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The screening, counseling, and continuing education provided by NeighborWorks[¬] organizations makes these solid investments.

Roger Joslin Retired CFO & Chairman, Fire and Casualty Company State Farm Insurance

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State Farm Insurance Co.

The Bloomington, Ill.-based **State Farm Insurance Co.**, the nation's largest property and casualty insurer, has launched a series of initiatives to expand its markets while contributing to the economic vitality and safety of low-income neighborhoods. State Farm has invested in excess of \$100 million in support of community revitalization. To help reach its goals, State Farm has developed a long-term, strategic business relationship with Neighborhood Reinvestment Corporation and the members of the affiliated NeighborWorks® network. NeighborWorks members are all community-based nonprofits that are typically referred called Neighborhood Housing Services, community development corporations, or mutual housing associations.

In Chicago, for example, State Farm — in alliance with network member NHS of Chicago — formed the Home Safety Program. Working with the Chicago fire department, the NHS sponsors inspections of potential safety hazards such as furnaces and electrical systems and provides loans if repairs or replacements are needed. State Farm funds the loans once the homeowners have undergone training in repair and fire safety. The company also established home buying seminars in cooperation with NHS. Corporate representatives explain the home and insurance purchasing process, help with credit repair, and educate prospective buyers on property inspection and upkeep. These courses help future homeowners in the neighborhoods and identify new business for State Farm.

State Farm Insurance Co.

Baltimore Credit Union For more information contact Clayton Adams, Vice President Community Development, One State Farm Plaza, Bloomington, IL 61710, (309) 766-3164. (ingroup find an expert who can help your company with developing untapped markets (more financial services successes) OPEN: The Small Business Network OPEN: The Small Business Network Bark of America Union Bank of CA Cooperative Bank Merrill Lynch Allstate JPMorgan Chase SunGard FileeBoston Baltimore Credit Union VISA Citigroup (other business challenges) human resources human resources purchasing and procurement real estate and corporate assets branding and corporate dizenship innovation and research & bevelopment	JPMorgan Chase SunGard FleetBoston Pathmark More FleetBoston	Hear Clayton Adams, Vice President, State Farm Insurance and Todd Pittman, National Insurance Manager, National Insurance Task Force (NITF) discuss their partnership at "Business with a New Beat 2002," a Journalists Roundtable (13 MB)
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