, on the occasion of the 75th anniversary of the Company, presentations were made to James Mattie upon his retirement; to Merle Taylor (wife of the late Fred Taylor); and to Mabel Brosha (wife of former Vice-President Arthur Brosha), for these mens' contribution to the Company over the years.

During the 1980's, the Company became a member of different Farm Mutual Associations: the Ontario Mutual Insurance Association (OMIA); the Maritime Association of Mutual Insurance Companies (MAMIC); and the Canadian Association of Mutual Insurance Companies (CAMIC).

The last half of the eighties saw a more moderate annual premium growth with premium income going from \$517,353 in 1985 to \$627,210 in 1989. With a growing

MacKenzie Honored ^{Feb 10} For 37 Years of Service

by Dawn Currie

Well-known Antigonish county resident and former warden and county councillor A.J. MacKenzie of Morristown was honored this past week when he retired after serving 31 years as president of the board of directors of Antigonish Farmers' Mutual Fire Insurance Company. He has been a member of the board of directors for the past 37 years.

At the 78th annual meeting of the board which was held in the Farmers Mutual Building, Main Street on February 1, he turned the chair over to fellow board member Peter MacIntosh of Argyle. In recognition and appreciation for his long and faithful service to the company, the board presented Mr. MacKenzie with a gift of a plaque commemorating his 37 years as a director and his 31 years as president.



*A.J. MacKenzie retires
February 10, 1988.
Excerpt for the Casket.*

New President Peter MacIntosh (left) congratulates retiring President A.J. MacKenzie on his many years of service to the company.

insurance business, the Company believed that computerizing was the way of the future and Manager Donald Chisholm was given the authority in 1986 to investigate and purchase computer equipment. A year later, 1987, the Company started discussion on expanding its building. During the eighties the Antigonish Farmers' Mutual Fire Insurance Company continued to upgrade by-laws; agent's commissions; and director's fees and stipends, as it felt appropriate.

There were major changes in the make-up of the Board of Directors in the seventies and eighties. New faces on the Board were: Joe Chisholm (1971); Peter MacIntosh (1975); George Baxter and Terry Taylor (1983); Carroll Brosha and Ted Mattie (1985); and Duncan MacInnis and Gerry Grant (1988). One of the biggest changes was the retirement of President A. J. MacKenzie in early 1988 after 37 years as a company director with the last 31 years as president. Peter MacIntosh assumed the role of President in 1988 and Casey Van De Sande became the vice-president. Mr. MacKenzie was suitably honored at

THE CASKET, WEDNESDAY, DECEMBER 13, 1989



DONALD J. CHISHOLM (right) was the special guest of honor at a December 4 party noting his upcoming retirement from the Antigonish Farmers' Mutual Fire Insurance Company after 41 years of service. Pictured with him are company president Peter MacIntosh (left), party guest speaker Judge H.J. MacPherson, of St. Andrews, and Mr. Chisholm's wife Anne. (MacLellan photo)

the 1988 Annual General Meeting of the Company. Later that year the Company hosted the MAMIC Convention for the first time in its history.

The year 1989 was a very significant year in the history of the Antigonish Farmers' Mutual Fire Insurance Company. The Company, which was classified as a premium note mutual, discontinued using the premium note. It also started to pay both GST and corporate income tax. On September 25 1989, Manager Donald J. Chisholm announced his retirement, effective December 31st, after being with the Company for 41 years, the last 28 years as its Manager. Mr. Chisholm was honored at a party at the Best Western

Claymore Inn in early December of 1989. Secretary/Assistant Manager Bill Chisholm was appointed Secretary/Treasurer/Manager and Chief Agent, effective January 1, 1990. At year end 1989, the Company was in a healthy financial position having reached \$1,786,886 in assets and \$1,391,885 in surplus. It could look with optimism towards continuing growth and success in the years ahead.

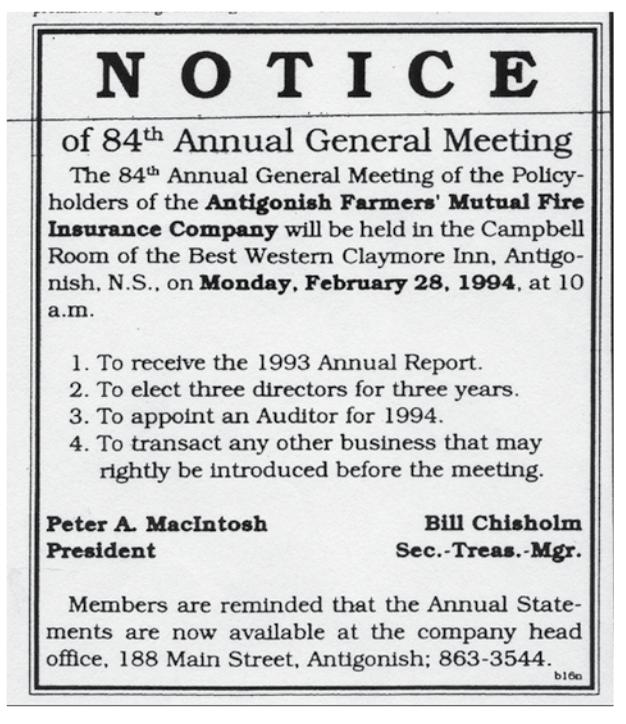


BUILDING ON OUR SUCCESS

1990 - 2000

The 90's started with a fundamental shift to a more full Board and Committee responsibility for the oversight of the Company operations. Terms of Directors were staggered and became three year terms. Directors meetings were held quarterly and both financial and manager's reports were presented. Requirements necessary to become a director were established and director nomination papers were used for the first time, in 1993. Rates of pay for directors were set in 1995 at \$100 per day plus government mileage. As directors continued to be educated through participation at conventions and seminars, they took on an ever-increasing role in the various committees.

There were many changes put in place in the structure and responsibilities of the Board of Directors as the Company expanded its business. The Conduct Review and



Notice of Annual Meeting 1994

9% Premium Refund For Famers Mutual

Antigonish Famers' Mutual Fire Insurance Company declared a nine percent premium refund, at its 86th annual general meeting Monday of last week at the John Paul Center.

With some 50 members in attendance, president Peter MacIntosh opened the meeting by thanking all those present and especially those whose families had made a significant contribution to the company over the years.

Manager Bill Chisholm introduced the board of directors: vice-president Casey van de Sande, of Clydesdale; Ted Mattie, Tracadie; George Baxter, Addington Forks; Carroll Brosha, Heatherton; Gerry Grant, Brierly Brook; Charles MacKenzie, Morristown; Joe Chisholm, Harbour Center; Duncan MacInnis, Doctors Brook; and Peter MacIntosh, Argyle, Guysborough County.

Also in attendance were company solicitor Donald MacDonald and auditors Ben Cullen and Mark Delaney of Doane Raymond.

In the financial statement, Chisholm reported premiums written in 1995 of \$1,359,000, and an underwriting profit

of \$134,000. Company assets at year-end amounted to \$3.8 million and a surplus of \$2.7 million.

Chisholm told members that in May 1993, the board of directors established a premium refund policy for the company. The board decided then that the company had grown enough in size to allow it to pay a premium refund back to the policyholders in the event of a modest operating profit obtaining in any particular year.

"The company board of directors is very happy and proud to advise its members that our 1995 operating profit

was high enough to allow us to pay all our 5,000 policyholders a nine percent premium refund. The premium refund will amount to almost \$124,000 in total and will be mailed out by the end of April.

"The resulting small net operating profit along with our investment income will still allow us to grow in financial strength which provides the necessary support for our policyholders," Chisholm concluded.

Following the meeting members enjoyed a meal catered by Nellie Cypher.

*Headline in the Casket.
March 1996.*

the Audit Review Committees were set up in 1993, with guidelines established for these committees. An investment policy and conflict of interest policy were first introduced in 1993. Claims reports became part of meeting agendas. A refund from surplus policy was drawn up in 1993 to allow the Company to pay premium refunds to policyholders in profitable years. Premium refunds from surplus cheques were issued for the year 1995; the first time since the 1940's. Even though a letter accompanied the cheques some policy holders thought they were bills. Whoever heard of an insurance company sending back a refund cheque? The premium refunds continued for the years 1996, 1997, 1998 and 2000 with the average premium refunds at 9%. Total cost to the company was \$763,000.

The Company purchased its first computer software system in 1991 and after extensive training, the staff was ready to start entering data in 1992. Also, in the same year, the Agri-Pac Farm policy, which was developed by MAMIC managers, was made available to our Company Policyholders. As well, the Company changed reinsurers that year by signing a reinsurance agreement with Farm Mutual Reinsurance Plan.

The Company became a member of the Insurance Crime Prevention Bureau and

the Insurance Bureau of Canada in 1991.

New Company solicitors, MacPherson, MacNeil, MacDonald were appointed in 1992.

Between 1998 and 2000, the Company was involved in negotiations with United General Insurance Company of Fredericton, New Brunswick. United General was and is still owned by the four New Brunswick Farm Mutuals. The Company was attempting to purchase an equal 20% share of United General in order to be able to provide auto insurance coverage to its policyholders. The negotiations fell through in the second half of 2000. The Company then decided on another option by establishing an insurance agency with Portage Mutual as its principle carrier. This enabled the Company to offer the auto insurance coverage to its policyholders through the agency.

In the early nineties agents' contract agreements were established and the mandatory retirement age for agents was set at 70, in 1994. The manager was given total discretion in setting commission rates between 10% and 20%. To make the agents more accountable they were trained to better inspect insured properties. In 1991, staff health and dental, as well as, pension plans were established. In keeping with having a better informed Board of Directors, a detailed Manager's Report was presented the first time at the 1991 AGM. This also helped educate the policy holders who were present at the annual meeting. To help with the ever-increasing workload in the office, Estelle Boyd was hired in 1990. The tremendous growth in premiums written also resulted in more claims and this led to Farmers' Mutual hiring Brian Morgan as full-time Claims Manager in 1994. In 1994, Bill Chisholm was elected for a three year term, to represent Maritime Mutual Insurance Companies, on the Canadian Association of Mutual Insurance Company Board of Directors (CAMIC).

Construction of the front building addition in 2002.



Mutual Logo incorporated into
the Company Logo.



The rapid growth in business in the mid-nineties brought on the various renovations and expansions of the Farmers' Mutual Building during these years. Serious renovations were done to the lower level of the building in 1996, as well as a 17 x 40 two-storey addition to the back of the building and the updating of the upper level of the existing building. In 2002, a two-storey addition (46 x 25), with finished basement, was attached to the front of the building. Included in this addition was an elevator, which made the building wheel-chair accessible. The final result of all this construction was that the Company provided easier sidewalk access for its clientele; an up-to-date reception/office area; and some attractive rental space which produced revenue for the Company. To go with the attractive newly renovated building, the driveway and parking lot were paved and the Company sign displaying the new logo, was installed. The building fit well in its environment and as one policy holder commented, "it looks like it was always there".

Business Responds To Foundation Appeal



PRESIDENT of Antigonish Farmers Mutual Insurance Company board of directors Peter MacEachern (left) and board member Joseph Chisholm made a \$20,000 commitment in response to St. Martha's Regional Hospital Foundation's appeal to local businesses. With them is Foundation co-ordinator Lynne MacEachern.

Insurance Company Donates \$20,000 To Hospital

St. Martha's Regional Hospital Foundation received a prompt response from Antigonish Farmers Mutual Insurance, when members of the foundation spoke to the business community on February 23. The board of directors of Antigonish Farmers Mutual Insurance committed \$20,000 to the Foundation to defray the costs of a colonoscope which was purchased by the hospital several months ago and is currently being used by the surgical staff at St. Martha's. This commitment frees up additional funds for St. Martha's newest equipment priority, particularly sinoscopic surgical equipment for the ear, nose and throat (otolaryngology) department.

Speaking on behalf of the Foundation, co-ordinator Lynne MacEachern said the members were appreciative of the response from Antigonish Farmers Mutual Insurance. "We approached the business community and were gratified at the very enthusiastic response to help and assist the Foundation in procuring the \$350,000 worth of priority items. The first response from Antigonish Farmers Mutual Insurance was a definite boost to our appeal," she said.

At a special meeting of St. Martha's Regional Hospital Foundation on February 9, a new slate of officers was elected including president B.A. (Barb) Landry, vice-president Ron MacGillivray.

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Donations to St. Martha's Hospital Foundation 1993.

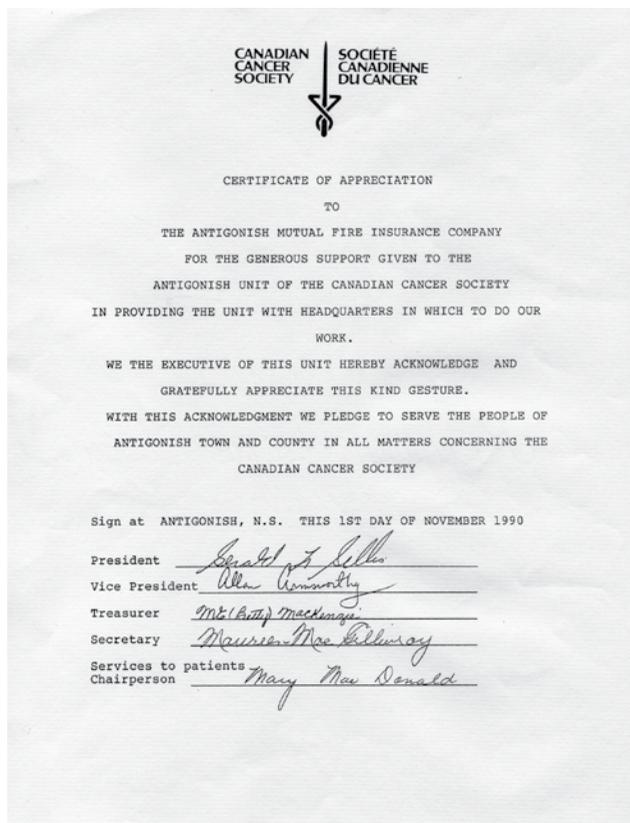


*Honoured by the Cancer Society:
Left: Bill Chisholm, Manager; Casey van de Sande, President with Gerry Gillis and Mary MacDonald of the Cancer Society.*

As the Antigonish Farmers' Mutual Fire Insurance Company grew, it also developed a corporate conscience and sense of responsibility. The Company supported the 4-H Leaders Council, with an annual donation, for many years. It took part in the 4-H Steer and Lamb sale in 1996. It made funds available at the Bergengren Credit Union for low interest loans for low-income families. For

several years the Antigonish Farmers' Mutual supported the Young Farmers Conference. A pledge of \$20,000, over four years to St. Martha's Hospital Foundation, in 1993, prompted other requests from the community. The hospital in Amherst received a total of \$3,000. A second pledge of \$20,000 was made to St. Martha's Hospital Foundation, in 1998. The Company has

A good corporate citizen.



also sponsored sports teams and events as well as contributed to many community fund raisers. The Cancer Society benefited by being provided free use of space for many years. Other community groups were given access to the Board Room, without charge, for their meetings. In 2001, the Company pledged \$15,000 towards the Keating Millennium Centre on the St. Francis Xavier University Campus and in the year 2005, \$25,000 was pledged to the Coady International Expansion Project. As well, St. Martha's Regional Hospital received an additional \$25,000 pledge. There was financial support given to Antigonish Area Partnership to support the bid for 2011 Canada Games, in this region. In 2006, artist Brian Thompson was commissioned to do a painting of the Culloden Cairn, which is located at Knoydart. The Culloden Cairn is a symbol of the Scottish roots in this area. The original painting hangs in the Company board room and limited prints were made for use by charitable organizations as fund raisers.

To help directors and staff with their planning, a schedule of upcoming meetings for the year was circulated, starting in 1995. Personal invitations, which included dinner, were issued to policy holders for the Company's AGM in the mid-nineties; a practice which has continued to the present. The Company Property Re-insurance Treaty changed from quota share to excess of loss treaty in 1997. Conflict of interest guidelines were drawn up in 1996; more than forty years after obvious conflicts existed among Board Members, with their involvement on various Community Boards. Concern was raised about the possibility of Banks selling insurance and a meeting with local MP, Peter MacKay, took place to air these concerns.

Strategic Planning sessions were first held for the Company, in 1998, to help set objectives for the future direction of the Company. A decision was made by the board to host the MAMIC Convention in the year 2000, on the occasion of it's 90th Birthday. Just in time for these celebrations, the Antigonish Farmers' Mutual was presented with the original of the very first policy ever written. It was donated back to the Company by Fraser Dunn, grandson of the first policy holder, James J. Dunn. This is now proudly displayed in the Company Board room. Also the Mutual Logo was incorporated into the Company Logo and replaced the gold and black shield. Throughout the nineties by-laws were updated when necessary.

During the 1990's there were some changes to the Board of Directors. Peter MacIntosh who had been with the Company for 23 years, 10 of them as president, retired

from the Board in 1998. Vice-president Casey Van de Sande took over as president with George Baxter as vice-president. Casey presented Peter with a plaque and an easy-chair on behalf of the board. Charles MacKenzie (1993) and Sidney Taylor (1998) were added to the board. Casey Van de Sande, president, presented the first annual president's report at the AGM, in 1999. This was also the start of stipends for directors of the Company \$250/year, plus per diem and mileage. As a board there was a concerted effort made at closer communications with other Mutuels in the Maritimes.

Considerable time and energy was devoted to getting ready for the millennium, in the latter part of the nineties. Computer software updates, at a cost of \$5,000 enabled the changeover from the twentieth to the twenty-first century. In the end, the Y2K anticipated problems did not materialize and it was a non-issue, as the roll-over into the twenty-first century went smoothly.

The 1990's were years of tremendous growth for the Antigonish Farmers' Mutual Fire Insurance Company with business more than tripling in volume. There was a 313% increase in premiums; a 351% increase in surplus; and a 372% increase in assets. The Company paid \$763,030 in premium refunds from surplus to its 6,000 policy holders, five out of the six years between 1995-2000. It could take pride in its success as it looked forward to its 90th Anniversary in 2000.

EMBRACING THE FUTURE

2000 - 2010

After being in business for ninety years, it was fitting that what had happened in practice over the years be formalized into the Mission Statement for the Antigonish Farmers Mutual Fire Insurance Company: “to provide quality insurance products to our policyholders at a competitive price which we support with strong service and underwriting standards”. The Antigonish Farmers’ Mutual joined the National Association of Mutual Companies (NAMIC) in 2000, and has been able to benefit greatly from the educational resources offered. In 2002, the establishment of the new CAMIC Ombudsman Service provided an avenue for resolving disagreements between policy holders and their Mutual Insurance Company. The idea of removing the word “Fire” from the Company name was passed as a motion by the Board at the annual meeting on April 15, 2003 and came into effect in 2004.

In the year 2000, the decision was made to establish a brokerage agreement with Portage Mutual. This allowed the Antigonish Farmers Mutual to offer auto insurance to its policyholders. This product brings in auto clients who in turn also purchase home

Mission Statement formalized in 2000 on the occasion of the 90th Anniversary of the company.



MISSION STATEMENT

To provide quality insurance products to our policy holders at a competitive price which we support with strong service and underwriting standards.



Board of Directors 2000. Back left: George Baxter, Charles MacKenzie, Carroll Brosha, Gerry Grant and Duncan MacInnis. Front left: Casey Van de Sande, Ted Mattie, Peter MacIntosh and Joseph Chisholm.

insurance. The Farmers Mutual Insurance Agency was established to handle the auto insurance part of the business. Initially the Agency had limited growth because of quota restrictions established by Portage Mutual but as quota amounts were increased the Agency volume of business rose to above \$400,000 in 2002. With quota restrictions now lifted, the Agency's book of business is showing steady growth.

In 2003, the Company began investigating the idea of adding tractor-automobile coverage and fishing boat insurance to its product mix. It started writing these policies on July 1, 2004. Offering this additional product helped with the farming/fishing ratio which now (2008) stands at 31.8% of the business, giving the company considerable tax advantage.

There were many changes for agents and staff in the decade 2000-2010. The decision was made in 2001 to purchase Garvin-Allen Solutions (AIS) software to replace

existing Mutual software and the demonstration on its use took place on September 11, 2001. After more that five years of continuous problems, this AIS software was discontinued in January 2007, and the company returned to Mutual software. The approximate financial impact to the company was \$250,000 plus the aggravation experienced by management, staff and agents.

In the year 2000, agents were supplied with digital cameras and new laptops. There was a new commission structure put in place for the agents January 1, 2003.



Antigonish Farmers' Mutual Insurance Company Executive Directors Charles MacKenzie (left) and Casey van de Sande presented St. FX. Vice President and Coady International Institute Director Mary Coyle a cheque for \$5,000 last week. The donation is a part of the company's \$25,000 pledge for the institute's expansion project. (Brian Lazzuri photo)

Excerpt for Casket April 18, 2007

Positive results for Farmers' Mutual

Antigonish Farmers' Mutual Insurance Company held its 97th annual general meeting March 21 at the John Paul Centre in Antigonish. There were 44 policyholders present plus special guests.

President George Baxter reported on 2006 financial results. Premiums were up 8.1 percent to \$ 4,126,000 and the company achieved a small underwriting profit for the second consecutive year. The company's after tax income for 2006 was \$818,704 which was down from the \$916,130 net income of 2005. Antigonish Farmers' Mutual Insurance's surplus and assets have increased to \$9,159,236 and \$13,117,423 respectively.



After twenty five years as agent, Walter Gillis, retired in the spring of 2005. Former manager, Donald J. Chisholm passed away in June 2005. New agent Dan Krauch was added in 2006. The position of Office Manager and Agency Manager was filled in September, 2005, by Wayne Doucette and he also took over as company agent for Richmond County. Georgina DeCoste and Estelle Boyd both became underwriters in January, 2006. The Company's first in-house Inspector, Mark MacDonald, came on board May 2, 2008 and Trina Teasdale and Elliot Anderson were added as agents.

The Directors continued their changes in corporate governance by re-aligning committee responsibilities. As of the year 2000, the Executive Committee took on the responsibility for equity portfolio decisions. In 2002, Joanne Van der Linden made history when she became the first woman director for the company. Bylaws were

April 4, 2007

revised as needed and in 2005 the board set the President's term at two years. The required number of policyholders needed for the Annual General Meeting of the Company was changed to 25 members in 2006 from the ½ of 1% of policyholders required previously.

In 2004, Joe Chisholm and Gerry Grant retired as Directors and Mary Bekkers and Al Masters joined the Board. The Company hosted the first MAMIC staff gathering, with Mary Coyle, Director of the Coady International Institute doing a presentation. In 2004 the Antigonish Farmers Mutual took part in the 100th Anniversary celebrations of both Kings and Pictou Mutuels.

A strategic planning meeting was held again for the Company, in 2006, with St. F.X. Extension Department's Pauline MacIntosh as facilitator. This meeting, held every three years, helps the Company set specific goals to work toward in becoming more knowledgeable and effective. George Baxter came in as the Company's 9th President in 2006 and Ted Mattie took over as his Vice-President. A Centennial Book Committee was established in 2006, consisting of Toosje Van de Sande (Chair), Mary Bekkers and Bill Chisholm. The committee was given the mandate "to create a book of our Company history as part of the Company centennial celebrations".

The turn of the century saw a substantial increase in re-insurance rates due in part to the 1999 claims experience. There was a marked increase in snow load claims in 2001 and oil spill claims were becoming a serious problem. Claim costs continued to escalate due largely to fire, water and wind losses. Hurricane Juan (2003) cost the Company 1.1 million in gross claims in just five hours. However, it gave the Company the chance to show its policyholders the service it talks about. Even a greater claims impact (net) was experienced with damages from post tropical storm Noel (2007), than Hurricane Juan. All this activity resulted in an underwriting loss in 2003, the first time since 1993. Because of poor claims experience and a 50% increase in re-insurance rates from what they were in 1999, Antigonish Farmers' Mutual experienced a \$345,000 underwriting loss in 2007, which was the largest in the Company's 98 year history. However, with other income, mainly investments, agency and rental income, the net income of 591,000 in 2007, still allowed the Company to increase its' surplus. In his President's report, in 2007, George Baxter stated "even in a very poor year, your Company was able to add to its surplus which shows financial strength".

In August, 2007, a generator was installed which will enable the Company to provide service to policyholders in severe weather conditions. It will also allow it to be an Emergency Measures Organization facility in Antigonish. Rental space previously occupied by Family Services of Eastern Nova Scotia was freed up and both the Claims and Inspection Departments moved into that area. Bruce Sinclair came on as a new director in 2008.

From its humble beginnings in 1910, the Antigonish Farmers' Mutual Insurance Company has evolved into a solid Canadian company, meeting the insurance needs of more than 7,500 policyholders, in Antigonish, Guysborough, Pictou, Colchester, Cumberland, Hants, Halifax, Richmond, Inverness, Victoria and Cape Breton counties. It has grown over the years from providing a part-time job for the Manager and agent/directors to a staff of eleven with nine agents in the field. Initially the Company offered only the basic fire policy for the cash value of the building. As the Company grew and treaties were entered into with re-insurance companies, the Antigonish Farmers' Mutual was able to offer extended coverage for replacement costs, as well as tractor-automobile, fishing boat insurance plus auto coverage through its' agency. An on-going focus on quality service has created a claim settling facility and a loss prevention service second to none in the insurance business.

Business for the new Company in 1910 was conducted out of the home of the Manager. Today a new updated 10,800 square feet office building is the permanent home for the Company. One-fourth of this space is currently rented out for other tenants but is available for future expansion.

The responsibility for overseeing the operations of the Company continues to rest with the Board of Directors. From the early years, when the Board met once a year for its Annual Meeting, the Board now meets six times a year with additional meetings periodically for the various committees. In 2008, Charles MacKenzie (son of A. J. MacKenzie, President 1951-1987) was elected as the Company's 10th president, and Mary Bekkers was elected vice-president; the first woman to hold this position. The Company continues to show its appreciation for the dedication and service of its directors, staff and agents by giving out long term service awards every five years to those who have been with the Company for at least ten years.

One hundred years ago, in 1910, the Antigonish Farmers' Mutual Insurance Company was formed by local farmers, under the leadership of A. S. MacMillan. It has provided affordable insurance for its policyholders over the years. Now that the 100th Anniversary has arrived, the Company through its board of directors, agents, and staff can take pride in its accomplishments. The Company will hold its annual meeting on April 6, 2010, exactly one hundred years after it came into existence. It will host the MAMIC Convention in June, 2010 and have special celebrations in conjunction with the directors' meeting in August, and will conclude the years festivities in December. With a solid record of financial stability behind it, the Antigonish Farmers' Mutual Insurance Company will continue to be a viable presence in the business community in North Eastern Nova Scotia and Cape Breton Island.

48 Years of Progress

	1959	1969	1979	1989	1999	2007
Premium Income	\$ 35,875	\$ 46,701	\$ 202,442	\$ 616,835	\$ 1,933,629	\$ 4,337,341
Earned Premium	\$ 35,875	\$ 46,701	\$ 168,225	\$ 274,412	\$ 1,516,004	\$ 3,052,571
Surplus	\$ 118,722	\$ 197,504	\$ 496,433	\$ 1,391,885	\$ 4,910,581	\$ 9,750,007
Assets	\$ 168,482	\$ 267,482	\$ 787,873	\$ 1,786,886	\$ 6,655,614	\$ 13,785,178
Surplus to Gross Premium Ratio	3.31	4.23	2.45	2.26	2.54	2.25
Surplus to Earned Premium Ratio	3.31	4.23	2.95	5.07	4.39	3.08

Premium Refunds from Surplus
in the years 1995, 1996, 1997, 1998, & 2000 totalled \$ 763,030.

48 years of progress.

LOSSES AND CLAIMS

Antigonish Farmers' Mutual Fire Insurance Company was brought into being in order to help protect farmers from the financial loss that would be suffered in the event of a fire. It was inevitable that claims would eventually occur. In the early days of the company, the company directors would meet at the end of each month to do all the underwriting. The directors were also responsible for investigating any claims, and the company manager was responsible for doing the actual loss adjustment.

The local Antigonish newspaper, *The Casket*, reported a fire occurring at the home of Dan M. Chisholm of Lower South River, on May 20, 1910. The fire resulted in the total loss of the house. The value of the house was pegged at \$1,500. Unfortunately, Mr. Chisholm had no insurance coverage. However this newspaper article serves to show the value placed on a typical home at the time.

The Board of Directors determined the underwriting guidelines of the Company. In some cases, these underwriting rules would appear in the minutes of the Board meetings, while at other times, the underwriting rules were considered important enough to enshrine in the company by-laws. For example, during a Board meeting in 1911, it was determined that the company would not accept policies where the structure had a wooden roof. It wasn't until the late 1980's that the Board decided to remove references to underwriting rules and claims from the Company by-laws.

During the 1911 annual meeting it was moved that the by-laws be amended to empower the manager to call one of the directors to investigate any case of loss or damage.

The 1911 Board minutes indicate that only a single claim was paid in that year. The total claim payout was in the amount of \$5.00.

In 1912, another loss was paid by the company, but this time the loss payout was for considerably more, in the amount of \$600.

The Casket reported that Antigonish Farmers' Mutual Fire Insurance Company paid no insurance claims in 1913.

During the 1914 annual meeting, the secretary read a letter that had been submitted regarding a claim. Some discussion took place during the meeting. It was decided that it would be left for the incoming directors to deal with. During the directors meeting that followed the annual meeting that day, the directors discussed this claim further, and it was decided that one of the directors and the secretary would visit the premises, examine the damage, and use their judgment regarding a settlement. However, they were advised that they could not admit any legal liability during this visit.

In 1916 directors were advised not to accept any hazardous risks. One would think that it would be wise not to insure hazardous risks at any time, but almost any risk could be insured for the right price. The board felt that the wise course of action would be to pursue a conservative underwriting policy.

In 1920, the maximum coverage limit for a risk was set at \$3,000. Also that year, it was decided that no further policies were to be sold to soldiers returning to farms, due to the high claims expectations of the Veterans Settlement Board.

In 1924, total claims paid by the Company amounted to \$2,105. The January 10, 1924 edition of The Casket even went so far as to list the names of each claimant and the amount paid to that person. Of course, with the privacy laws in place today, the Company would not consider publishing the names of policyholders who submit claims. However, in the early days of the company, with the Mutual philosophy, it was considered appropriate to allow all members of the company to know which other members had had claims paid to them. Publishing the information in The Casket was considered to be a good way to distribute this information. Three of the six claims from the year exceeded \$500, while the smallest claim was in the amount of \$5.00.

In 1930 the Company made it policy not to accept new risks that had not been personally examined by the agent. To this day, the Company asks its agents to personally visit any risk before a policy is written.

In 1932, the Company suffered its worst year for claims in company history, up to that point, paying out a record of \$3,565 in claims.

In 1937, a claim was paid on a policy that had expired 2 weeks prior to the loss. This decision was made based on the fact that the policyholder has apparently made every effort to renew his policy. Following his settlement of this claim, the decision was made to limit the grace period to 30 days in the future.

Due to good underwriting results, the company began to pay dividends in the late 1930's. During the annual meeting in January 1939, it was moved and carried that the 10% dividend would continue for the following three years. However, during a meeting of the Executive held in December 1939, it was decided that the motion carried at the annual meeting regarding the dividend be cancelled, due to heavy losses being experienced during the year. Apparently, this was not well received, and during the annual meeting held in January 1940, this decision reached by the executive was discussed. It was decided at the annual meeting that the 10% dividend would continue after all.

In 1940, the Board Executive began making decisions on whether a claim would be paid or not. In 1954, it was decided that management would be authorized to adjust fire losses when possible. Agents would likewise be authorized to adjust fire losses in their respective areas. However, the Executive would continue to discuss any questionable claims.

After 40 years of doing business, The Company was taken to court in 1954 for the first time, over a disagreement concerning the non payment of a claim. This case revolved around the lack of insurable interest of the named insured in the property that had suffered the loss. The court agreed with the company that no insurable interest existed in this case, and that it had correctly denied the claim.

Since its inception, the Company had offered coverage only for the perils of fire and lightning. In 1955, the company began to consider offering an Incidental Clause that could be added to the policy which would add coverage for a few other perils, such as windstorm damage. Although the Company did not begin to sell this extended coverage in 1955, the Incidental Clause formed the template for the Extended Coverage Endorsement that it would eventually make available to its clients a couple decades later.

Most claims were negotiated directly with a policyholder, and occasionally the more difficult or questionable claims were discussed by the Executive. However, in 1959 an unusual circumstance arose when a solicitor representing a policyholder actually attended a meeting of the Executive to plead his client's case with regard to a disputed claim. The Company's solicitor was also in attendance at this meeting. After hearing from the solicitor, considerable discussion took place, and the Executive decided to offer \$1,200 to settle the claim. The policyholder's lawyer had remained to hear the decision, and accepted settlement on behalf of his client.

In 1966 the Company dispersed more in claims payments than it received in premium. Premium earned was \$37,880, while claims paid amounted to \$44,352. Luckily, this sort of year was an exception rather than the rule, and the Company continued to grow its surplus in most years.

In 1970 a policyholder brought forward a claim for the Company's consideration. Unfortunately, the loss arose in 1964. The matter was brought before the Board by one of the directors. The minutes do not indicate why the policyholder waited six years to bring forward her claim. The director who brought the issue forward moved that a \$500 payment be made on the claim, and the motion was seconded. However, the motion was defeated when voted upon by the rest of the Board. Obviously, the director who had brought forward the matter wished the policyholder to know that he had done his best, and moved that the manager advise the policyholder of the defeated motion. He also moved that the manager was to specifically name to the policyholder the director who had brought forward the defeated motion, as well as the name of the director who had seconded the motion.

In 1971 the Board of directors decided that the manager of the Company would have the authority to adjust claims up to \$1,000.

In 1975 class one risks began to be eligible for insurance coverage equal to 100% of their Actual Cash Value, rather than just a portion of their value. It had previously been limited to two thirds. However, coverage continued to be offered on only an Actual Cash Value, with no replacement cost coverage being available.

In 1976, a devastating forest fire ravaged the village of Main a Dieu. The Company insured four of the many properties that were damaged in this fire. Due in part to claims

arising from this fire, the Company ended up with a bottom line loss for 1976, even after taking into account investment income.

In 1977, the Company continued to grow, so did the number of claims. Most claims were investigated and adjusted by Company directors, agents and the manager over the years. However, in the early 1970's, as the number and the complexity of claims continued to grow,



the Company began to outsource the investigation and adjusting of some claims to independent adjusters. This use of independent adjusters supplemented the work done by the Company manager who continued to adjust most of the claims. The independent adjusters would investigate claims they were assigned, and submit reports of their investigation to the manager, who would make a decision on whether a particular claim would be covered, with input from the Board in some cases.

In 1979, the Board of directors revisited the idea of offering Extended Coverage, which would provide coverage for a wide assortment of perils, in addition to the fire and lightning coverage it had been offering up to this point. The end result of this study was that Extended Coverage was approved by the Company solicitor and began to be offered in June 1979. By the following month, the Company was also offering the opportunity for policyholders to purchase a Homeowners Policy, which offered enhanced coverage over the Fire and Extended Coverage policy. Of course, with these new policy wordings offering coverage for additional perils, various new types of claims began to be submitted as well.

Back to back severe windstorms in March and April 1991 resulted in numerous claims, the greatest number of claims reported to the Company in such a short space of time, up to this point in its history.

March turned out to be an unfortunate month for windstorm claims when on March 13, 1993, a severe windstorm once again resulted in numerous claims. Nearly 50 windstorm claims were reported to the company from this single incident. As fate would have it, the company manager happened to be out of the country on vacation at the time, and while Company staff tried to deal with the claims as best they could, many of the claims had to be investigated by independent adjusters.

This system of having independent adjusters supplement the claims adjusting work done by the manager worked well for several years. However, management knew that at some point, the Company would grow to the extent that it would require its own in-house adjuster. In 1994, earned premiums had reached \$1,000,000 annually, and the Board decided that the time had arrived to hire its own staff adjuster. In August 1994 a full time staff adjuster, Brian Morgan, was hired to adjust insurance claims for the Company. While The Company was large enough to justify the hiring of its own adjuster, the number of claims were not sufficient to keep an adjuster busy full-time. It was therefore decided that the adjuster would also be trained to do property inspections, as the Company was lacking an inspection department. This allowed the Company to approach its loss experience with a two-pronged approach. It could inspect the properties it insured, try to identify risk, and recommend changes that would make the property less likely to experience a loss. And if a loss did occur, trained staff could deal with the loss.

Beginning in 1994, the Company went through a period in which it recorded an underwriting profit in 9 consecutive years. In five of these years, profits were substantial enough to allow the Company to once again pay a dividend to its policyholders.

With the improvement in policy coverages in 1979, and ever increasing policyholders, the number and type of claims dealt with, by the Company, on behalf of its policyholders, presented the Company with new challenges. Liability claims began to occur on a more frequent basis. In the past, the idea of suing your neighbour was something that did not occur that often, perhaps due to the rural nature of the risks, and the philosophies of the people. However, with the Company beginning to insure more risks in urban locations, and the prevalence in television ads from the US encouraging people to sue for all manner of things, the Company began to see an increase in liability claims.



One particularly serious type of liability claim began to arise in the 1990's. Once, leakage of an oil tank might not even be reported, and usually resulted only in a little bit of digging, and replacement of topsoil. However, the Nova Scotia Department of Environment began to

develop and implement regulations regarding the cleanup of oil spills. In the mid 1990's during the adjustment of an oil spill cleanup, when the Company adjuster sought advice from the Department of Environment representative, the adjuster was told to simply "dig until you can't smell oil anymore". With the newer regulations, cleanup required the hiring of an onsite consultant, and an engineer, as well as soil and water testing to ensure hydrocarbon levels were reduced to below prescribed levels. Where once a typical oil spill was cleaned up for less than \$30,000, suddenly a typical oil spill would cost in excess of \$100,000, with many oil spills costing nearly \$500,000. In a particularly bad year, 2004, five oil spill claims were reported to the Company. Two of these claims were not covered, but the remaining three resulted in over \$1,200,000 in claim payouts. Realizing that the Company could not afford to continue to payout these large payouts year after year, the Company began a campaign to see that policyholders were aware of the dangers and insisted that oil tanks be replaced more regularly, and that they be properly installed. Since taking that initiative, the incidents of oil leakage has become less frequent.

The Company faced a new challenge when, on September 29, 2003, Hurricane Juan struck Nova Scotia with unexpected force. Forecasts suggested a Category 1 storm, and yet, based on wind readings and damage experienced, it was later determined to have been a strong Category 2 hurricane. The center of the hurricane followed a line running along the main highway from Halifax to Truro, and although the Company saw claims reported from around its territory, the majority of the claims reported were in the path that the center of the storm followed. Eighty-eight claims were reported, which presented quite a challenge for a single adjuster to simply visit all the damaged properties, let alone

to adjust all the claims. Other Mutual insurance companies in the region offered their assistance, but the Company was able to deal with all the claims itself in a timely manner. At the end of the day, gross claim payouts resulting from this hurricane totaled nearly \$1,100,000. This turned what would have otherwise been a profitable year for the Company into a year with an underwriting loss.



While there may presently be some debate over whether the climate is warming due to human activities, there is little question that the climate is changing. Climate change has occurred throughout the earth's history. In the early years of the 21st century, the territory in which the Company writes business began to experience more frequent and more severe storms. Hurricane Juan, referenced above, is only the most serious. There were many other serious windstorms, such as "White Juan", a winter storm in 2004 that resulted in many wind damage claims, and post tropical storm Noel in 2007 that also caused substantial damage. Perhaps more worrisome than the recent serious windstorms are the more frequent heavy rainstorms. These rainstorms have resulted in overland flooding and many flooded basements. Traditionally, flooding has not been covered by insurance of Canada. However, several years ago, insurance companies began to offer sewer backup coverage, which would cover a policyholder for damage caused by water that backed up through a sewer, sump hole, or floor drain. Wanting to offer comparable coverage to its policyholders, the Company began to make sewer backup coverage available, and went so far as to offer a limited amount of sewer backup coverage as standard coverage on all homeowner's policies. Due to heavy rains, and the fact that many more people now have finished basements, the amounts paid out in response to sewer backup claims over the past ten years has skyrocketed.

In February 2006, a serious fire was reported to the company, which led to the largest single payout for a claim in company history, exceeding \$625,000. Yet, only four

months later, that record payout was eclipsed by a fire resulting in claim payouts exceeding \$725,000.

As the Company continued to grow, the staff claims adjuster spent more of his time investigating and adjusting claims, and therefore doing fewer and fewer risk inspections. After 14 years of having a single staff member serve as both Company loss control officer, and claims adjuster, the Company had grown large enough to justify having separate staff members divide these duties, and in 2008 hired Mark MacDonald as Company Inspector. This allowed for more inspections to be completed, with the goal of reducing the number of claims, and hopefully leading to more favorable underwriting results, and ultimately lower rates for policyholders.

As time moves on, the Company claims department will continue to experience new challenges, and see new areas of claims growth. However, with the Company's financial strength, and the strong support of its reinsurer, Farm Mutual Reinsurance Plan, the Company will continue to fulfill its mandate to financially protect the interests of its policyholders in their time of need.





MINUTE BOOK HIGHLIGHTS

The minutes of all board and committee meeting are available. The minutes were hand-written until 1997 in old-style script. The bindings have weakened with time but the texts are legible and a great source of information on the growth of the company.

The minutes also give evidence of the tremendous commitment of the people involved in the building of this company.

Decisions on policies and policy holders were made in the best interest of the company but also with integrity and with an effort to be just toward the clients.

The minutes are not overly verbose and do not give advice or make judgements. These excerpts are intended to show the gradual growth of the company. They are also intended to show the character and characters that made this business a success.

Court House Antigonish

April 6th, 1910

Meeting called to order with A. S. McMillan in the chair.

Moved by Alex Manson and seconded by W. Y. Walsh that W. Vinton act as secretary pro tem - carried

Moved and Seconded that the name of said insurance company be The Antigonish Farmers' Mutual Fire Insurance Company - carried

Moved and Seconded that we elect one director for each Polling District - carried

District No. 1	A. R. McAdam	-Malignant Cove
District No. 2	John A. Gillis	-Morar
District No. 3	John A. McLeod	-Harbour Road
District No. 4	Geo Taylor	-Antigonish
District No. 5	P. Wall	-Glen Alpine

District No. 6	A. S. McMillan	-Upper South River
District No. 7	W. C. MacIntosh	-Lower South River
District No. 10	Joseph Benoit	-Pomquet
Extra No. 4	H. Eadie	
Extra No. 7	Geo Vinten	

Moved and seconded that the head office be at Antigonish carried
Meeting adjourned.

Certified correct -A. S. McMillam
-Wm. Vinton

November 14, 1910 Meeting of Executive

Geo Taylor and H. Eadie present, when there were thirty nine applications examined, thirty-six were approved – two rejected and one left over to next meeting.

Geo Vinten, Secretary.

January 6, 1911 Meeting of Executive

Geo Taylor, H. Eadie and J. A. McLeod present. Thirty-one applications were examined, twenty-nine were approved, one rejected and one left for further consideration.

Geo Vinten, Secretary.

January 17, 1911 Meeting of Directors

Moved that we amend Art. 25 so as to include grist mills run by water power. Carried.

January 17, 1914 Annual General Meeting

There was a discussion on the subject of accepting third class risks. Likewise if we could accept grist mills as a first class risk.

January 17, 1914 Directors Meeting

The directors decided that in the matter of accepting a risk on Mr. Hulbert’s mill. They considered that as other companies refused to accept risks at any price they would not be justified in accepting this risk as they considered the kiln much too near to be safe.

January 17, 1916 Annual General Meeting

On motion the directors were instructed not to accept any hazardous risks.

January 17, 1919 Annual Meeting

Moved by J. A. McDonald and seconded by J. D. McDonald that Duncan Chisholm of Antigonish be appointed secretary and after a show of hands was carried

W. Vinten Sec protem

January 20, 1920 Annual General Meeting

The accounts of the auditors for the year 1919 for \$5.00 each were read and ordered to be paid.

Act 27 was changed, making the maximum amount of insurance \$3,000.00 instead of \$2,000.00.

January 11, 1921 Annual General Meeting

The sum of twenty-four dollars was unanimously voted to the President for his services for the year 1920.

Insurance for the new grist mill at Malignant Cove was voted down.

January 8, 1924 Annual General Meeting

The financial statement was read and showed as a balance on the years transactions of \$985.78. Report was adopted.

January 12, 1926 Directors Meeting

It was moved and seconded the company loan the Municipality the sum of two or three thousand dollars at the rate of 5 ½% interest payable semi-annually and the principal payable on demand. Carried.

January 11, 1927 Annual Meeting

Adam Kirk made application for insurance on his barn at Clydesdale (as he did not reside on the farm it was open to question if place could be considered as occupied). The

application was approved.

November 21, 1928 Directors Meeting

Moved, seconded and passed that the Secretary's salary be increased to \$1.00 per thousand of insurance, same to take effect January 1, 1928.

January 19, 1932 Annual Meeting

No action was taken in the matter of granting insurance to the Havre Boucher Lobster factory.

January 18, 1935 Executive Meeting

Executive Committee met today to decide on the investment of some \$2,000 of funds.

December 3, 1935 Executive Meeting

Meeting of the Executive today decided to purchase \$500 6% Bond of Glace Bay, 1952 and \$1,000 5% Bond of Town of Glace Bay 1948 at market.

January 21, 1936 Annual Meeting

Churches, schools etc. less than 150 feet from other buildings be insured at the rate of 4 ½%.

October 5, 1936

The executive decided to purchase \$3,000 debentures of the Episcopal Corporation of Halifax.

October 21, 1937 Directors Meeting

Re: Chisholm's Loss: This was the case of a fire taking place about two weeks after expiry of the policy – the insured making every effort to renew. Moved by Will Ross and seconded by Colin MacDonald that the loss be paid, and that for the future the time for payment on the premium note be limited to 30 days. Carried.

December 15, 1939 Executive Meeting

It was moved, seconded and carried that the sum of \$200 be offered to D. J. Floyd for

payment of damage to his house in October, 1938

May 22, 1940 Executive Meeting

After considering the Fire Marshall's report and the report of the appraisers, it was decided to pay Mr. Wall the sum of \$2,350 for his loss.

September 11, 1940

The rate of insurance on Crystal farm was to be increased to 3 ½% or cancelled as the case might be.

January 16, 1943 Annual Meeting

Moved, seconded and carried that the President be paid the sum of \$25 annually.

January 23, 1945 Annual Meeting

The financial statement was read and compared with the previous years record, was gladly approved.

S. J. Bradshaw was appointed auditor.

January 28, 1947 Annual Meeting

The agents' commission on renewals was set at \$1 per \$1,000 insurance first class risks.

January 27, 1948

The remuneration for the Secretary was increased to \$1.50 per \$1,000 insurance for the year 1948.

January 14, 1950 Annual Meeting

Donald J. Chisholm was elected secretary-treasurer, nominated by Jas. MacDougall – seconded by R. J. Chisholm – carried.

January 23, 1951 Annual Meeting

A grant of \$200 be given to the Antigonish County Farmers' Association in the event that through their advertising and etc. additional business be obtained for this company. Moved by T. B. Tompson – seconded by Cecil Stewart.

February 10, 1953 Annual Meeting

Moved by A. J. MacKenzie, that schools and churches made of stone, brick or concrete blocks be classified under second class instead of third class as previous, seconded by A. J. Brosha, carried.

February 9, 1954 Annual Meeting

Moved by F. Taylor and seconded by A. J. MacKenzie that in future a card of sympathy be extended to families of directors and company officials in the event of death in the family, carried.

April 12, 1954 Executive Meeting

Agreed by all that the president and secretary attend a meeting of the New Brunswick, Nova Scotia and PEI Mutual Fire Insurance companies, to be held April 13, in Amherst.

March 23, 1955 Special Directors Meeting

Moved by J. Mattie and seconded by A. J. MacKenzie, that the basic rate for schools (Groups rate, rural and village) be \$12.00 per \$1000. Insurance for three years, subject to possible minor changes by the Executive. Carried.

May 18, 1955 Executive Meeting

Agreed by all that \$1,000.00 be paid to Claude Steeves in settlement of claim #108.

September 12, 1955 Directors Meeting

Moved by D. Chisholm and seconded by J. Mattie that the Sarah C. Anderson claim be paid in full. Carried.

October 28, 1955 Special Executive Meeting

Moved by D. Chisholm and seconded by A. J. MacKenzie, that the rate for schools under a group plan be set at \$9.00 per \$1,000, for three year. Carried.

May 29, 1956 Directors Meeting

Moved by F. L. Taylor and seconded by D. Chisholm, that the adjusters figure be accepted regarding the Mrs. Anna Purcell claim. Carried.

February 12, 1957 Annual Meeting

Moved by A. J. MacKenzie and seconded by D. Chisholm, that a vote of thanks be extended to James MacDougall, retiring President, who has retired as a farmer and taken up residence in the Town of Antigonish. Carried.

February 12, 1957 Directors Meeting

Moved by J. Mattie and seconded by A. Brosha, that A. J. MacKenzie be elected President. Carried.

February 11, 1958 Directors Meeting

Moved by James MacDonald and seconded by James Mattie that the Secretary-Treasurer salary be set at one dollar and seventy-five cents (\$1.75) per thousand of insurance written each year, effective Jan. 1, 1958. Carried.

January 2, 1959 Executive Meeting

Agreed that \$500.00 be paid to Horst Brunken, who was the owner of a dwelling covered by our policy #4978 at the time same was totally destroyed by fire. Although Brunken had no legal claim to coverage, it was felt that such a gesture would be in the best interest of the company.

February 10, 1959 Annual Meeting

Moved by D. Chisholm and seconded by A. R. MacDonald, that an additional (\$60.00) sixty dollars be paid to Mrs. Catherine MacLean for claim #240. Carried.

March 6, 1959 Executive Meeting

After considerable discussion on the matter, it was agreed by Company executive and Solicitor that sum of \$1,200.00 be paid to McKeough in accordance with Section 8a of the Statutory conditions of the policy. This was accepted by R. J. Chisholm, solicitor for McKeough.

October 24, 1961 Directors Meeting

Moved by J. Mattie and seconded by A. R. MacDonald that resignation of manager, Duncan Chisholm be accepted. Carried.

Moved by Fred Taylor and seconded by Leo Roberts and D. J. Chisholm (Secretary-Treasurer) be appointed Manager, Director, Agent and Inspector for the company. Carried.

February 6, 1962 Annual Meeting

Moved by Frank Thomson and seconded by A. J. Brosha that three hundred dollars (\$300) be paid to Antigonish Co. Federation of Agriculture with the understanding that a goodly portion of this amount go towards advertising on behalf of the company. Carried.

February 5, 1963 Annual Meeting

Moved by A. J. Brosha and seconded by John Hart that H. R. Doane be appointed auditors for the coming year. Carried.

February 4, 1964 Annual General Meeting

Moved by A. J. Brosha and seconded by James MacDonald, that a letter of sympathy and a mass card be sent to the family of the late Duncan Chisholm. Carried.

February 6, 1967 Annual Meeting

Moved by James Mattie and seconded by Leo Roberts that Hugh J. MacPherson be appointed Solicitor with a retainer of fifty dollars (\$50) per year. Carried.

February 5, 1968 Annual Meeting

One minutes silence was observed for Leo Benoit.

Moved by J. Hart and A. R. MacDonald that one thousand dollars (\$1,000) be donated to the Building for Youth, and be paid over a five year period. Carried.

Moved by A. J. Brosha and seconded by D. C. Gillis that Mrs. Jean MacPherson be appointed Solicitor. Carried.

February 5, 1968 Directors Meeting

Moved by J. M. Hart and seconded by A. J. Brosha that the full amount of damage be paid in regard to the A. J. MacDonald claim. Carried.

February 1, 1971 Annual Meeting

One minute silence was observed for Leo Roberts (Director) who died during the year. (1952)

Mr. Vernon Murray of the Nova Scotia Farm Loan Board who was invited to the meeting, talked on the importance of proper wiring of buildings, especially those housing hogs and poultry. He also mentioned that these buildings had to be properly ventilated. Further meetings between Mr. Murray and the executive will be arranged.

February 5, 1972 Annual Meeting

One minute silence observed for the late J. Hart.

December 19, 1975 Special Directors Meeting

Moved by A. J. Brosha and seconded by Casey van de Sande that the Manager be authorized to work out a bonus program for all agents and to be effective from December 1, 1975. Carried.

Moved by James Mattie and seconded by A. R. MacDonald that the president or vice-president and the treasurer be empowered to deal with all securities of the company. Carried.

February 2, 1976 Annual Meeting

Moved by A. J. Brosha and seconded by Joseph Chisholm that a 15% reduction be allowed on the premium on barns of farmers who derive at least 75% of their living from the farm operation. Carried.

February 2, 1976 Directors Meeting

Moved by J. Mattie and seconded by A. J. Brosha that A. J. MacKenzie be elected president. Carried.

November 19, 1976 Executive Meeting

Subject being the Mrs. Evelyn A. Holland claim. Solicitor Jean MapPherson, Q.C., reported that she had contacted the solicitor for Mrs. Holland and that he would accept fourteen thousand dollars (\$14,000) in settlement of the claim.

February 7, 1977 Directors Meeting

Moved by J. Mattie and seconded by A. J. Chisholm that the rate for Church halls be set at \$16.00 per \$1,000 insurance. Carried.

Moved by J. A. Chisholm and seconded by Casey Van de Sande that feeds mills or any building used for the purpose of grinding feeds be set at \$30.00 per \$1,000 of insurance for three years, subject to approval. Carried.

March 18, 1977 Directors Meeting

President stated that the property of Nova Scotia Credit Union League, 188 Main Street, Antigonish is for sale and that this company should be interested in obtaining same.

March 18, 1977 Special General Meeting

Moved by F. Taylor and seconded by A. J. Brosha that an offer of seventy thousand dollars (\$70,000) be made to the Nova Scotia Credit Union League for the property at 188 Main Street, Antigonish, N.S.

February 6, 1978 Annual Meeting

Moved by Joe A. Chisholm and seconded by Casey van de Sande that the symbol as presented be that of the company. Carried.

November 27, 1978 Executive Meeting

Moved by Fred Taylor and seconded by A. J. Brosha that this company solicit business in towns and cities if approved by Superintendent of Insurance effective January 1, 1979. Carried.

February 2, 1981 Directors Meeting

Meeting was opened with President A. J. MacKenzie asking for one minute of silence for the late D. C. Gillis.

September 24, 1981 Special Executive Meeting

Agreed that Solicitor contact Miss Robyn Smith's solicitor (Kelly) with an overall offer of Twenty Thousand Dollars (\$20,000) to settle her claim. Also agreed that she would have

an additional One Thousand Dollars (\$1,000) if necessary to deal with same. (Original offer was \$12,000 and \$5,000).

November 4, 1982 Executive Meeting

Moved by A. J. Brosha and seconded by James Mattie that our company become an Associate member of the O.M.I.A. (Ontario Mutual Insurance Association) with dues of \$250.00 per year. Carried.

Moved by A. J. Brosha and seconded by James Mattie that the manager's salary be set at \$30,000.00 per year plus 2% of gross premiums written to be effective January 1, 1982. Carried.

February 7, 1983 Directors Meeting

Moved by James Mattie and seconded by Joe Chisholm that D. J. Chisholm be appointed Manager, Treasurer and chief agent. Carried.

Moved by Casey van de Sande and seconded by Peter MacIntosh that W. J. Chisholm be appointed Assistant Manager and Secretary. Carried

Moved by Joe Chisholm and seconded by Casey van de Sande that the present manager and assistant manager have permanent appointment and shall hold office during good behavior. Carried.

February 7, 1983 Annual Meeting

A moment of silence was observed for the memory of the late Fred Taylor, our former vice-president, who served the company as a director since 1950.

August 27, 1984 Executive Meeting

Regarding the Company building it was moved by A. J. Brosha and seconded by James Mattie that new windows be installed on 2nd floor of building not to exceed \$9,000. Carried.

February 4, 1985 Annual Meeting

President A. J. MacKenzie asked those present for a minute of silence for the late Arthur Brosha.

At this time a special guest, Mr. Gordon Crutcher of Sterling Offices of Canada Limited was introduced by the president and asked to say a few words. Mr. Crutcher congratulated the company on its 75th birthday and made a presentation of a painting commemorating the occasion.

August 27, 1985 Directors Meeting

Moved by Peter MacIntosh and seconded by Ted Mattie that the Company purchase a sign for the front of the Company building at a cost of approximately \$2,000. Carried.

August 18, 1988 Directors Meeting

Moved by Joe Chisholm and seconded by Casey van de Sande that Judge Hugh MacPherson and his wife Jean attend the 1988 MAMIC Convention as special guests of the company. Carried.

February 6, 1989 Annual Meeting

Since the 1988 MAMIC Convention was hosted by our Company, there was no report. However the President thanked the staff for making the convention a success and also expressed appreciation for an excellent year financially for the company.

September 25, 1989 Directors Meeting

Moved by Joe Chisholm and Duncan MacInnis that the Company accept Donald Chisholm's letter of resignation stating he is resigning as manager December 31, 1989 and that the company appoint William Chisholm as manager and secretary-treasurer, effective January 1, 1990. Carried.

February 4, 1991 Annual Meeting

The President asked the members present for a minute of silence for the late James Mattie who had been a company director for many years.

It was moved by Joe Chisholm and seconded by Gerry Grant that the Company open a low interest savings account at the Bergengren Credit Union for the purpose of helping needy people in your community obtain low interest loans and that the amount deposited shall be \$3,000.00. Carried

November 5, 1991 Executive Meeting

The purpose of the meeting was to consider reinstating the Lawrence Watt property insurance because of a strong request from the Farm Loan Board to consider doing so.

November 25, 1991 Directors Meeting

It was moved by Joe Chisholm and seconded by Ted Mattie that our company donate \$300.00 towards the noon luncheon at the 1992 Young Farmers' Convention.

February 24, 1992 Annual Meeting

President Peter MacIntosh thanked Jean MacPherson, Q.C., for attending our meeting and also thanked the office staff "for a job well done".

July 10, 1992 Executive Meeting

The manager informed the committee members that we suffered a total loss on July 2, 1992. The loss was due to a lightning strike. The insurance amounts totaled \$60,000.00.

November 27, 1992 Directors Meeting

Manager reminded the board that our company had been audited by Revenue Canada in June. On November 26, 1992 we received a letter from Revenue Canada stating their audit for years 1989-91 was complete and no changes will be made to the previous assessments.

January 9, 1993 Executive Meeting

The President thanked Joe Chisholm for the Christmas tree donation for the office.

February 22, 1993 Annual Meeting

The President asked the members present for a moment of silence for the late A. J. MacKenzie who had been our Company's President for 31 years (1957-1987).

Director Duncan MacInnis congratulated the manager, staff and agents for a very successful year.

February 22, 1993 Directors Meeting

It was moved by Charles MacKenzie and seconded by Casey van de Sande that a 1993 special payment of \$10,000.00 be put towards the purchase of a colonoscope for St. Martha's Regional Hospital and that the remaining cost of \$10,000.00 for the same be paid from the Company's donations budget at \$2,500.00 per year for the next four years.

May 27, 1994 Directors Meeting

It was moved by Casey Van de Sande and seconded by Duncan MacInnis that Brian Morgan be hired as Company field representative, August 1, 1994.

August 25, 1994 Directors Meeting

It was agreed that our company invest approximately \$750.00 towards constructing a sign on our front lawn to advertise our tenants' location

July 6, 1995 Executive Meeting

It was moved by Peter MacIntosh and seconded by Joe Chisholm that the Company pay all office staff, excluding the manager, year end bonuses of one hundred dollars (\$100.00). Carried.

February 2, 1996 Executive Meeting

Manager Bill Chisholm advised that a Premium Refund to policy holders would be paid for 1995 and an explanation letter would have to accompany the premium refund.

February 26, 1996 Annual Meeting

The 1995 financial statement was discussed. Everyone was in agreement that 1995 results were obviously the best in the Company's history.

May 30, 1996 Executive Meeting

Under new business, Bill Chisholm advised that Donald MacKenzie, our Company agent from the Baddeck area had passed away suddenly on May 24th. He was an excellent agent and a very fine gentleman. Our Company will miss him very much.

July 25, 1996 Directors Meeting

The subject of a building addition was discussed again due to the Company's need for additional office space. It was moved by Casey van de Sande and seconded by Charles MacKenzie that our Company proceed this fall with a 17 x 40 building addition onto the back of our building. Carried.

September 12, 1996 Executive Meeting

Bill also advised that Don Connolly, our agent for Guysborough County will be retiring at year end and that Carmie MacInnis will be serving that agency as of January 1, 1997.

October 24, 1996 Directors Meeting

It was moved by Joe Chisholm and seconded by George Baxter that we pay our final payment of \$2,500.00 to St. Martha's Hospital Foundation at this time instead of waiting until April 1997. Carried

January 30, 1997 Executive Meeting

Manager Bill Chisholm presented a draft statement for the 1996 year. It was noted by all that the results were extremely good.

February 24, 1997 Directors Meeting

It was moved by Charles MacKenzie and seconded by Casey van de Sande that our Company donate \$2,000.00 to the Amherst Regional Hospital Foundation.

April 25, 1997

It was moved by Casey van de Sande and seconded by Joe Chisholm that we drop the idea of a Lamb/Steer purchase in favor of a 4-H monetary donation. Motion Carried.

June 12, 1997 Executive Meeting

The Retirement agreement between our Company and D. J. Chisholm manager that was discovered recently was discussed. The agreement obligated our Company to pay Mr. Chisholm \$150.00 per month for a period of 10 years to commence immediately upon retirement. It has been verified by Jean MacPherson, our Company Solicitor that this

agreement was put in place in 1972 and she has a copy of same. Therefore, our Company owes Mr. Chisholm a total of \$18,000.

It was agreed that our Company pay Mr. D. J. Chisholm \$9,000 no later than June 30th, 1997 and \$9,000 balance to be paid no later than June 30th, 1998.

July 31, 1997 Directors Meeting

Bill advised that he had met with Wally Jarvis for breakfast today to discuss a gentleman's agreement between King's Mutual and our Company. Bill was happy to report that an agreement had been reached. Each company would respect the other's business and back off if either company came into contact with the other's policy holders.

February 23, 1998 Annual General Meeting

Casey van de Sande presented retiring President Peter MacIntosh with a plaque on behalf of our Company in appreciation for Peter's contribution. The plaque read:

"Presented to Peter A. MacIntosh in recognition of outstanding leadership and contribution to the success and development of the Antigonish Farmers' Mutual Fire Insurance Company. PRESIDENT 1988 - 1998 , VICE-PRESIDENT 1985 - 1988 , DIRECTOR 1975 - 1998. From the Company Board of Directors with many thanks."

February 23, 1998 Directors Meeting

Peter asked Casey to take over chairing the Meeting.

Casey presented Peter with the following gifts: a green recliner chair, all expenses to be paid for two people for attending the 1998 International Tattoo in Halifax this summer, and a promise of a future aerial photo of our Company Building.

Casey again expressed the Company's sincere thanks for what Peter has done for the Company and wished him health and happiness in retirement.

It was moved by Charles and seconded by Duncan that the non-officer executive directors be given an annual stipend of \$250. Motion Carried.

Bill presented a status report prepared by Brian Morgan on the year 2000 issue (Y2K).

December 22, 1998 Executive Meeting

Bill circulated his proposal for the staff salaries for 1999. There was a discussion on the merits of two individual staff proposals. Bill's proposal also included terms for Staff Sick Leave, Compassionate Leave, General Leave and year end Bonuses.

It was moved by George and seconded by Ted that the 1999 Staff Salaries proposal be accepted as presented. Motion Carried.

October 22, 1998 Directors

It was moved by George and seconded by Ted to incorporate the Mutual logo into our Company logo. Motion Carried.

February 22, 1999 Directors

Casey advised that the year 2000 is our Company's 90th Birthday. The Board of Directors will be looking for ideas to mark the occasion.

December 21, 1999 Directors Meeting

It was moved by Ted and seconded by George to allocate \$500 toward sponsorship of Farmers Bonspiel in St. Andrew's, Antigonish County. Motion Carried.

February 2, 2000 Directors

Bill advised we would be contributing \$300 for a bus tour at the Young Farmers' Conference this month.

April 10, 2000 Annual General Meeting

Casey advised that the year 2000 marks an important milestone for our Company. This year also marks an important event for four of our employees. The year 2000 marks 10 years of service with our Company for Estelle Boyd, 15 years for Darlene Sullivan, 20 years for Georgina DeCoste and 25 years for Bill Chisholm. Your Board of Directors has given each a gift certificate to mark the occasion and congratulates them for their years of service.

July 11, 2000 Executive Meeting

There was a discussion on the potential broker agreement with Portage. It was moved by Sid and seconded by George to recommend to the Board of Directors at our August 24, 2000 Director's Meeting that our Company enter into a broker agreement with Portage LaPrairie Mutual in order to provide auto insurance coverage to our policyholders. Motion Carried.

October 10, 2000 Executive Meeting

Before the Meeting was called to order, Ted Mattie and George Baxter presented our Annual Donation (\$4,000) to Wendell Schuurman of the St. Martha's Regional Hospital Foundation. A picture of the presentation will be in the next week's Casket. It was noted our contributions to the Foundation over the past 7 years now total \$32,000.

Bill has decided, after discussion with the Agents, to start writing Auto insurance for Portage in January.

February 21, 2001 Directors Meeting

It was moved by Ted and seconded by Carroll to approve a 7% premium refund from surplus for the year 2000 and that the refund cheques be mailed June 15, 2001. Motion Carried.

It was moved by Sid and seconded by George that all future premium refunds from surplus be paid as a credit on renewal with the exception of the 1st quarter renewal. Motion Carried.

May 29, 2001 Executive Meeting

It was moved by George and seconded by Ted to pledge \$15,000 over a five year term to the Millenium Project or \$25,000, if more than the normal tax credits are available to us. Motion Carried.

July 12, 2001

Before the Meeting was called to order, our annual contribution of \$4,000 was made to members of St. Martha's Hospital Foundation. The total contributed to date is \$36,000 with our final installment of \$4,000 due to be paid in 2002.

July 12, 2001 Executive Meeting

Bill advised that the Eastern N.S. Exhibition Board of Directors is looking for a donation to help in the rebuilding of their horse barn. It was felt it may be awkward for us to make a donation when we are the Company that paid the claim.

It was agreed our Company should buy the Exhibition fund raising tickets up to a maximum of \$500 and that any amount or prize won would be given back to the fund raising committee to use toward the new barn.

August 21, 2001 Directors Meeting

Casey advised on the Oil Spill seminar which he considered a valuable learning experience. He advised that the majority of Maritimers use oil heat and therefore, the potential for numerous expensive Oil Spill claims is very real.

Both Casey and Bill made comments on the CAMIC Banking issue and advised that both would be attending the CAMIC Convention in Ottawa in September where an update report on this subject would be made.

December 21, 2001 Directors Meeting

By year end we should have 300 Auto Insurance policies in place with premiums of \$250,000.

Final donation of \$4,000 to St. Martha's Hospital Foundation will be made by year end.

April 22, 2002 Directors Meeting

It was moved by George and seconded by Duncan to approve the Proposed Expansion Project and that same should commence by September 1, 2002. Motion Carried.

It was moved by Charles and seconded by Joe to approve proposal A (attached) for the new Company Staff Bonus Plan. Motion Carried.

August 20, 2002 Directors Meeting

It was moved by Joe and seconded by Ted to donate \$1,000 to the Eastern N.S. Exhibition Association for use in rebuilding their Draft/Multi-purpose Barn. Motion Carried.

November 19, 2002 Directors Meeting

It was moved by Charles and seconded by George that we do not pay a premium refund for 2002 in the event we are in a position to pay one. Motion Carried.

January 30, 2003 Executive Meeting

It was moved by Ted and seconded by George to invest \$30,000 in Northeastern Community Investment Inc. if the tax credit is available to us. Motion Carried.

May 27, 2003

It was moved by Ted and seconded by George to provide temporary funding in the amount of \$5,000 to the Knights of Columbus Council 1105 with the agreement the money would be repaid before year end. Motion Carried.

October 9, 2003

Bill stated that Hurricane Juan has severely impacted our Company. As well, a major weakness was exposed. If this hurricane had hit Antigonish more directly, the results would have been much more serious. If our Company had lost power, we would not be in a position to receive our Policyholders' Claim calls and therefore, doing no service to them. Therefore, installing a building generator should be a priority in the immediate future.

July 21, 2004

Casey suggested it may be time for our Company to consider a specific term for a President's position. He felt a more frequent rotation of the President's position would be to the benefit of our Company.

October 7, 2004

It was agreed to enter a Curling Team into the Monday Night League and pay for same.

December 21, 2004

The potential for selling farm insurance in Newfoundland was raised. Bill advised there

is a potential to acquire some farm business in Newfoundland and the possibility will be looked into during the first half of 2005.

June 16, 2005

The idea of initial preparations for our 100th Birthday (2010) was discussed.

March 22, 2006

Bill advised that Kings believed a gentlemen's agreement was no longer appropriate. Bill added that the issue came up after we insured the ACA Co-op business in Berwick and surrounding area.

June 20, 2006 Directors Meeting

It was moved by Joanne and seconded by Duncan for our Company to become a \$1,000 sponsor for the Annual United Way Gold Tournament in Sydney. Motion Carried.

It was agreed to offer the St. Joseph's Recreational Hall Committee a framed print of the Culledon Cairn for their fundraising efforts.

July 21, 2006 Book Committee

It was moved by Bill and seconded by Sid to appoint Toosje Van de Sande as chairperson of the Centennial Book Committee.





PRESIDENTS AND DIRECTORS

Under the leadership and vision of A. S. MacMillan, a group of community-minded citizens gathered to form the Antigonish Farmers Mutual Fire Insurance Company. Its aim was to provide affordable insurance to the rural community.

With a plan for district representation in mind, ten directors were appointed, one from each polling district. The first president was A. S. MacMillan, who gave leadership to the fledging company. He served in this capacity for six years, and for three more years as director until his career took him out of Antigonish. Over the years many other organizations benefited from his skills and leadership.

The early directors wore many hats. They canvassed for business, acted as agents, adjusted claims and as the governing board, approved or rejected applications for insurance coverage. Early directors George Vinten, H. Eadie and George Taylor were given the task of preparing by-laws for the new company. These by-laws were approved at the meeting held April 15, 1910. The structure of the new company was in place.

Directors also served as auditors in the early years. W. Vinten and Ronald Chisholm were appointed auditors at the organizational meeting, 1910. Later, on January 14, 1914, John Crocket and John C. McNaughton were appointed auditors and served for several years.

The directors set the tone for caution and careful growth for the new company. The annual meeting, held January 17, 1916 passed a motion that incoming directors not be given the authority to be agents. Directors were instructed not to accept any hazardous risks at that same meeting.

The directors were leaders in their communities, in agriculture and in other areas

of service. Duncan Grant's farm in Heatherton was an experimental farm and the Ross Farm in North Grant was designated a banner farm. Several directors served as county councilors, wardens and school board members over the years. Many other community organizations benefited from their experience and dedication to their community. A. S. MacMillan became councilor and warden of Antigonish County and later Minister of Agriculture and Provincial Premier.

The character of the board of directors seems to have developed during these years. Most directors served for a number of years, showing serious commitment to the success of the company. There continued to be representation from all sections of Antigonish and some of these family names can be recognized today on local farms and indeed on the present board.

Travel was not a simple matter and you can be sure that attending a meeting in Antigonish from Cape George, Loch Katrine or Havre Boucher was a day's travel by horse and wagon or sleigh. Perhaps for that reason meetings were not frequent. The annual meeting and one or two executive meetings were held each year. The opening of the Canso Causeway in 1955 made travel to Cape Breton more convenient. Three directors were appointed from across the causeway, two of whom served for many years. There is no expressed reason for not continuing the Cape Breton representation in the minutes of that time. It may have had to do with a desire to keep the Board numbers lower. From 1975 to the present, board numbers were reduced to eight or nine members.

The board of directors was strongly supportive of their manager. On September 11, 1940 the executive approved the action of the secretary/manager in refusing to pay the losses of George A. MacDonald and William A. MacInnis. Manager, Duncan Chisholm also held the position of director from 1954 to 1963 but was removed with a change of solicitor, who clarified the by-laws.

In 1971, an insurance policy was put in place for directors with the addition of accident coverage in 1982. In 1990, a policy of a three year term of office for directors was instituted. The company considered this to be protection from rapid change in board membership.

The board of directors that has evolved over the years continues to be knowledgeable and responsible. It takes advantage of workshops and seminars provided

by our own company and by MAMIC to improve and enhance its skills in governance. The directors are aware of legal responsibilities in providing leadership and in representing policyholders.

The responsibilities formerly carried by the executive are now shared by a number of directors' committees. Audit, conduct review, human resources and rates committees meet on a regular basis. Special committees, including the centennial committee, are struck as the need arises.

These committees report quarterly to the full board which reports to policyholders at the annual general meeting.

The length of service of many directors shows us that they were willing to make long-term commitments. Some of them died with their boots on, so to speak. The twenty listed below put in a total of 568 years of service to the company.

Long Serving Directors

W. MacIntosh	Lower South River	23 years
John Crocket	Antigonish	30 years
George Landry	Lower South River	23 years
John A. Chisholm	Maryvale	32 years
R. J. Chisholm	St. Andrews	25 years
Colin MacDonald	Beaver Meadow	21 years
James MacDougall	Sylvan Valley	22 years
John H. Kennedy	Upper South River	35 years
A. J. MacKenzie	Morristown	38 years
Fred Taylor	Lochaber	33 years
A. J. Brosha	Heatherton	33 years
W. J. MacIntosh	Antigonish	20 years
James Mattie	Tracadie	30 years
A. R. MacDonald	Antigonish	27 years

D. C. Gillis	Pinevale	25 years
Joe A. Chisholm	Harbor Center	28 years
Peter MacIntosh	Argyle	34 years
Ted Mattie	Tracadie	23 years
Casey Van de Sande	Clydesdale	1969 - Present
George Baxter	Addington Forks	1983 - Present

Company Directors

A. R. McAdam	Malignant Cove	1910-1911
John Gillis	Morar	1910
John A. McLeod	Harbor Road	1910-1912, 1919-1922
Geo Taylor	Antigonish	1910-1915
P. Wall	Glen Alpine	1910
A. S. McMillan	Upper South River	1910-1918
W. C. McIntosh	Lower South River	1916-1917, 1919
Jos Benoit	Pomquet	1910
H. Eadie	Clydesdale	1910-1912, 1914
Geo Vinten	Antigonish	1910
Alex Manson	Lochaber	1911-1912, 1914-1918
J. C. Chisholm	Lower South River	1911-1912
A. Sinclair	South River Lake	1911-1912
R. Chisholm	Antigonish	1911-1912, 1914
W. Vinten	Sylvan Valley	1911-1914
D. McDonald	Arisaig	1911
D. R. Chisholm	Pomquet River	1913,1915,1920-21,1934,1939
W. McIntosh	Lower South River	1913-1915, 1920-1940
Herb Smith	Clydesdale	1912

J. D. McDonald	South Side Cape George	1913,14,16, 1919-1930
J. A. McDonald	Harbor Road	1913
J. A. Sinclair	Goshen	1914-1916
Rob Suttan	North Grant	1914-1915
John Crocket	Antigonish	1915, 1918-1946
D. W. Grant	Heatherton	1915-1919, 1931-1932
W. J. Chisholm	Clydesdale	1915
John D. McLeod	Harbor Road	1916-1917
Ronald Chisholm	Brierly Brook	1916, 1923-1930
W. Delorey	Tracadie	1916-1917
Wallace Crocket	Antigonish	1916-1917
J. J. Chisholm	Brierly Brook	1916, 1923-1930
W. McKeogh	Linwood	1917
Ronald McDonald	Clydesdale	1918-1922
Geo Landry	Lower South River	1918,1920-1933,1938, 1944-1951
A. J. MacGillivray	Dunmaglass	1918
A. D. Macgillivray	Upper South River	1918
Allan Beaton	Brierly Brook	1918
John A. Chisholm	Maryvale	1919-1951
James Thompson	Cloverville	1919-1927
Howard Hulbert	North Lochaber	1919, 1940-41
D. R. Henderson	Copper Lake	1920-1922
F. R. Irish	Afton	1920-1930
Wm. Walsh	Fairmont	1923-1931
A. D. MacPherson	Upper South River	1923-1927, 1929
Garfield McDonald	Middleton	1923-1931
Wm. McDonald	St. Joseph's	1924-1931

R. J. Chisholm	St. Andrew's	1925-1947, 1950-1951
P. D. Hanrahan	Antigonish	1927-1928
A. H. MacPherson	Upper South River	1927-1938
Newman Carter	Antigonish	1929-1931
D. R. Chisholm	St. Andrew's	1930-1931
John J. Chisholm	William's Point	1930-1931
Allan A. MacDonald	Lakevale	1930-1931
Freeman Reid	Antigonish Harbor	1930-1931
Stephen McDonald	Livingstone's Cove	1931-1933, 1940-1951
Dan A. MacDonald	Brierly Brook	1930
Wm. Tate	Fraser's Grant	1932, 1934-1945
Dan A. Chisholm	Pomquet River	1932-1933
John Connors	Bayfield	1932
N. Kirk	Clydesdale	1932-1934
John McDonald	Glen Apine	1932-1939
Moses Pettipas	Tracadie	1932-1939, 1941-1944
J. P. Leyden	Bayfield	1933-1939
Colin MacDonald	Beaver Meadow	1933-1953
Wm. Webb	Havre Boucher	1933-1939
H. Power	Springfield	1934-1939
Will Ross	North Grant	1934-1940, 1942-1951
James MacDougall	Sylvan Valley	1935-1956
John H. Kennedy	Upper South River	1939-1973
John MacGillivray	Lakevale	1940-1949
G. W. McChesney	Afton	1940-1951
E. M. Corbett	Havre Boucher	1940-1951
M. L. Cameron	North Lochaber	1942-1949, 1952

C. H. Landry	Lower South River	1944-1946
Rod Chisholm	Meadow Green	1947-1951
A. J. Chisholm	Heatherton	1948-1950
J. B. Thompson	Cloverville	1950-1951, 1953-1954
A. J. MacKenzie	Morristown	1950-1987
Fred Taylor	Lochaber	1950-1982
Alex Ross	Arisaig	1952-1954
Leo Roberts	Cape George	1952-1970
J. C. Chisholm	Antigonish	1952-1953
Charles Bonvie	Tracadie	1952-1954
A. J. Brosha	Heatherton	1952-1984
Leo Benoit	Pomquet	1952-1967
Francis Fougere	Havre Boucher	1952-1954
Hector MacIsaac	James River	1952-1956
Duncan Chisholm	Manager	1954-1963
W. F. MacIntosh	St. Andrew's	1955-1974
James Mattie	Tracadie	1955-1984
A. R. MacDonald	Antigonish	1956-1982
D. C. Gillis	Pinevale	1957-1981
John F. Hart	N W Margaree	1957-1972
James MacDonald	West Bay Road	1957-1974
Ralph McKeigan	Cleveland	1957, 1964
D. J. Chisholm	Manager	1964-1967
Casey Van de Sande	Clydesdale	1969-
Joe A. Chisholm	Harbor Centre	1971-1998
Peter MacIntosh	Agyle	1975-1998
Terry Taylor	Lochaber	1983-1988

George Baxter	Addington Forks	1983-
Carroll Brosha	Heatherton	1985-1987
Ted Mattie	Tracadie	1985-2008
Duncan MacInnis	Arisaig	1987-
Gerry Grant	Brierly Brook	1988-2001
Charles MacKenzie	Morristown	1993-
Syd Taylor	Lochaber	1996-
Joanne VanderLinden	Brierly Brook	2002-
Al Masters	Antigonish	2003-
Mary Bekkers	Lanark	2003-
Bruce Sinclair	Goshen	2008-



Current Board of Directors

*Sitting left to right:
Mary Bekkers (V.P.),
Charles MacKenzie
(President), Casey van de
Sande, & Joanne Van der
Linden.*

*Standing left to right:
George Baxter, Sid Taylor,
Al Masters, Duncan
MacInnis, & Bruce Sinclair*

PRESIDENTS



Alexander Sterling MacMillan 1870 - 1955

President 1910-1915

Alexander MacMillan was a founding force and the first president of Antigonish Farmers' Mutual. Mr. MacMillan was a remarkable man, born and raised in Upper South River. He was a son of Allan and Euphemia Gunn MacMillan. He wrote a warm account of his early life which exposed him to a community of mixed religion and produced an open-minded lack of prejudice. Children were involved in music, debating and sports. Families were hard-working, self-reliant and for the most part self-sufficient.

At 19, Mr. MacMillan went to Massachusetts, U.S. where he furthered his education as an electrical engineer and gained experience with telephone installation and construction. Back to Antigonish in 1902, he became a municipal



councilor and warden from 1903 to 1916. He was also founder and manager of the Antigonish & Sherbrooke Rural Telephone Co., (1904-1911). He served as president of the Antigonish and the Nova Scotia Farmers' Association.

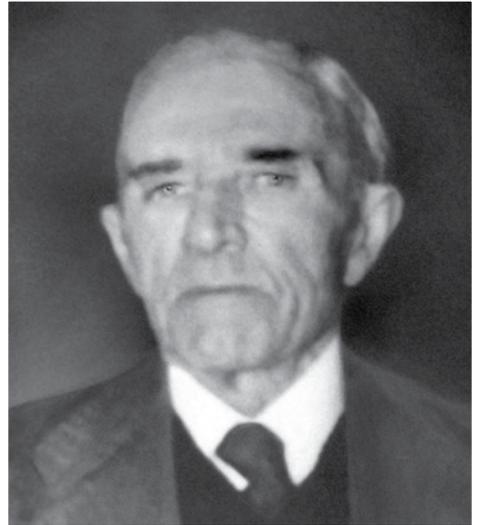
As first president of Antigonish Farmers' Mutual, he guided the company till 1915, when his career took him to other parts of the province. He was a member of the legislative council and Minister of Highways. He was elected MLA for Digby in 1928 and later Hants County in 1933, served as Minister of Agriculture, Minister of Highways and Premier of Nova Scotia from 1940-1945. In addition he served on a number of other boards and societies.

Mr. MacMillan was married to Martha Sinclair from PEI and had a family of one daughter, Ruth, and a son, Allan. He died at 83 in Halifax and is buried in Upper South River, Antigonish County. The MacMillan name and lands are still to be found in Upper South River.

Duncan William Grant 1873 - 1957

President 1916-1917

Duncan Grant was born in Heatherton, son of Mary Chisholm Grant and John Grant. His life-long interest was agriculture. For many years, Mr. Grant's farm was operated as Thorncliffe Farm: an experimental station from the Department of Agriculture; developing seeds, fruit trees and livestock. His farm passed to his son, Bennie, and is presently owned and operated by Peter and Liz van den Heuvel and continues to be a beautiful property.



Mr. Grant maintained a deep interest in his community; was a member of the local school board; and worked closely with authorities to help settle land sales and deeds in the communities of Pomquet, Heatherton and St. Andrews. He helped develop the Co-op and Credit Union in Heatherton. He served as a director for Antigonish Farmers' Mutual from 1915-1919 and 1931-32 and was president from 1916-1917. He died in 1957 at the age of 84 leaving his wife, Margaret Jane MacDonald of Glassburn and eleven children.

John R. (Jack) Crocket 1878 - 1959

President 1918-1946

John R. (Jack) Crocket first became a director of Farmers' Mutual Fire Insurance Company in 1914 and served as president from 1918 to 1946, and so was a guide and leader to the young company. Under his term the company hired Duncan Chisholm in 1919, which proved to be a wise choice. It resulted in his many years of service as Secretary-Manager. Both men influenced the growth and success of the company.



Mr. Crocket's grandfather William Crocket came from Scotland, settled first in Lochaber where he operated a grist and sawmill in 1837. In November, 1943, he purchased the farm west of Antigonish from William Irish, Gregor Whidden, and Robert Trotter. He moved to the site with his family. After his death in 1855, the farm was bequeathed to his two sons, William and James. The Crockets were successful and prosperous farmers. Two homes were built. William married Harriet Baxter of Addington Forks and they were the parents of John. John himself did not marry but became one of the areas leading agriculturalists. He took a leading role in the formation of the Antigonish Dairy, the Farmer's Co-operative, the Antigonish Agricultural Society and the Brierly Brook Telephone Company. He was an active member of St. James Church, Jewel Lodge, and Rebekah Lodge.

In 1946, Jack and his cousins, Wallace and Charlotte, transferred a total of 200 acres and houses to Alexander G. and Vincent J. MacDonald.

The family home, built circa 1840's was occupied by the Crocket family for nearly 100 years, then by the James Floyd family, and is presently owned by Dr. Graham and Susan Miles.

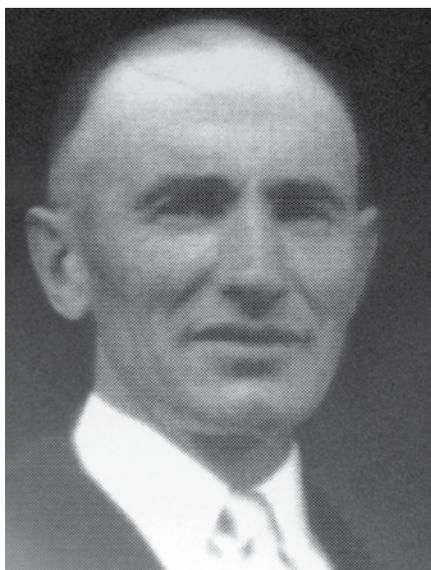
Some other interesting connections: Jack's sister, Elizabeth MacDonald Crocket married Alexander James Chisholm and raised their family at West River on the farm presently owned by Wayne and Ann MacDougall. Their daughter, Isabel Graham Chisholm, became Mrs. Albert E. Whidden. Daughters, Bertha and Harriet married brothers Ernest and Herbert Smith, familiar names in the hardware business.



William L. Ross 1898 - 1951

President 1947-1950

Will Ross was born in North Grant, son of James Allan and Mary MacLean. As he was 13 when his father died, he assumed responsibilities early in the operation of the family farm. In 1921, he attended People's School at St. F. X. and applied the principles of agricultural science to the home farm. His success was recognized as his farm was awarded the designation of being a "Banner Farm". This designation was awarded to only a few select and superior farms. He was very active in community affairs. He was a good speaker and could be depended upon to discuss current problems with clarity. He became a director of the Farmers' Mutual in 1934, served as Vice-President (1936-1946) and as President 1947-1950.



Mr. Ross died suddenly in January, 1950 shortly after the annual meeting re-elected him president. A special meeting was called to choose a new president: James MacDougall. The Ross farm was offered for sale in The Casket in September, 1951. It was purchased by Jim MacPherson and presently farmed by son, Jerome and wife, Linda.

Mr. Ross was also active and faithful in his religion and was a member of Knights of Columbus. He was survived by his wife, Janet Chisholm, and son Allan. It can also be noted that S. J. MacKinnon, prominent in agriculture at the time, was his brother-in-law.

James Archibald (Jim) MacDougall 1883 - 1980

President 1951-1956

Jim MacDougall was born in Cape George, Antigonish County to Angus MacDougall and Jessie Hanrahan. The family moved to Harbor Centre and resided there for some years.

As a young man, Mr. MacDougall worked as a linesman in California and the Yukon Territory. On his return to Nova Scotia, he purchased a farm in Sylvan Valley and entered the dairy business. He farmed until 1956, when he retired to St. Ninian Street. He also retired from Farmers' Mutual that same year. The farm was sold to the Adrian van de Sande family, operated by Casey and now by son David.



Mr. MacDougall was involved with the People's Co-op Movement. He was an active organizer and exhibitor for the Fall Fair. He was also involved in the St. Vincent de Paul Society. He became a director of Antigonish Farmers' Mutual in 1935, was vice president from 1935-1936 and from 1948-1951. He became president after Will Ross's sudden death in 1951 and served until 1956.

Mr. MacDougall died in 1980 at the great age of 96. His wife was Margaret Chisholm, daughters Ann Grant and Bernadette Landry and son Roddy are still local residents.

Angus Joseph MacKenzie 1911 - 1992

President 1957-1987

The sixth president, A. J. MacKenzie, was the longest serving president of the company. He became a director in 1950 and vice-president in 1951 to president, Jim MacDougall. On MacDougall's retirement in 1956, A. J. became president.

During his presidency, Farmers' Mutual continued its steady growth. A significant milestone was the purchase of the company building in 1977, which gave the company a permanent home.

The company celebrated its fiftieth anniversary in 1960 and in 1961, manager Duncan Chisholm retired and his son, Donald Chisholm, took over the reins. Chisholm and MacKenzie with vice-president Fred Taylor prudently directed the company for many years.



John, A. J. MacKenzie's grandfather, originally came to Antigonish from Lake Ainslie, to work as a stonemason, in the building of St. Ninian's Cathedral, a local landmark. John settled in Big Marsh. His son, Charlie, married Cassie Cameron and settled in Morristown. Their son, A. J., with his wife, Marie Beaton, from Hayes River, also raised their family in Morristown.

A. J. delivered mail for ten years, from Cape George to Antigonish, changing his team at his stable in Morristown. As a dairy farmer, MacKenzie shipped milk to Eastern Co-op Dairy, also serving as director of the Company. A. J. was elected municipal councilor in 1950 and warden in 1956. As a school board member, he was a participant in the major step of amalgamating rural schools and the building of regional high schools, particularly St. Andrew Rural High School.

A. J.'s sense of community led him to serve as director on the N. S. Milk Producers Association, the Bergengren Credit Union, and St. F.X. University.

Ann Marie MacKenzie, his grand-daughter, recalls Donald Chisholm, secretary/manager, coming to the MacKenzie home in Morristown. The two men sat at the dining room table where documents were signed. This speaks of a time when business was personal and hands-on. It also speaks of dedication and commitment.



Peter MacIntosh 1917 -

President 1988-1997

Born in Argyle, Guysborough County, Peter MacIntosh became a director of the Company in 1975. He served as vice-president to A. J. MacKenzie from 1985-1988, and became president in 1988, retiring in 1997 at the age of eighty. During his presidency the company grew; entered the computer age; increased staff; and took on the third in the direct line of Chisholm managers in the person of William J. Chisholm who became the secretary-manager in 1990.

Mr. MacIntosh is a descendent of Duncan MacIntosh who came from Scotland in 1843 with his wife, Margaret MacGregor, from the Isle of Mull, together with their seven children. After a three month crossing, the family landed at Mulgrave. Peter is fourth generation being son of William, who is son of Peter, the son of Duncan.



Peter and his wife Christina MacGregor of Springfield, operated a small dairy operation as a cohesive team. They had a daughter Greta, and a son, Lewis, who resides with his father on the family homestead in Argyle.

Peter retired from dairying in 1980, while maintaining a small beef operation until 1993. His interest in his community lead to service as a board member of the former Eastern Dairies Co-op and St. Andrew's Co-op during the 1960's and 1970's. In 1990 he was awarded an honorary membership in the Antigonish-Guysborough Federation of Agriculture. He is a member of the Sunset Seniors Club in Country Harbour. He is a member of King's United Church, Loch Katrine. He has traveled extensively over the last number of years, to Western Canada, Bermuda and Florida.

Casey Van de Sande 1940 -

President 1998-2006

Casey Van de Sande became a director of the company in 1969. He served as vice-president to Peter MacIntosh 1988-1997 and as president 1998-2006. He has seen and guided much growth in the company: the company building was expanded; staff and company products increased to include car and boat insurance.

Casey was born in Holland and immigrated to Canada with his family in 1956. The family settled in Sylvan Valley on the farm owned by former Company president Jim MacDougall. Casey graduated from N.S. Agricultural College in 1960. In 1965, he married Toosje Van Berkel and together they purchased the family farm. Shortly after, new highway construction forced a relocation of the farm to Clydesdale to the former Adam Kirk farm site where a modern dairy facility was built. Their son David, and his wife Jennifer continue to farm at this site.



Casey was a progressive farmer, especially in the area of field crops. He was also involved in agricultural and community organizations. He was the first President and a charter member of the Braemore Co-op (1964). He is a former President of the Antigonish-Guysborough Federation of Agriculture (1966-1967), the Antigonish-Guysborough Veterinary Board, the Antigonish 4-H Leaders Council (1980-1982), Eastern Dairyfoods (1973-1975), the N. S. Milk Producers Association, the N.S. Holstein Association (1982-1983), and the Altantic Dairy Livestock Improvement Corporation (ADLIC) (1996-1997). He is a former director of the N.S. Federation of Agriculture (V.P. 1971-1972); the N.S. Animal Breeders Co-op, the N.S. Farm Labor Pool; and the N.S. Farm Loan Board. He is past Grand Knight of the Knights of Columbus Council 1105 in

Antigonish and is currently District Deputy for the Knights of Columbus for the Strait Area and is a member of the Senior Choir at St. Ninian's.

The Van de Sande family were very involved in the 4-H program with their four children and were 4-H leaders for many years. They continue to be generous with their time and talents in their Church and community.



George Baxter

President 2006 - 2007

George Baxter began his service to Antigonish Farmers' Mutual as a director in 1983. He served as vice-president to Casey van de Sande 1998-2006. His was the first presidency under the policy of rotating two year terms. George brought quiet efficiency to the office of president. Changes were made to the computer system and a generator was installed in the building. The company has offered boat insurance in addition to its full line of coverage.

The Baxters have a long history in the area. The History of Antigonish, edited by Raymond MacLean, makes mention of Andrew Baxter with Colonel Hierlihy and others as industrious and thrifty, purchasing land from soldiers who were abandoning their grants. The Antigonish Heritage Museum documents a land purchase in 1801, Sept.7



from Alexander MacDonald and wife Margaret. Farm lot #18 from the Addington Grant was purchased for 12.00 pounds, notarized before Edward Irish, Dorchester, County of Sydney.

George Baxter is the sixth generation to hold property in Addington Forks. He has maintained a community and church involvement. He is a member of the Federation of Agriculture, an exhibitor and member of committee for Eastern Nova Scotia Exhibition. He is an elder of St. James United Church and a member of the Men's Choir.

With his wife, Anne, he owns a beef and sheep operation on the family farm. They, with their four children, were involved in 4-H over the years. In addition, George has been employed for 40 years as a bus driver by the local school system. He has continued industriously in the Baxter fashion.

Charles H. MacKenzie 1942 -

President 2008 - 2009

The President of Antigonish Farmers' Mutual, as it celebrates its Centennial Year, is Charlie MacKenzie, a second generation director and president. Charlie's father, A. J., was president when the company celebrated its fiftieth anniversary. Farmers' Mutual and Chisholm managers were household names when Charlie became a director in 1993.

A retired commercial fisherman, Charlie served as a director and president of Antigonish Fishermen's Co-op, presently known as North Bay Co-op. His first hand knowledge of the fishing industry was a valuable asset in the company's expansion into boat insurance. He has been an equal opportunity employer, having had his daughter, Maureen, fish with him for four years.



Charlie is a member of the Federation of Agriculture, a past exhibitor and a present director of the Eastern Nova Scotia Exhibition. He has served as president of the Nova Scotia Cattle Producers and as Nova Scotia's representative on the executive of the Canadian Cattlemen's Association (CCA). Currently, he is Vice-Chair of the CCA Beef Cattle Research Committee.

A long time member of the Plumbers and Pipefitters, Local 244, Charlie has worked on a number of construction projects across Canada.

Charlie lives in Morristown, across from the family home, and operates a beef farm. Along with his wife, Anne, and daughters, Anne Marie and Maureen, he had been involved in 4-H over the years. A highlight of those years was his daughters being selected to show their 4-H calves at the Royal Winter Fair in Toronto.

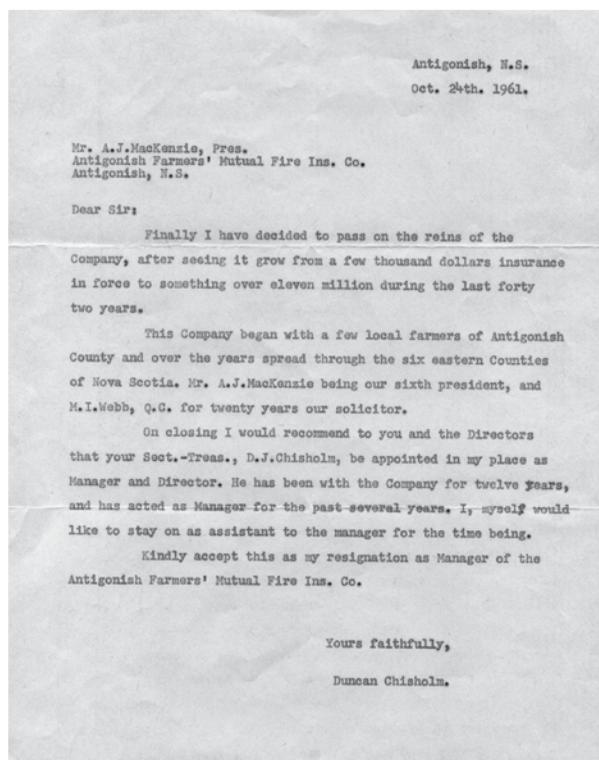
He maintains a strong interest and involvement in community, church and politics.

MANAGERS, AGENTS AND STAFF

The Antigonish Farmers' Mutual Insurance Company has had a remarkably low turnover in its management and staff, in the first one hundred years. George Vinten, the first Manager, held that position for ten years. He was succeeded by Duncan Chisholm (1919-1961); who in turn was succeeded by his son Donald J. Chisholm (1961-1989). The current Manager, William J. Chisholm (1990) continued the tradition of his father and grandfather by also making the insurance business his life's work.

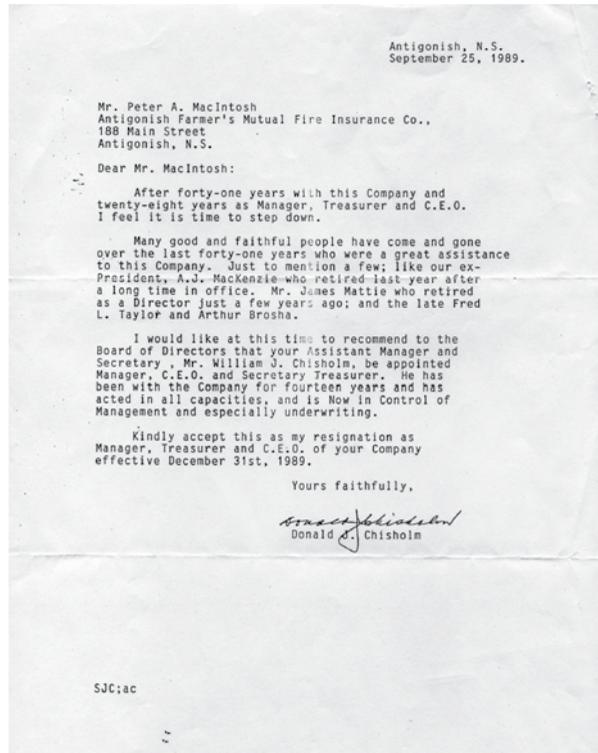
The position of Manager has evolved over the years, from working part-time and operating out of the Manager's home to a full-time position demanding expertise in many areas of human resource management. Duncan Chisholm who was Manager from 1919-1961 was joined by his son Donald J. in 1948. This was the first time that there were two people in the office. Donald J. held the position of Secretary until he was hired as Manager in 1961, upon the retirement of Duncan Chisholm.

Duncan Chisholm's Letter of Resignation. October 1961



Donald Chisholm's Letter of Resignation. September 1989.

As the Company business increased, it necessitated the hiring of William J. Chisholm in 1975. He took on the position of Assistant Manager and Secretary the following year, giving the Manager much needed support with the growing company. When the Antigonish Farmers' Mutual Fire Insurance Company purchased the Main Street property, which was to become its permanent home, additional support staff was added as the need arose. As the business expanded, and government regulations changed, the manager's job became even more complex.



In an effort to make the Company more efficient there was increased emphasis put on education and improved structure for the Board of Directors, the Agents and the Staff.

With the advent of more government regulations the Board established additional committees which resulted in more meetings and the need for education of the Directors. Through their attendance at seminars and information sessions the whole Board of Directors became more informed and more accountable to its policy holders.

The Antigonish Farmers' Mutual Fire Insurance Company experienced a period of rapid growth in the early nineties. In an effort to stay up to date, computers were purchased for the office and the staff was educated in their use. The Staff was also required to take Canadian Insurance Professional (CIP) courses and attend other relevant insurance related seminars.

There was also a concerted effort made to consolidate agents' territories so that there would be full-time agents as opposed to part-time. Agents were required to take the Nova Scotia Fundamentals of Insurance Course and were encouraged to take additional insurance courses when were available. Eventually agents were also required to take more inspection training. All this resulted in much better informed groups of agents selling policies on behalf of the Company. The purchase of digital cameras and lap top computers for the agents helped them communicate much more effectively with the office staff.

When education and improved structure became a priority for the Manager, his reports at the Board meetings required much more detail. The first Company Strategic Planning Session, held in 1998, helped the Board to look at itself, identify areas of concern, and put in place some long range goals. These sessions are now held every three years. To help with the growing book of business for Auto Insurance, Wayne Doucett was hired to manage the Antigonish Farmers Mutual Agency. In addition Mark MacDonald was hired as in-house Inspector for the Company. In order to grow the Company, in the years to come, the emphasis for the manager will continue to be the education of the directors, agents and staff and the improvement of the structure within the Company.



George Vinten 1845 - 1919

Manager 1910 - 1919

The first secretary-manager of the fledgling insurance company was George Vinten. He was born in Canterbury, England, in 1845, and immigrated to Nova Scotia in 1888 with his wife, Elizabeth, and son William. He lived in Salt Springs briefly then moved to Lower South River to the present day Landry farm location. He operated a cheese factory on that site and was involved in the operation of cheese factories in Antigonish and Pictou counties.

The family was involved in community affairs. His son, William purchased a grist, carding mill and kiln at Sylvan Valley on the Wright's River. It was known as Trotters Mills and was established in 1867. This site is presently owned by the Vromans family of Sylvan Valley. William also served as Mayor of Antigonish.



In addition to being one of the founders of Antigonish Farmers' Mutual, Mr. Vinten served ten years as secretary-manager. He sold the Company's first policy to his neighbor, James Dunn, on May 16th, 1910. The policy covered a barn for \$500 and cost \$3.75 for a three year term. In 1999, the Dunn family kindly returned the first policy to our company. Company records were kept in his home until the year of his death in 1919. The minutes are still in tact and hand-written in the old style script.

Mr. Vinten gave dedicated service to the new company.

Duncan Chisholm 1873 - 1964

Manager 1919 - 1961

Duncan Chisholm was born in Brierly Brook in 1873. His grandparents had immigrated from Strathglass, Scotland. His father, Donald Angus was born in Brierly Brook in 1835. The family property is now owned by Harry and Joanne van der Linden who continue the tradition of quality farming.

Duncan Chisholm was a man of many interests and talents, wearing many hats. He attended St. F. X. University. He operated a general store on Main Street for over 25 years, living over the store. He served as Sheriff of Antigonish for over 35 years. He was secretary of the Antigonish County Exhibition, a charter member of Knights of Columbus, Council 1105; financial secretary 37 years for that organization; and Secretary of St. Vincent de Paul Society. He was also known as an avid gardener.



His secretary-managership of Antigonish Farmers' Mutual began in 1919 and continued until 1961. This was a crucial and formative time for the Company and under Mr. Chisholm's careful stewardship the company continued to grow even during the difficult depression years. He managed the Company from his home and from various other sites along Main Street that fit with his varied occupations.

After 43 years of service, he retired in favor of his son, Donald.

In 1920, Mr. Chisholm married Mary E. Chisholm of South Side Harbor (the Ryan property which is now farmed by the Overmars family). They had a family of two daughters and one son, Donald. Donald, in turn, continued the tradition of dedication and service to the Company.

Donald Chisholm 1921 - 2005

Manager 1961 - 1989

Donald Chisholm was born in Antigonish and followed local tradition as a Bulldog hockey player and later as treasurer of that organization. Responding to the call for World War II, he served in the Canadian Army from 1942-1945. Post-war, he worked in the accountants department of the Royal Bank in Sherbrooke, P.Q., Truro, Halifax and Lethbridge. He married his wife, Anne Cousineau, in 1948 in Ottawa, Ontario. They raised their four children in the town of Antigonish.



Donald joined his father in Antigonish Farmers' Mutual in 1948 as assistant manager (a staff of two). He became manager in 1964. The Company acquired the former N.S. Credit Union Building in 1977, which gave the Company a head office and a permanent home. He took on the mandate to provide quality insurance and service to policy holders. As a full time manager his careful and conservative management allowed continued and solid growth.

Mr. Chisholm was active in mutual insurance and community organizations. He was President of the Maritime Association of Mutual Insurance Companies (MAMIC).



He is a former Deputy Sheriff of Antigonish. He was a Town Assessor and served as a Judge of the Antigonish-Guysborough Assessment Appeal Court for several years. He was a long time director of the Antigonish Golf Club, serving as treasurer and as president twice. He was a treasurer of the Royal Canadian Legion, Arras Branch 59, in Antigonish. He was a member of the Fourth Degree Knights of Columbus and was involved with the St. Vincent de Paul Society for nearly forty years.

William J. Chisholm 1953 -

Manager 1990 - Present

Bill Chisholm was born in Antigonish and graduated from St. F. X. University with a BBA in 1974. He worked a year as a Metropolitan Life representative. He joined Antigonish Farmers' Mutual in September, 1975 and became Manager in 1990.

Bill has been a man of his time: introducing modern technology; and visioning new growth and opportunity. He has been pivotal in the tremendous growth of the company since joining the management team. The building has been expanded, front and back, giving capacity for company growth and rental potential. Staff has been expanded to 11 in house in addition to agents in the field.



Bill, with the Board, has also offered leadership in community citizenship with donations to local and regional hospitals, athletic organizations and The Coady International Institute.

He is a past President of the Maritime Association of Mutual Insurance Companies (MAMIC) and has served as its secretary. He is a former director of the Canadian Association of Mutual Insurance Companies (CAMIC). He was an executive member of the Royal Canadian Legion, Arras Branch 59 in Antigonish. He is a former Board member of the Antigonish Golf Club and served in several positions including president. He is a member of the Knights of Columbus, Council 1105 and served as its Financial Secretary for three years and is 4th Degree member. In addition, Bill has served on numerous community service boards and is currently Treasurer for the Antigonish Highland Society.

Bill with his wife, the former Linda Doiron, have three children. Family and community are very important to them. These qualities of dedication and service have benefited our company over the years.

Principal Agents of the First 25 Years

Agent	Location	Years of Service	
Dan J. MacDonald	Frasers' Mills' Ant.Co.	1910-1932	23
Andrew Sinclair	South River Lake, Ant.Co.	1910-1932	23
John A. Gillis	Morar, Ant.Co.	1910-1921	12
Chris MacDonald	Lakevale, Ant.Co.	1910-1921	12
Harry Eadie	Clydesdale, Ant.Co.	1910-1919	10
George Vinten	Lower South River, Ant.Co.	1910-1919	10
James D. Stewart	Middleton, Ant.Co.	1911-1937	27
Duncan W.Grant	Heatherton, Ant.Co.	1911-1930	20
John F. MacKeough	Afton Station, Ant.Co.	1913-1947	35
Dan A. Fraser	Southside Harbour, Ant.Co.	1916-1930	15
John D.Chisholm	Malignant Cove, Ant.Co.	1916-1928	13
W.W. Webb	Havre Boucher, Ant.Co.	1918-1940	23
Duncan Chisholm	Antigonish	1919-1961	43
D.H. Cameron	Askilton, Inv.Co.	1919-1943	25
Dan J. Mackenzie	St. Andrews, Ant.Co.	1919-1932	14
Alex J. MacDonald	Glassburn, Ant.Co.	1920-1932	13
Archie J. Chisholm	Glassburn, Ant.Co.	1921-1932	12
J. Howard MacKichan	Cleveland, Inv.Co.	1922-1935	14
R.D. MacLean	James River, Ant.Co.	1922-1931	10
C.F. MacAdam	Margaree Harbour, Inv.co.	1923-1943	21
D.D. MacDonald	South River Rd., Ant.Co.	1924-1946	23
Leonard MacPhie	Cape George, Ant.Co.	1927-1939	13
Donald F. Connolly	Boylston, Guys.Co.	1930-1964	35
Frank Landry	Pomquet, Ant.Co.	1930-1939	10
Garnet Smith	Port Hood, Inv.Co.	1931-1966	36
Donald Sinclair	Goshen, Guys.Co.	1932-1978	47

Years of Service (15 years or more)

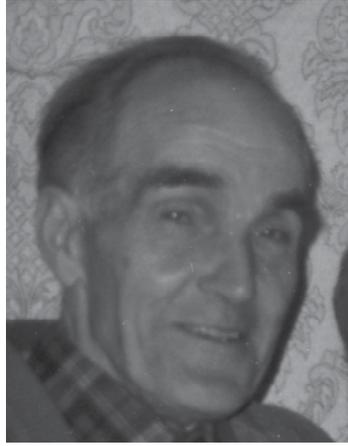
Agent	Location	Years of Service	
Donald Sinclair	Goshen, Guys.	1932-1978	47
Borden MacPhee	Forks Baddeck, Vic.	1940-1983	44
Duncan Chisholm	Antigonish	1919-1961	43
Donald J. Chisholm	Antigonish	1949-1989	41
John F. MacKeough	Afton Station, Ant.Co.	1913-1949	37
Arthur Salsman	Stormont, Guys.Co.	1938-1974	37
Garnet Smith	Port Hood, Inv.Co.	1931-1966	36
Donald F. Connolly	Boylston, Guys.Co.	1930-1964	35
William J. Chisholm *	Antigonish	1976-2010	35
George Coady *	Margaree Centre, Inv.Co.	1978-2010	33
Donald W. Connolly	Boylston, Guys.Co.	1965-1996	32
James D. Stewart	Middleton, Ant.Co.	1911-1937	27
D.H. Cameron	Askilton, Inv.Co.	1919-1943	25
Walter Gillis	East Bay, C.B. Co.	1979-2003	25
W.W. Webb	Havre Boucher, Ant.Co.	1918-1940	23
D.D. MacDonald	South River Rd., Ant.Co.	1924-1946	23
Andrew Sinclair	South River Lake, Ant.Co.	1910-1932	23
Dan J. MacDonald	Frasers' Mills, Ant.Co.	1910-1932	23
C.F. MacAdam	Margaree Harbour, Inv.Co.	1923-1943	21
Angus D. MacDonald	St.Margaret's Village, Vic.Co.	1958-1978	21
Duncan Grant	Heatherton, Ant.Co.	1911-1930	20
Joseph V. Brow	Havre Boucher, Ant.Co.	1940-1959	20
Joyce Feltmate	Goshen, Guys.Co.	1981-1999	19
Peter van de Wiel *	Amherst	1993-2010	18
Clarence MacLennan	River Denys, Inv.Co.	1968-1984	17
Donald MacLellan	Sydney River, N.S.	1955-1970	16
Alex J. MacDonald	Lanark, Ant.Co.	1974-1989	16
Hope Bryden *	Goshen, Guys.Co.	1995-2010	16
Dan A. Fraser	Southside Harbour, Ant.Co.	1916-1930	15
Paul Gardiner *	Baddeck / Sydney	1996-2010	15

* *Active*

Longest Serving Agents



Donald Sinclair



Borden MacPhee

Longest Serving Manager/Agents



Duncan Chisholm



Donald J. Chisholm

Current Agents



William J. Chisholm
Antigonish



Elliot Anderson
Antigonish/Guysborough



Hope Bryden
Goshen/Guysborough



Gail Carter
Truro



Peter Van de Weil
Amherst



George Coady
Margaree Centre



Trina Teasdale
Antigonish



Paul Gardiner
Sydney/Baddeck



Sid LeVatte
Sydney



Jaymie Aucoin
Cheticamp



Wayne Doucette
Richmond County

Current Staff (2009)

Name	Year	Position
William J. Chisholm	1975	General Manager
Georgina DeCoste	1980	Chief Underwriter
Darlene Sullivan	1985	Administrative Clerk
Estelle Boyd	1990	Underwriter
Brian Morgan	1994	Claims Manager
Wayne Doucette	2005	Sales Manager
Pam Power	2006	Agency Manager
Tessie MacFarlane	2007	Accountant
Barb MacIsaac	2007	Administrative Assistant
Mark MacDonald	2008	Field Representative
Rovena Byrne	2008	Receptionist



Front row: Wayne Doucette and Bill Chisholm. Middle row: Brian Morgan, Tessie MacFarlane, Estelle Boyd, Rovena Byrne, Pam Power and Mark MacDonald. Back row: Darlene Sullivan, Trina Teasdale, Georgina DeCoste and Barb MacIsaac.