

# ANNUAL STATEMENT

For the Year Ended

December 31, 2012

OF THE CONDITION AND AFFAIRS OF THE

## MARION MUTUAL INSURANCE ASSOCIATION

ORGANIZED UNDER THE LAWS OF THE STATE OF OHIO

Made to the

### INSURANCE COMMISSIONER OF THE STATE OF OHIO

Pursuant to the Laws thereof

NAIC Company Code

10281

Home Office

6420 SR 119 (Cassella)

Maria Stein

45860

OH

Street and Number

City

Zip Code

Mail Address

6420 SR 119 (Cassella)

Maria Stein

45860

OH

Street and Number

City

Zip Code

Main Administrative Office

(419) 925-0335

Telephone Number

Organized

February 1881

Commenced Business

July 1881

Annual Statement Contact Person

Susan M. Swartz

Telephone Number

(419) 925-0335

Contact Person Email Address

### OFFICERS

President

Tod J. Carmony

Vice President

Secretary

Susan M. Swartz

Treasurer

David E. Tschantz

### DIRECTORS

(ALL DIRECTORS MUST BE SHOWN)

Scott L Preising

Gregory T. Buehler

Tod J. Carmony

Donald A. Ramseyer

Norman H. Lewis

Timothy J. Suppes

David E. Tschantz

State of Ohio

County of

Mercer

Tod J. Carmony

President and

Susan M. Swartz

Secretary of the

MARION MUTUAL INSURANCE ASSOCIATION

above described officers of said reporting entity, and that on the reporting period stated above all the herein described assets were the absolute property of the said reporting entity, free and clear from any liens or claims thereon, except as herein stated, and that this statement, with the schedules and explanations herein contained, annexed or referred to, is a full and correct statement of all the assets and liabilities and of the condition and affairs of the said reporting entity as of the reporting period stated above, and of its income and deductions therefrom for the period ended, according to the best of their information, knowledge and belief, respectively.

Subscribed and sworn to before me, this 21<sup>st</sup>

day of February, 2013

*Kim Mast*  
Notary Public



KIMBERLY A. MAST  
NOTARY PUBLIC, STATE OF OHIO  
My Commission Expires  
Oct. 30, 2015

*Tod J. Carmony* President  
*Susan M. Swartz* Secretary  
Tod J. Carmony  
Susan M. Swartz

**ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION**

**ASSETS**

		Assets Current Year	Nonadmitted Assets Current Year	Net Admitted Assets Current Year	Net Admitted Assets Prior Year
1	Bonds (Schedule D - Part 1)	371,085.40	0.00	371,085.40	403,258.00
2	Preferred stocks, common stocks and mutual funds (Schedule D - Part 2)	226,428.86	0.00	226,428.86	349,489.00
3	Real estate (less liens, encumbrances) (Schedule A)	78,637.17	0.00	78,637.17	81,904.00
4	Cash (Schedule E)	145,322.87	0.00	145,322.87	135,012.00
5	Short-term investments		0.00	0.00	
6	Aggregate write-ins for invested assets		0.00	0.00	
7	Subtotals, cash and invested assets	821,474.30	0.00	821,474.30	969,663.00
8	Investment income due and accrued	4,516.74	0.00	4,516.74	4,831.00
9.1	Assessments or premiums in the course of collection (including agents balances)	265,923.45	0.00	265,923.45	349,314.00
9.2	Deferred premiums, agents' balances and installments booked but deferred and not yet due		0.00	0.00	
9.3	Earned but unbilled premiums (post assessment)		0.00	0.00	
10.1	Amounts recoverable from reinsurers	44,085.98	0.00	44,085.98	
10.2	Funds held by or deposited with reinsured companies		0.00	0.00	
11.1	Current federal income tax recoverable and interest thereon		0.00	0.00	
11.2	Net deferred tax asset		0.00	0.00	
12	Electronic data processing equipment and software	48,759.93	43,399.93	5,360.00	
13	Furniture and equipment		0.00	0.00	
14	Receivables from parent, subsidiaries and affiliates		0.00	0.00	
15	Aggregate write-ins for other than invested assets	0.00	0.00	0.00	0.00
16	Total Assets	1,184,760.40	43,399.93	1,141,360.47	1,323,808.00
	Details of Write-Ins for Assets:				
1501				0.00	
1502				0.00	
1503				0.00	
1598	Summary or remaining write-ins from overflow page	0.00	0.00	0.00	0.00
1599	Total aggregate write-ins	0.00	0.00	0.00	0.00

**ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION**

**2012**

**LIABILITIES, SURPLUS AND OTHER FUNDS**

		Current Year	Prior Year
1	Unpaid Losses (Underwriting Exhibit - Part 2A)	23,258.59	62,843.00
2	Unpaid loss adjustment expenses (Underwriting Exhibit - Part 2A)	0.00	
3	Commissions due and payable to agents		
4	Other expenses (excluding taxes, licenses and fees)	16,398.78	30,911.00
5	Taxes, licenses and fees (excluding federal income taxes)		
6	Current federal income taxes (including \$0 on realized capital gains (losses))		
7	Net deferred tax liability		
8	Borrowed money and interest thereon	24,157.68	29,255.00
9	Unearned assessment/premium reserve	665,112.52	509,463.00
10	Advance premium		
11	Ceded reinsurance premiums payable	96,519.72	114,760.00
12	Funds held by company under reinsurance treaties		
13	Amounts withheld or retained by company for account of others		
14	Provision for unauthorized reinsurance		
15	Payable to parent, subsidiaries and affiliates		
16	Aggregate write-ins for liabilities	0.00	0.00
17	Total liabilities	825,447.29	747,232.00
18	Surplus as regards policyholders	315,913.18	576,576.00
19	Total liabilities and surplus	1,141,360.47	1,323,808.00
	Details of Write-Ins for Liabilities:		
1601			
1602			
1603			
1698	Summary or remaining write-ins from overflow page	0.00	0.00
1699	Total aggregate write-ins	0.00	0.00

**ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION  
STATEMENT OF INCOME**

**2012**

	Current Year	Prior Year
<b>UNDERWRITING INCOME</b>		
1.1	2,118,785.42	1,975,784.00
1.2	56,438.82	
1.3	2,062,346.60	1,975,784.00
1.4	546,939.74	339,250.00
1.5	0.00	
1.6	1,515,406.86	1,636,534.00
<b>DEDUCTIONS</b>		
2	971,236.19	1,179,519.00
3	70,088.24	53,916.00
4	866,610.32	767,552.00
5	0.00	0.00
6	1,907,934.75	2,000,987.00
7	-392,527.89	-364,453.00
<b>INVESTMENT INCOME</b>		
8	32,146.94	36,948.00
9	46,457.32	19,199.00
10	78,604.26	56,147.00
<b>OTHER INCOME</b>		
11		
12	44,853.30	
13	12,991.74	13,822.00
14	57,845.04	13,822.00
15	-256,078.59	-294,484.00
16		
17	-256,078.59	-294,484.00
<b>SURPLUS ACCOUNT</b>		
18	576,576.00	892,745.00
19	-256,078.59	-294,484.00
20	-18,627.30	5,534.00
21		
22	14,043.07	-27,219.00
23		
24	0.00	0.00
25	-260,662.82	-316,169.00
26	315,913.18	576,576.00
<b>DETAILS OF WRITE-INS</b>		
0501		
0502		
0503		
0599	0.00	0.00
1301	12,991.74	13,822.00
1302		
1303		
1304		
1399	12,991.74	13,822.00
2401		
2402		
2499	0.00	0.00

**ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION  
CASH FLOW STATEMENT**

2012

	Current Year	Prior Year
<b>Cash from Operations</b>		
1	1,736,206.65	1,844,649.00
2	35,728.03	69,264.00
3	57,845.04	13,822.00
4	1,829,779.72	1,927,735.00
5	1,054,906.58	1,392,406.00
6	951,210.78	774,444.00
7		
8	2,006,117.36	2,166,850.00
9	-176,337.64	-239,115.00
<b>Cash from investments</b>		
10		
10.1	157,042.00	292,468.00
10.2	174,510.14	65,873.00
10.3		
10.4		
10.5		
10.6	331,552.14	358,341.00
11		
11.1	124,806.30	124,808.00
11.2	23,719.05	48,929.00
11.3		
11.4		
11.5	148,525.35	173,737.00
11.6	183,026.79	184,604.00
<b>Cash from Financing and Miscellaneous Sources</b>		
12.1	-5,097.32	
12.2	8,719.04	
13	3,621.72	0.00
<b>RECONCILIATION OF CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>		
14	10,310.87	-54,511.00
15.1	135,012.00	189,523.00
15.2	145,322.87	135,012.00

**ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION**

2012

**EXPENSE EXHIBIT**

		Current Year
1.1	<b>Claim Adjusting:</b>	
	Direct	0.00
1.2	Reinsurance assumed	0.00
1.3	Reinsurance ceded excluding contingent (commission and brokerage)	0.00
1.4	Net claim adjusting	0.00
2.1	<b>Commission and Brokerage:</b>	
	Direct commission and brokerage	347,438.50
2.2	Reinsurance assumed excluding contingent	0.00
2.3	Reinsurance ceded excluding contingent (commission and brokerage)	0.00
2.4	Contingent - direct (commission and brokerage)	0.00
2.5	Contingent - reinsurance assumed (commission and brokerage)	0.00
2.6	Contingent - reinsurance ceded (commission and brokerage)	0.00
2.7	Policy and membership fees (commission and brokerage)	0.00
2.8	Net commission and brokerage	347,438.50
3	Allowances to managers and agents	0.00
4	Advertising	5,598.50
5	Boards, bureaus and associations	5,161.00
6	Surveys and underwriting reports	29,720.07
7	Audit of assureds' records	0.00
8.1	<b>Salary and related items:</b>	
	Salaries	235,877.57
8.2	Payroll taxes	19,350.62
9	Employee relations and welfare	43,268.79
10	Insurance	10,894.80
11	Directors' fees	18,350.00
12	Travel and travel items	18,374.05
13	Rent and rent items	7,800.00
14	Equipment	0.00
15	Cost or depreciation of EDP equipment and software	14,638.00
16	Printing and stationery	43,476.26
17	Postage, telephone, exchange and express	19,592.70
18	Legal and auditing	30,639.18
19	Loss adjustment expenses	70,088.24
18	Investment expenses	0.00
19	Totals	572,829.78
	<b>Taxes, licenses and fees:</b>	
20.1	State and local insurance taxes	0.00
20.2	Insurance department licenses and fees	8,258.80
20.3	All other (excluding federal income and real estate)	250.00
20.4	Total taxes, licenses and fees	8,508.80
21	Real estate expenses	5,661.18
22	Real estate taxes	2,260.30
23	Aggregate write-ins for miscellaneous expenses	0.00
24	<b>Total expenses incurred (a)</b>	936,698.56
25	Less unpaid expenses - current year	16,398.78
26	Add unpaid expenses - prior year	30,911.00
27	Total expenses paid	951,210.78
	Details of Write-Ins:	
2301		
2302		
2303		
2304		
2305		
2399	Total Write-ins	0.00

(a) Includes management fees of \$0 to affiliates and \$0 to non-affiliates

**ANNUAL STATEMENT FOR THE YEAR 2012**  
**MARION MUTUAL INSURANCE ASSOCIATION**

**INSURANCE IN FORCE**

	<b>Amount (dollars)</b>	<b>Number</b>	
1	In force December 31 of previous year (to equal prior year's statement)	847,082,666	2,497
2	Written during the year	38,283,639	221
3	Total	885,366,305	2,718
4	Deduct those expired and cancelled	38,482,146	314
5	In force December 31 of current year	846,884,159	2,404
6	Deduct amount reinsured	0	XXX
7	Net amount in force	846,884,159	XXX

UNDERWRITING EXHIBIT - PART 2  
LOSSES INCURRED

1	2	3	4	5	6
Lines of Business	Direct Losses Incurred	Losses Incurred on Reinsurance Assumed	Deduct: Reinsurance Recovered on Incurred Losses	Deduct: Salvage and Subrogation Converted To Cash	Net Losses Incurred Columns 2 and 3 minus Columns 4 and 5
PROPERTY	2,036,110.73		1,018,513.67	46,360.87	971,236.19
OVERFLOW AMOUNTS					
<b>Totals</b>	\$ 2,036,110.73	\$ -	\$ 1,018,513.67	\$ 46,360.87	\$ 971,236.19

\* Total should equal Line 2, Page 4, Current Year.

UNDERWRITING EXHIBIT - PART 2A  
UNPAID LOSSES and LOSS ADJUSTMENT EXPENSES

1	2	3	4	5	6
Lines of Business	Direct Unpaid Losses	Unpaid Losses on Reinsurance Assumed	Deduct: Reinsurance Recoverable on Unpaid Losses	Unpaid Loss Adjustment Expenses	Net Unpaid Losses Columns 2 and 3 minus Column 4
PROPERTY	79,593.95		56,335.36		23,258.59
OVERFLOW AMOUNTS					
<b>Totals</b>	\$ 79,593.95	\$ -	\$ 56,335.36	\$ -	\$ 23,258.59

\*\* Total should equal Line 2, Page 3, Current Year.

\*\*\* Total should equal Line 1, Page 3, Current Year.

**ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION**

2012

**EXHIBIT OF NONADMITTED ASSETS**

		Current Year Total Nonadmitted Assets	Prior Year Total Nonadmitted Assets	Change in Total Nonadmitted Assets
1	Bonds			0.00
2	Preferred and common stocks and mutual funds			0.00
3	Real estate (less liens, encumbrances)			0.00
4	Cash			0.00
5	Short-term investments			0.00
6	Aggregate write-ins for invested assets			0.00
7	Subtotals, cash and invested assets	0.00	0.00	0.00
8	Investment income due and accrued			0.00
9.1	Assessments or premiums in the course of collection (including agents balances)			0.00
9.2	Premium receivable for advance pay			0.00
9.3	Earned but unbilled premiums (post assessment)			0.00
10.1	Amounts recoverable from reinsurers			0.00
10.2	Funds held by or deposited with reinsured companies			0.00
11.1	Current federal income tax recoverable and interest thereon			0.00
11.2	Net deferred tax asset			0.00
12	Electronic data processing equipment and software	43,399.93	57,443.00	14,043.07
13	Furniture and equipment			0.00
14	Receivables from parent, subsidiaries and affiliates			0.00
15	Aggregate write-ins for other than invested assets	0.00	0.00	0.00
16	Total Assets	43,399.93	57,443.00	14,043.07
	Details of Write-Ins for Assets:			
1501		0.00	0.00	0.00
1502		0.00	0.00	0.00
1503		0.00	0.00	0.00
1598	Summary or remaining write-ins from overflow page	0.00	0.00	0.00
1599	Total aggregate write-ins	0.00	0.00	0.00







**SCHEDULE D - PART 3**

Showing all Bonds and Preferred & Common Stocks **ACQUIRED** During the Current Year

Bonds, preferred stocks, common stocks and mutual funds to be grouped separately.

1 CUSIP #	2 Description <small>Give complete and accurate description of each bond and stock. If bonds are serial issues give amounts maturing each year.</small>	3 * Date Acquired	4 Name of Vendor	5 No. of Shares of Stock	6 Cost to Company (Excluding Accrued Interest on Bonds)	7 Par Value of Bonds	8 Paid for Accrued Interest and Dividends
3133EADU9	FEDERAL FARM CREDIT	2/16/2012	WELLS FARGO		25,007.50	25,000.00	
3136FTU31	FNMA	2/16/2012	WELLS FARGO		20,007.50	20,000.00	10.67
3136GOBND	FNMA	4/3/2012	WELLS FARGO		25,007.50	25,000.00	
06738KT50	BARCLAYS BANK	2/27/2012	WELLS FARGO		29,934.30	30,000.00	
61747WAL3	MORGAN STANLEY SR	5/1/2012	WELLS FARGO		24,849.50	25,000.00	366.67
166764100	CHEVRON CORPORATION	7/31/2012	WELLS FARGO	7.00	771.61		
30231G102	EXXON MOBIL CORP	4/24/2012	WELLS FARGO	28.00	2,412.13		
487836108	KELLOGG COMPANY	2/29/2012	WELLS FARGO	118.00	6,189.08		
594918104	MICROSOFT CORP	2/8/2012	WELLS FARGO	239.00	7,279.10		
594918104	MICROSOFT CORP	4/24/2012	WELLS FARGO	82.00	2,623.75		
718546104	PHILLIPS 66	8/3/2012	WELLS FARGO	35.00	1,383.55		
976657106	WISCONSIN ENERGY	6/19/2012	WELLS FARGO	78.00	3,059.83		



SCHEDULE D - PART 4

Showing all Bonds and Preferred & Common Stocks SOLD, REDEEMED OR Otherwise DISPOSED OF During the Current Year

Bonds, preferred stocks, common stocks and mutual funds to be grouped separately.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Custp #	Description	Date Sold	Name of Purchaser (if matured or called under redemption option, so state and give price at which called.)	No. of Shares of Stock	Consideration (Excluding Accrued Interest on Bonds)	Par Value of Bonds	Cost to Company (Excluding Accrued Interest on Bonds)	Book Value at Date of Sale	Increase, By Adjustment in Book Value During Year	Decrease, By Adjustment in Book Value During Year	Profit on Sale	Loss on Sale	Interest on Bonds Received During Year (including accrued dividends on stocks sold)	Dividends on Stocks Received During Year (including accrued dividends on stocks sold)
912828A9	US TREASURY NOTE 4.375%	8/15/2012	WELLS FARGO	7,000.00	7,000.00	7,000.00	7,379.95	7,000.00	52.28	-	-	-	306.24	
912828A9	US TREASURY NOTE 4.375%	8/15/2012	WELLS FARGO	4,000.00	4,000.00	4,000.00	4,203.92	4,000.00	31.05	-	-	-	175.00	
912828A9	US TREASURY NOTE 4.375%	8/15/2012	WELLS FARGO	5,000.00	5,000.00	5,000.00	5,309.38	5,000.00	48.33	-	-	-	218.76	
244127U0	DEER PARK TX INDP SCH DIS 3.25%	2/16/2012	WELLS FARGO	25,262.00	25,000.00	25,000.00	24,495.50	24,541.49	3.90	422.05	-	-	422.05	
5933PED6	MIAMI DADE CNTY FL AVIATION 5%	12/18/2012	WELLS FARGO	25,000.00	25,000.00	25,000.00	24,835.75	24,857.62	8.17	1,517.36	-	-	1,517.36	
BONDS - SPECIAL REVENUE AND SPECIAL ASSESSMENT OBLIGATIONS														
3133F4T68	FREDDIE MAC 4.45%	3/15/2012	WELLS FARGO	10,000.00	10,000.00	10,000.00	9,970.57	9,972.50	0.40	222.50	-	-	222.50	
3133F4JT9	FREDDIE MAC 4.25%	11/15/2012	WELLS FARGO	20,000.00	20,000.00	20,000.00	20,007.50	20,006.59	0.48	779.13	-	-	779.13	
BONDS - INDUSTRIAL AND MISCELLANEOUS														
14912HUB7	CATERPILLAR FIN SER CAP 5.55%	2/15/2012	WELLS FARGO	20,000.00	20,000.00	20,000.00	19,922.90	19,931.50	0.54	185.00	-	-	185.00	
244217BG9	JOHN DEERE CAPITAL 7%	3/15/2012	WELLS FARGO	6,000.00	6,000.00	6,000.00	6,378.19	6,000.00	8.66	210.00	-	-	210.00	
244217BG9	JOHN DEERE CAPITAL 7%	3/15/2012	WELLS FARGO	1,000.00	1,000.00	1,000.00	1,073.82	1,000.00	3.89	35.00	-	-	35.00	
244217BG9	JOHN DEERE CAPITAL 7%	3/15/2012	WELLS FARGO	1,000.00	1,000.00	1,000.00	1,026.69	1,000.00	1.63	35.00	-	-	35.00	
617446HC6	MORGAN STANLEY 6.6%	4/1/2012	WELLS FARGO	6,000.00	6,000.00	6,000.00	6,331.62	6,000.00	10.89	198.00	-	-	198.00	
617446HC6	MORGAN STANLEY 6.6%	4/1/2012	WELLS FARGO	1,000.00	1,000.00	1,000.00	1,047.32	1,000.00	2.60	33.00	-	-	33.00	
617446HC6	MORGAN STANLEY 6.6%	4/1/2012	WELLS FARGO	1,000.00	1,000.00	1,000.00	1,011.81	1,000.00	0.83	33.00	-	-	33.00	
617446HC6	MORGAN STANLEY 6.6%	4/1/2012	WELLS FARGO	1,000.00	1,000.00	1,000.00	980.00	1,000.00	1.55	33.00	-	-	33.00	
20449EBT2	COMPASS BANK NOTES 5.5%	5/1/2012	WELLS FARGO	23,780.00	25,000.00	25,000.00	24,540.75	24,632.96	15.38	813.54	-	-	813.54	
STOCKS - PUBLIC UTILITIES														
29265N108	ENERGEN CORPORATION	2/22/2012	WELLS FARGO	17.00	921.72	921.72	734.83	734.83	-	2.38	-	-	2.38	
29265N108	ENERGEN CORPORATION	4/23/2012	WELLS FARGO	96.00	4,413.53	4,413.53	4,149.59	4,149.59	-	13.44	-	-	13.44	
29265N108	ENERGEN CORPORATION	4/23/2012	WELLS FARGO	11.00	505.72	505.72	539.46	539.46	-	1.54	-	-	1.54	
302571104	NEXTERA ENERGY INC	2/22/2012	WELLS FARGO	16.00	961.42	961.42	843.17	843.17	-	19.80	-	-	19.80	
302571104	NEXTERA ENERGY INC	9/6/2012	WELLS FARGO	11.00	741.08	741.08	579.67	579.67	-	18.80	-	-	18.80	
302571104	NEXTERA ENERGY INC	9/6/2012	WELLS FARGO	20.00	1,347.44	1,347.44	1,123.36	1,123.36	-	36.00	-	-	36.00	
664397106	NORTHEAST UTILITIES	2/22/2012	WELLS FARGO	28.00	1,002.10	1,002.10	848.93	848.93	-	59.77	-	-	59.77	
664397106	NORTHEAST UTILITIES	9/6/2012	WELLS FARGO	61.00	2,323.07	2,323.07	1,849.45	1,849.45	-	10.19	-	-	10.19	
80589M102	SCANA CORP	2/22/2012	WELLS FARGO	21.00	942.25	942.25	733.11	733.11	-	67.63	-	-	67.63	
80589M102	SCANA CORP	6/18/2012	WELLS FARGO	69.00	3,310.25	3,310.25	2,408.79	2,408.79	-	26.55	-	-	26.55	
80589M102	SCANA CORP	9/6/2012	WELLS FARGO	18.00	869.80	869.80	628.38	628.38	-		-	-		

SCHEDULE D - PART 4

Showing all Bonds and Preferred & Common Stocks SOLD, REDEEMED OR Otherwise DISPOSED OF During the Current Year

Bonds, preferred stocks, common stocks and mutual funds to be grouped separately.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Cusip #	Description	Date Sold	Name of Purchaser (if matured or called under redemption option, so state and give price at which called.)	No. of Shares of Stock	Consideration (Excluding Accrued Interest on Bonds)	Par Value of Bonds	Cost to Company (Excluding Accrued Interest on Bonds)	Book Value at Date of Sale	Increase, By Adjustment in Book Value During Year	Decrease, By Adjustment in Book Value During Year	Profit on Sale	Loss on Sale	Interest on Bonds Received During Year (including accrued interest on bonds sold)	Dividends on Stocks Received During Year (including accrued dividends on stocks sold)
842587107	THE SOUTHERN COMPANY	2/22/2012	WELLS FARGO	24.00	1,052.86		955.83	955.83			97.03			11.34
842587107	THE SOUTHERN COMPANY	9/6/2012	WELLS FARGO	52.00	2,390.04		2,070.96	2,070.96			319.08			75.53
976657106	WISCONSIN ENERGY CORP	9/6/2012	WELLS FARGO	20.00	769.66		784.58	784.58			14.92			6.00
001055102	ALFAC INC	2/22/2012	WELLS FARGO	21.00	991.18		854.87	854.87			136.31			6.93
001055102	ALFAC INC	9/6/2012	WELLS FARGO	41.00	1,939.86		1,669.03	1,669.03			270.83			40.59
171232101	CHUBB INC	2/22/2012	WELLS FARGO	14.00	960.38		928.02	928.02			32.36			5.46
171232101	CHUBB INC	9/6/2012	WELLS FARGO	30.00	2,251.42		1,988.60	1,988.60			262.82			36.30
STOCKS - INDUSTRIAL AND MISCELLANEOUS														
00206R102	AT&T	2/22/2012	WELLS FARGO	31.00	937.42		1,252.07	1,252.07			314.65			13.64
00206R102	AT&T	9/6/2012	WELLS FARGO	46.00	1,717.34		1,857.91	1,857.91			140.57			60.72
00206R102	AT&T	9/6/2012	WELLS FARGO	15.00	560.00		513.74	513.74			46.26			19.80
00206R102	AT&T	9/6/2012	WELLS FARGO	16.00	597.35		418.53	418.53			178.82			21.12
009158106	AIR PRODUCTS AND CHEMICAL	2/22/2012	WELLS FARGO	11.00	998.89		829.12	829.12			169.77			6.38
009158106	AIR PRODUCTS AND CHEMICAL	8/28/2012	WELLS FARGO	12.00	1,005.14		904.49	904.49			100.65			22.32
032654105	ANALOG DEVICES	2/22/2012	WELLS FARGO	27.00	1,081.87		544.25	544.25			537.62			23.40
032654105	ANALOG DEVICES	9/6/2012	WELLS FARGO	26.00	1,048.32		524.09	524.09			524.23			23.40
032654105	ANALOG DEVICES	9/6/2012	WELLS FARGO	36.00	1,451.54		1,029.89	1,029.89			421.65			32.40
053015103	AUTOMATIC DATA PROCESSING	2/22/2012	WELLS FARGO	19.00	1,024.46		728.79	728.79			295.67			7.51
053015103	AUTOMATIC DATA PROCESSING	9/6/2012	WELLS FARGO	45.00	2,667.66		1,726.06	1,726.06			941.60			53.33
071813109	BAXTER INTERNATIONAL	2/22/2012	WELLS FARGO	18.00	1,017.34		891.24	891.24			126.10			6.03
071813109	BAXTER INTERNATIONAL	9/6/2012	WELLS FARGO	40.00	2,352.93		1,980.53	1,980.53			372.40			56.00
075887109	BECTON DICKINSON & CO	2/22/2012	WELLS FARGO	11.00	845.00		802.40	802.40			42.60			13.50
075887109	BECTON DICKINSON & CO	9/6/2012	WELLS FARGO	10.00	770.57		729.45	729.45			41.12			13.50
115637209	BROWN FORMAN CORP	2/28/2012	WELLS FARGO	110.00	8,970.66		4,908.07	4,908.07			4,062.59			8.10
166764100	CHEVRON CORP	2/22/2012	WELLS FARGO	10.00	1,072.08		705.58	705.58			366.50			8.10
166764100	CHEVRON CORP	9/6/2012	WELLS FARGO	23.00	2,604.47		1,622.84	1,622.84			981.63			62.10
189054109	COLOROX COMPANY	2/22/2012	WELLS FARGO	13.00	873.58		764.85	764.85			108.73			7.80
189054109	COLOROX COMPANY	9/6/2012	WELLS FARGO	19.00	1,389.64		1,117.85	1,117.85			271.79			34.96
194162103	COLGATE PALMOLIVE CO	2/22/2012	WELLS FARGO	10.00	926.18		728.33	728.33			197.85			5.80
194162103	COLGATE PALMOLIVE CO	9/6/2012	WELLS FARGO	21.00	2,256.51		1,529.48	1,529.48			727.03			38.22
20825C104	CONOCOPHILLIPS	2/22/2012	WELLS FARGO	15.00	1,110.13		445.20	445.20			664.93			9.90

SCHEDULE D - PART 4

Showing all Bonds and Preferred & Common Stocks SOLD, REDEEMED OR Otherwise DISPOSED OF During the Current Year

Bonds, preferred stocks, common stocks and mutual funds to be grouped separately.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Cusip #	Description	Date Sold	Name of Purchaser (if matured or called under redemption option, so state and give price at which called.)	No. of Shares of (Excluding Accrued Interest on Bonds) Stock	Consideration	Par Value of Bonds	Cost to Company (Excluding Accrued Interest on Bonds)	Book Value at Date of Sale	Increase, By Adjustment in Book Value During Year	Decrease, By Adjustment in Book Value During Year	Profit on Sale	Loss on Sale	Received During Year (including accrued interest on bonds sold)	Dividends on Stocks Received During Year (including accrued dividends on stocks sold)
20825C104	CONOCOPHILLIPS	9/6/2012	WELLS FARGO	32.00	1,789.87	732.16	732.16				1,057.71	-	-	63.36
20825C104	CONOCOPHILLIPS	9/6/2012	WELLS FARGO	1.00	55.94	51.95	51.95				3.99	-	-	1.98
278265103	EATON VANCE CORP	2/22/2012	WELLS FARGO	24.00	664.79	680.26	680.26				15.47	-	-	4.56
278265103	EATON VANCE CORP	9/6/2012	WELLS FARGO	31.00	870.91	878.67	878.67				7.76	-	-	17.67
291011104	EMERSON ELECTRIC	2/22/2012	WELLS FARGO	18.00	929.68	946.44	946.44				16.76	-	-	7.20
291011104	EMERSON ELECTRIC	9/6/2012	WELLS FARGO	21.00	1,051.33	1,104.18	1,104.18				52.85	-	-	56.70
30231G102	EXXON MOBIL CORP	2/22/2012	WELLS FARGO	13.00	1,126.69	862.16	862.16				264.53	-	-	6.11
30231G102	EXXON MOBIL CORP	9/6/2012	WELLS FARGO	33.00	2,936.75	2,188.56	2,188.56				748.19	-	-	53.13
303075105	FACTSET RESEARCH SYSTEMS	2/22/2012	WELLS FARGO	12.00	1,072.54	666.12	666.12				406.42	-	-	
303075105	FACTSET RESEARCH SYSTEMS	9/6/2012	WELLS FARGO	29.00	2,725.75	1,609.79	1,609.79				1,115.96	-	-	
369550108	GENERAL DYNAMICS CORP	2/22/2012	WELLS FARGO	14.00	987.82	833.21	833.21				154.61	-	-	25.81
369550108	GENERAL DYNAMICS CORP	9/6/2012	WELLS FARGO	18.00	1,195.33	1,071.27	1,071.27				124.06	-	-	6.58
370334104	GENERAL MILLS	2/22/2012	WELLS FARGO	24.00	919.90	722.57	722.57				197.33	-	-	7.32
370334104	GENERAL MILLS	9/6/2012	WELLS FARGO	34.00	1,333.61	1,023.63	1,023.63				309.98	-	-	31.96
384802104	GRAINGER	2/8/2012	WELLS FARGO	20.00	4,029.99	1,758.24	1,758.24				2,271.75	-	-	
384802104	GRAINGER	2/22/2012	WELLS FARGO	5.00	1,029.08	439.56	439.56				589.52	-	-	3.30
384802104	GRAINGER	8/2/2012	WELLS FARGO	8.00	1,610.12	703.30	703.30				906.82	-	-	10.79
384802104	GRAINGER	9/6/2012	WELLS FARGO	7.00	1,433.36	615.39	615.39				817.97	-	-	15.84
413875915	HARRIS CORP	2/22/2012	WELLS FARGO	19.00	807.30	665.84	665.84				141.46	-	-	
413875915	HARRIS CORP	9/6/2012	WELLS FARGO	26.00	1,222.46	911.15	911.15				311.31	-	-	26.78
452308109	ILLINOIS TOOL WORKS	2/22/2012	WELLS FARGO	16.00	898.86	673.38	673.38				225.48	-	-	5.76
452308109	ILLINOIS TOOL WORKS	9/6/2012	WELLS FARGO	29.00	1,726.80	1,220.49	1,220.49				506.31	-	-	31.32
452308109	ILLINOIS TOOL WORKS	2/22/2012	WELLS FARGO	6.00	1,159.48	491.98	491.98				667.50	-	-	4.50
459200101	INTERNATIONAL BUSINESS MACHINE	9/6/2012	WELLS FARGO	13.00	2,591.10	1,065.95	1,065.95				1,525.15	-	-	31.85
459200101	INTERNATIONAL BUSINESS MACHINE	9/6/2012	WELLS FARGO	5.00	996.58	592.27	592.27				404.31	-	-	12.25
478160104	JOHNSON & JOHNSON	2/22/2012	WELLS FARGO	13.00	844.72	855.92	855.92					11.20	-	
478160104	JOHNSON & JOHNSON	9/6/2012	WELLS FARGO	14.00	952.56	921.76	921.76				30.80	-	-	25.06
478366107	JOHNSON CONTROLS	2/22/2012	WELLS FARGO	27.00	939.85	709.85	709.85				230.00	-	-	4.86
478366107	JOHNSON CONTROLS	9/6/2012	WELLS FARGO	6.00	165.08	157.75	157.75				7.33	-	-	3.24
487836108	KELLOGG COMPANY	9/6/2012	WELLS FARGO	29.00	1,460.82	1,521.05	1,521.05					60.23	-	25.23
580135101	MCDONALDS CORP	2/22/2012	WELLS FARGO	12.00	1,203.28	671.14	671.14				532.14	-	-	54.60
580135101	MCDONALDS CORP	9/6/2012	WELLS FARGO	26.00	2,350.97	1,454.13	1,454.13				896.84	-	-	

SCHEDULE D - PART 4

Showing all Bonds and Preferred & Common Stocks SOLD, REDEEMED OR Otherwise DISPOSED OF During the Current Year

Bonds, preferred stocks, common stocks and mutual funds to be grouped separately.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Cusip #	Description	Date Sold	Name of Purchaser (if matured or called under redemption option, so state and give price at which called.)	No. of Shares of Stock (Excluding Interest on Bonds)	Consideration (Excluding Accrued Interest on Bonds)	Par Value of Bonds	Cost to Company (Excluding Accrued Interest on Bonds)	Book Value at Date of Sale	Increase, By Adjustment in Book Value During Year	Decrease, By Adjustment in Book Value During Year	Profit on Sale	Loss on Sale	Interest on Bonds Received During Year (including accrued interest on bonds sold)	Dividends on Stocks Received During Year (including accrued dividends on stocks sold)
585055106	MEDTRONIC INC	2/22/2012	WELLS FARGO	26.00	993.44	952.86	952.86	952.86			40.58			6.31
585055106	MEDTRONIC INC	9/6/2012	WELLS FARGO	57.00	2,370.83	2,088.96	2,088.96	2,088.96			281.87			42.46
594918104	MICROSOFT CORP	2/22/2012	WELLS FARGO	33.00	1,038.82	1,005.07	1,005.07	1,005.07			33.75			6.60
594918104	MICROSOFT CORP	9/6/2012	WELLS FARGO	73.00	2,282.17	2,223.33	2,223.33	2,223.33			58.84			43.80
636180101	NATIONAL FUEL GAS	2/7/2012	WELLS FARGO	100.00	4,973.31	6,735.32	6,735.32	6,735.32				1,762.01		35.50
655664100	NORDSTROM	2/22/2012	WELLS FARGO	23.00	1,206.45	663.06	663.06	663.06			543.39			35.50
655664100	NORDSTROM	9/6/2012	WELLS FARGO	70.00	4,058.82	2,017.98	2,017.98	2,017.98			2,040.84			56.70
655844108	NORFOLK SOUTHERN	2/22/2012	WELLS FARGO	14.00	958.42	737.93	737.93	737.93			220.49			6.58
655844108	NORFOLK SOUTHERN	9/6/2012	WELLS FARGO	29.00	2,081.66	1,528.57	1,528.57	1,528.57			553.09			41.76
66987V109	NOVARTIS AG SPON ADR	2/22/2012	WELLS FARGO	16.00	915.18	741.19	741.19	741.19			173.99			
66987V109	NOVARTIS AG SPON ADR	9/6/2012	WELLS FARGO	28.00	1,674.15	1,297.08	1,297.08	1,297.08			377.07			69.39
704326107	PAYCHEX INC	2/22/2012	WELLS FARGO	27.00	844.81	762.70	762.70	762.70			82.11			8.64
704326107	PAYCHEX INC	9/6/2012	WELLS FARGO	38.00	1,296.25	1,073.43	1,073.43	1,073.43			222.82			36.48
713448108	PEPSICO INC	2/22/2012	WELLS FARGO	13.00	820.29	739.81	739.81	739.81			80.48			6.70
713448108	PEPSICO INC	9/6/2012	WELLS FARGO	17.00	1,227.25	967.44	967.44	967.44			259.81			35.79
718546104	PHILLIPS 66	5/1/2012	WELLS FARGO	0.28	9.42	5.63	5.63	5.63			3.79			
718546104	PHILLIPS 66	8/1/2012	WELLS FARGO	0.22	7.45	4.61	4.61	4.61			2.84			
718546104	PHILLIPS 66	9/6/2012	WELLS FARGO	30.00	1,305.10	607.16	607.16	607.16			697.94			6.01
731068102	POLARIS INDUSTRIES INC	4/24/2012	WELLS FARGO	29.00	2,266.01	560.68	560.68	560.68			1,705.33			10.73
731068102	POLARIS INDUSTRIES INC	2/22/2012	WELLS FARGO	17.00	1,127.08	328.68	328.68	328.68			798.40			
731068102	POLARIS INDUSTRIES INC	9/6/2012	WELLS FARGO	21.00	1,635.05	406.01	406.01	406.01			1,229.04			23.31
74005P104	PRAXAIR INC	2/22/2012	WELLS FARGO	10.00	1,094.78	631.74	631.74	631.74			463.04			
74005P104	PRAXAIR INC	9/6/2012	WELLS FARGO	20.00	2,134.14	1,263.47	1,263.47	1,263.47			870.67			33.00
742718109	PROCTER & GAMBLE CO	2/22/2012	WELLS FARGO	15.00	966.88	568.50	568.50	568.50			398.38			7.88
742718109	PROCTER & GAMBLE CO	9/6/2012	WELLS FARGO	20.00	1,363.63	758.00	758.00	758.00			605.63			32.98
742718109	PROCTER & GAMBLE CO	9/6/2012	WELLS FARGO	9.00	613.64	506.25	506.25	506.25			107.39			14.84
826552101	SIGMA ALDRICH CORP	2/22/2012	WELLS FARGO	14.00	1,004.62	712.87	712.87	712.87			291.75			15.60
826552101	SIGMA ALDRICH CORP	9/6/2012	WELLS FARGO	26.00	1,863.17	1,323.90	1,323.90	1,323.90			539.27			6.72
832696306	JM SMUCKER	2/22/2012	WELLS FARGO	14.00	1,008.40	726.36	726.36	726.36			282.04			51.84
832696306	JM SMUCKER	9/6/2012	WELLS FARGO	34.00	2,940.91	1,764.01	1,764.01	1,764.01			1,176.90			6.48
871829107	SYSCO CORP	2/22/2012	WELLS FARGO	27.00	789.47	689.80	689.80	689.80			99.67			18.63
871829107	SYSCO CORP	9/6/2012	WELLS FARGO	23.00	702.42	587.61	587.61	587.61			114.81			

SCHEDULE D - PART 4

Showing all Bonds and Preferred & Common Stocks SOLD, REDEEMED OR Otherwise DISPOSED OF During the Current Year

Bonds, preferred stocks, common stocks and mutual funds to be grouped separately.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Custp #	Description	Date Sold	Name of Purchaser (if matured or called under redemption option, so state and give price at which called.)	No. of Shares of Stock	Consideration (Excluding Accrued Interest on Bonds)	Par Value of Bonds	Cost to Company (Excluding Accrued Interest on Bonds)	Book Value at Date of Sale	Increase, By Adjustment in Book Value During Year	Decrease, By Adjustment in Book Value During Year	Profit on Sale	Loss on Sale	Interest on Bonds Received During Year (including accrued interest on bonds sold)	Dividends on Stocks Received During Year (including accrued dividends on stocks sold)
87612E106	TARGET CORP	2/22/2012	WELLS FARGO	19.00	997.39	901.10	901.10	901.10			96.29	-	-	5.70
88579Y101	3M COMPANY	2/22/2012	WELLS FARGO	10.00	878.48	712.60	712.60	712.60			165.88	-	-	5.90
88579Y101	3M COMPANY	9/6/2012	WELLS FARGO	12.00	1,116.37	855.12	855.12	855.12			261.25	-	-	21.24
913017109	UNITED TECHNOLOGIES CORP	2/22/2012	WELLS FARGO	11.00	919.36	628.32	628.32	628.32			291.04	-	-	5.28
913017109	UNITED TECHNOLOGIES CORP	9/6/2012	WELLS FARGO	12.00	950.50	685.44	685.44	685.44			265.06	-	-	17.94
913017109	UNITED TECHNOLOGIES CORP	9/6/2012	WELLS FARGO	2.00	158.42	126.62	126.62	126.62			31.80	-	-	2.99
918204108	V F CORP	2/22/2012	WELLS FARGO	9.00	1,303.45	1,019.53	1,019.53	1,019.53			283.92	-	-	58.32
918204108	V F CORP	9/6/2012	WELLS FARGO	27.00	4,115.98	3,058.57	3,058.57	3,058.57			1,057.41	-	-	6.57
931142103	WAL-MART STORES	2/22/2012	WELLS FARGO	18.00	1,052.82	917.42	917.42	917.42			135.40	-	-	85.66
931142103	WAL-MART STORES	9/6/2012	WELLS FARGO	55.00	4,097.01	2,803.21	2,803.21	2,803.21			1,293.80	-	-	
** You can insert additional rows in yellow above if needed!														
XXXX	Totals	XXXX	XXXX	XXXX	\$ 331,552.14	\$158,000.00	\$ 286,667.84	\$285,094.82	29.94	\$ 160.64	\$49,747.02	\$ 3,289.70	\$ 5,216.58	2,370.35

REINSURANCE SCHEDULE  
Reinsurance Ceded and Reinsurance Assumed

1	2	3	4	5	6	7	8
Reinsurer or Reinsured	Ceded or Assumed	Location of Company	Total Amount Reinsured	Total Premiums Ceded *	Total Premiums Assumed **	Largest Risk Ceded or Assumed	Remarks
Grinnell Mutual		4215 Hwy. 146		546,939.74		2,786,000	
Reinsurance Company	Ceded	P. O. Box 790 Grinnell, IA 50112-0790					
<b>OVERFLOW AMOUNTS</b>							
<b>Totals</b>	XXX	XXX	\$ -	\$ 546,939.74	-	XXX	XXX

\*Total to agree with Page 4, Line 1.4, Current Year.  
\*\*Total to agree with Page 4, Line 1.5, Current Year.

COMPENSATION SCHEDULE

Show all salaries, commissions, claim adjustment expenses, directors fees and expenses, and travel items paid in the current year for the top 5 officers/employees and all directors, travel or car allowances, if paid, are to be included.

1	2	3	4	5	6	7	8	9
Name of Payee	Title	Salaries	Commissions	Claim Adjustment Expenses	Directors Fees & Expenses	Travel & Travel Items	All Other	Total
<b>Officers/Employees:</b>								
Dale Goettmoeller	President				6,800.00	333.00		\$ 7,133.00
Mark Will	Vice President				6,000.00	281.94		\$ 6,281.94
Susan M. Swartz	Secretary	77,193.00				2,129.00		\$ 79,322.00
Doug Klosterman	Treasurer				1,350.00			\$ 1,350.00
<b>Directors:</b>								
Alan Diller	Director Retired				300.00	35.52		\$ 335.52
Nicholas V. Meier	Director				1,350.00	34.97		\$ 1,384.97
Urban Mescher	Director				900.00	46.62		\$ 946.62
Ken Goettmoeller	Director				750.00	27.75		\$ 777.75
Judy Dammeyer	Director				900.00	86.58		\$ 986.58
<b>Totals</b>								
	XXXX	\$ 77,193.00	\$ -	\$ -	\$ 18,350.00	\$ 2,975.38	\$ -	\$ 98,518.38

GENERAL INTERROGATORIES

(Answer all questions and attach additional sheets if necessary.)

- Company's retention:  
1a. Retention before reinsurance applies for: Fire \$100,000 Wind \$100,000 Other \$100,000  
Catastrophe Reinsurance \$150,000 Aggregate excess of loss  
2. What is the largest risk assumed and retained: \$2,786,000  
Farm, Residential, Small Public Buildings
- What kind of perils are being covered?  
All Counties in Ohio
- Have the by-laws been amended during the current year? No If so, were such amendments filed with the Ohio Department of Insurance?  
In what counties does the Company operate: All Counties in Ohio
- Name of Principal Officer and amount of bond. Susan M. Swartz \$100,000  
Are all of the persons who handle funds of the Company bonded? Yes X No  
State the name and amount of each bond on each, except person named in item 6 above.
- Does the Company have an annual audit conducted by an independent CPA? Yes  
State the number of members holding policies in the Company. 2404  
Was an annual report of the Company made available to each policyholder? No  
with the annual statement filed with the Ohio Department of Insurance? If so, did such report agree
- State as of what date the latest examination of the Company was made by the Ohio Department of Insurance. Apr-12  
12. How many assessments were made during the year? 0 Date of last assessment unknown  
13. Did the assessment provide for all losses, expenses and all other liabilities prior to the date of assessment?
- Rate of policy fee 20
- State the amount of borrowed money since date of last assessment
- Does any person, firm, corporation or association have any claim, contingent or otherwise, against this Company which is NOT included in the liabilities on page 2 of this statement? Yes No X  
If yes, give the amount, terms for payment and reasons why such were not recorded as a liability on page 2 of this statement.



ANNUAL STATEMENT FOR THE YEAR  
MARION MUTUAL INSURANCE ASSOCIATION

2012

ORGANIZATIONAL CHART

LIST ALL ENTITIES THAT ARE MEMBERS OF AN INSURANCE COMPANY HOLDING SYSTEM AS  
DEFINED IN ORC 3901.32

Marion Mutual Insurance Association (Parent Company)  
Marion Mutual Insurance Agency (Wholly Owned Subsidiary)





Overflow Page for Investments Owned  
 SCHEDULE D - PART 1

Showing all BONDS Owned on December 31 of Current Year

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Cusip #	Give complete and accurate description of all bonds owned.	From Whom Acquired	Acquired Date	Par Value	Actual Cost	Book Value / Amortized Value*	Market Value December 31 of Current Year	Rate (%)	Accrued Dec. 31 of Current Year	Gross Am't Received	Increase by Adjusted, in Book Value	Decrease by Adjusted, in Book Value	Amount of Interest due and accrued year, on bonds in default as to principal or interest	Maturity Date	NAIC Designation
Description															
251129X49	DETROIT MI CITY SCH DIST	WELLS FARGO	12/19/2007	15,000.00	16,294.80	15,397.95	16,343.85	5.00%	750.00	123.29	750.00	945.90	5/1/2015		
34073XD7	FLORIDA GULF COAST UNIV	WELLS FARGO	7/27/2010	25,000.00	24,895.00	24,913.85	27,202.00	4.250%	1,062.50	442.47	1,062.50	2,288.15	2/1/2024		
45479BEB	INDIANA HEALTH & EDL FAC	WELLS FARGO	8/28/2009	15,000.00	14,644.86	14,758.48	16,521.75	5.000%	750.00	283.56	750.00	1,763.27	2/15/2023		
52840GZ6	LAWTON MI CMNTY SCHS REF	WELLS FARGO	7/27/2010	30,000.00	29,565.00	29,653.73	31,926.90	4.375%	1,312.50	215.75	1,312.50	2,273.17	5/1/2030		
721904DB3	PINAL CNTY ZA UN HSD#2 CASA GRANDE	WELLS FARGO	2/1/2011	15,000.00	15,004.50	15,003.47	16,830.00	4.500%	675.00	338.42	675.00	1,826.53	7/1/2021		
944514GN2	WAYNE COUNTY MI AIRPORT AUTHORITY	WELLS FARGO	4/6/2010	25,000.00	23,727.25	23,931.96	26,413.75	4.500%	1,125.00	92.47	1,125.00	2,481.79	12/1/2026		
3133EADU6	FEDERAL FARM CREDIT	WELLS FARGO	2/16/2012	25,000.00	25,007.50	25,006.85	25,068.25	2.600%	325.00	233.29	325.00	794.02	2/22/2022		
31344UM4	FHLMC	WELLS FARGO	9/24/2008	20,000.00	20,446.60	20,074.18	20,868.20	4.500%	900.00	416.71	900.00	794.02	1/15/2014		
3136FTU31	FNMA	WELLS FARGO	2/16/2012	20,000.00	20,007.50	20,007.08	20,071.60	3.200%	320.00	229.70	320.00	64.52	2/22/2027		
3136G0BN0	FNMA	WELLS FARGO	4/3/2012	25,000.00	25,007.50	25,007.02	25,185.25	3.000%	375.00	135.62	375.00	178.23	10/26/2023		
00206RAM4	AT&T INC	WELLS FARGO	5/12/2008	8,000.00	8,030.32	8,014.69	9,641.68	5.600%	448.00	56.47	448.00	1,626.99	5/15/2018		
00206RAM4	AT&T INC	WELLS FARGO	9/23/2008	1,000.00	945.09	969.04	1,205.21	5.600%	56.00	7.06	56.00	236.17	5/15/2018		
06738KT50	BARCLAYS BANK	WELLS FARGO	2/27/2012	30,000.00	29,934.30	29,937.06	29,691.30	5.000%	750.00	452.05	750.00	245.76	3/12/1932		
36966RT13	GENERAL ELECTRIC CAP CORP	WELLS FARGO	8/24/2009	20,000.00	19,730.90	19,818.76	20,124.80	5.250%	1,050.00	132.33	1,050.00	306.04	11/15/2019		
36966R6Y7	GENERAL ELECTRIC CAP CORP	WELLS FARGO	6/14/2010	25,000.00	25,000.00	25,000.00	27,933.00	5.000%	1,250.00	54.79	1,250.00	2,933.00	11/15/2019		
38141GF64	GOLDMAN SACHS GROUP INC	WELLS FARGO	4/10/2008	7,000.00	7,027.02	7,012.19	8,149.75	5.950%	416.50	189.42	416.50	1,137.56	1/18/2018		
38141GF64	GOLDMAN SACHS GROUP INC	WELLS FARGO	7/22/2008	1,000.00	940.43	1,164.25	1,164.25	5.950%	59.50	27.06	59.50	196.39	1/18/2018		
38141GF64	GOLDMAN SACHS GROUP INC	WELLS FARGO	11/18/2008	2,000.00	1,634.56	1,789.66	2,328.50	5.950%	119.00	54.12	119.00	538.84	1/18/2018		
61747WAL3	MORGAN STANLEY	WELLS FARGO	5/1/2012	25,000.00	24,849.50	24,860.35	28,379.25	5.500%	687.50	587.67	687.50	3,518.90	7/28/2021		
61745EH95	MORGAN STANLEY MULTI STEP UP	WELLS FARGO	9/27/2010	20,000.00	20,000.00	20,000.00	20,241.40	5.000%	1,000.00	252.05	1,000.00	241.40	9/30/2025		
92343VAN4	VERIZON COMMUNICATIONS	WELLS FARGO	4/21/2009	9,000.00	9,439.82	9,131.04	9,962.63	5.250%	472.50	99.68	472.50	831.59	4/15/2013		
949746FJ5	WELLS FARGO COMPANY	WELLS FARGO	4/4/2008	8,000.00	8,091.92	8,010.81	8,274.64	4.950%	396.00	82.45	396.00	263.83	10/16/2013		
949746FJ5	WELLS FARGO COMPANY	WELLS FARGO	10/16/2008	1,000.00	925.32	987.78	1,034.33	4.950%	49.50	10.31	49.50	46.55	10/16/2013		
XXXX	** You can insert additional rows in yellow above if needed!														
XXXX	Totals to Page 11														
XXXX				\$ 372,000.00	\$ 371,179.69	\$ 371,085.40	\$ 393,730.70	XXXX	\$ 4,516.74	\$ 14,349.50	\$ 1,077.35	\$ 23,661.25		XXXX	

SCHEDULE D - PART 2  
 Showing all Preferred & Common Stocks and Mutual Funds Owned December 31 of Current Year

\* Annual Statement Value

1	2	3	4	5	6	7	8	9	10	11	12	13	14
Cusip #	Give complete and accurate description of all stocks and mutual funds owned.	From Whom Acquired	Acquired Date	No. of Shares	Par Value (Preferred Stocks)	Book Value	Used To Obtain Market Value	December 31 of Current Year	Actual Cost	Dividends		Increase, by Book Value in Adjusted, During Year	Decrease, by Adjustment in Book Value During Year
Description										Received During Year	Dividends and Accrued Amount Due Dec. 31		
30257104	NEXTERA ENERGY INC	WELLS FARGO	8/28/2009	39.00	2,698.41	2,698.41	69.19	2,190.53	2,190.53	93.60	1,451.24	67.20	93.60
30257104	NEXTERA ENERGY INC	WELLS FARGO	4/30/2010	28.00	1,937.32	1,937.32	69.19	1,937.32	1,451.24	67.20	1,451.24	67.20	93.60
664397106	NORTHEAST UTILITIES	WELLS FARGO	10/8/2010	118.00	4,611.44	4,611.44	39.08	3,577.61	3,577.61	156.08	3,577.61	156.08	67.20
805889M102	SCANA CORP	WELLS FARGO	8/28/2009	32.00	1,460.48	1,460.48	45.64	1,117.11	1,117.11	103.39	3,577.61	156.08	67.20
80589M102	SCANA CORP	WELLS FARGO	4/30/2010	14.00	638.96	638.96	45.64	554.48	554.48	30.29	3,577.61	156.08	67.20
842587107	THE SOUTHERN COMPANY	WELLS FARGO	7/14/2011	97.00	4,152.57	4,152.57	42.81	3,863.13	3,863.13	188.42	3,863.13	188.42	34.80
976657106	WISCONSIN ENERGY	WELLS FARGO	6/19/2012	58.00	2,137.30	2,137.30	36.85	2,275.25	2,275.25	34.80	3,863.13	188.42	34.80
001055102	AFLAC INC	WELLS FARGO	8/28/2009	59.00	3,134.08	3,134.08	53.12	3,134.08	2,401.76	79.06	2,401.76	79.06	79.06
001055102	AFLAC INC	WELLS FARGO	7/14/2011	36.00	1,912.32	1,912.32	53.12	1,912.32	1,632.80	48.24	1,632.80	48.24	79.06
171232101	CHUBB CORP	WELLS FARGO	11/16/2011	60.00	4,519.20	4,519.20	75.32	4,519.20	3,977.20	97.20	3,977.20	97.20	79.06
STOCKS - INDUSTRIAL AND MISCELLANEOUS													
88579Y101	3M COMPANY	WELLS FARGO	8/28/2009	47.00	4,363.95	4,363.95	92.85	4,363.95	3,349.22	110.92	3,349.22	110.92	79.06
88579Y101	3M COMPANY	WELLS FARGO	4/30/2010	1.00	92.85	92.85	92.85	92.85	88.78	2.36	92.85	2.36	79.06
00206R102	A T & T INC	WELLS FARGO	8/28/2009	78.00	2,629.38	2,629.38	33.71	2,040.31	2,040.31	137.28	2,040.31	137.28	79.06
00206R102	A T & T INC	WELLS FARGO	4/30/2010	42.00	1,415.82	1,415.82	33.71	1,107.10	1,107.10	73.92	1,107.10	73.92	79.06
009158106	AIR PRODUCTS AND CHEMICALS INC	WELLS FARGO	8/28/2009	41.00	3,444.82	3,444.82	84.02	3,090.32	3,090.32	102.50	3,090.32	102.50	79.06
009158106	AIR PRODUCTS AND CHEMICALS INC	WELLS FARGO	4/30/2010	13.00	1,092.26	1,092.26	84.02	1,005.97	1,005.97	32.50	1,005.97	32.50	79.06
032654105	ANALOG DEVICES INC	WELLS FARGO	8/28/2009	81.00	3,406.86	3,406.86	42.06	3,406.86	2,317.25	97.20	2,317.25	97.20	79.06
032654105	ANALOG DEVICES INC	WELLS FARGO	4/30/2010	30.00	1,261.80	1,261.80	42.06	1,261.80	896.88	36.00	896.88	36.00	79.06
053015103	AUTOMATIC DATA PROCESSING	WELLS FARGO	8/28/2009	64.00	3,643.52	3,643.52	56.93	3,643.52	2,454.83	101.12	2,454.83	101.12	79.06
053015103	AUTOMATIC DATA PROCESSING	WELLS FARGO	4/30/2010	12.00	683.16	683.16	56.93	522.07	522.07	18.96	522.07	18.96	79.06
071813109	BAXTER INTERNATIONAL INC	WELLS FARGO	11/29/2011	76.00	5,066.16	5,066.16	66.66	3,762.99	3,762.99	112.78	3,762.99	112.78	79.06
075887109	BECTON DICKINSON & CO	WELLS FARGO	10/11/2006	15.00	1,172.85	1,172.85	78.19	1,172.85	1,094.17	27.67	1,094.17	27.67	79.06
075887109	BECTON DICKINSON & CO	WELLS FARGO	8/28/2009	33.00	2,580.27	2,580.27	78.19	2,580.27	2,334.22	60.89	2,334.22	60.89	79.06
075887109	BECTON DICKINSON & CO	WELLS FARGO	4/30/2010	10.00	781.90	781.90	78.19	781.90	761.05	18.45	761.05	18.45	79.06
166764100	CHEVRON CORPORATION	WELLS FARGO	8/28/2009	37.00	4,001.18	4,001.18	108.14	4,001.18	2,610.63	127.80	2,610.63	127.80	79.06
166764100	CHEVRON CORPORATION	WELLS FARGO	4/30/2010	5.00	540.70	540.70	108.14	540.70	411.53	17.55	411.53	17.55	79.06
166764100	CHEVRON CORPORATION	WELLS FARGO	7/31/2012	7.00	756.98	756.98	108.14	756.98	771.61	12.60	771.61	12.60	79.06
189054109	CLOROX COMPANY	WELLS FARGO	8/28/2009	50.00	3,661.00	3,661.00	73.22	3,661.00	2,941.68	124.00	2,941.68	124.00	79.06
189054109	CLOROX COMPANY	WELLS FARGO	4/30/2010	11.00	805.42	805.42	73.22	805.42	711.11	27.28	711.11	27.28	79.06
194162103	COLGATE-PALMOLIVE CO	WELLS FARGO	8/28/2009	36.00	3,763.44	3,763.44	104.54	3,763.44	2,621.96	87.84	2,621.96	87.84	79.06
20825C104	CONOCOPHILLIPS	WELLS FARGO	4/30/2010	6.00	627.24	627.24	104.54	627.24	506.56	14.64	506.56	14.64	79.06
20825C104	CONOCOPHILLIPS	WELLS FARGO	5/3/2006	9.00	521.91	521.91	57.99	521.91	467.49	23.76	467.49	23.76	79.06
20825C104	CONOCOPHILLIPS	WELLS FARGO	2/16/2007	10.00	579.90	579.90	57.99	579.90	509.42	26.40	509.42	26.40	79.06
20825C104	CONOCOPHILLIPS	WELLS FARGO	8/28/2009	41.00	2,377.59	2,377.59	57.99	2,377.59	1,442.15	108.24	1,442.15	108.24	79.06
278265103	EATON VANCE CORP NON-VOTING	WELLS FARGO	8/28/2009	118.00	3,758.30	3,758.30	31.85	3,758.30	3,344.58	232.46	3,344.58	232.46	79.06
278265103	EATON VANCE CORP NON-VOTING	WELLS FARGO	4/30/2010	2.00	63.70	63.70	31.85	63.70	71.31	3.94	71.31	3.94	79.06
291011104	EMERSON ELECTRIC CO	WELLS FARGO	4/15/2010	71.00	3,760.16	3,760.16	52.96	3,760.16	3,733.14	82.81	3,733.14	82.81	79.06
291011104	EMERSON ELECTRIC CO	WELLS FARGO	1/30/2010	7.00	370.72	370.72	52.96	370.72	368.08	11.27	368.08	11.27	79.06

291011104	EMERSON ELECTRIC CO	WELLS FARGO	7/14/2011	11.00	582.56	52.96	582.56	611.97	17.71
30231G102	EXXON MOBIL CORP	WELLS FARGO	5/4/2010	47.00	4,067.85	86.55	4,067.85	3,117.03	102.46
30231G102	EXXON MOBIL CORP	WELLS FARGO	4/24/2012	28.00	2,423.40	86.55	2,423.40	2,412.13	47.88
303075105	FACTSET RESEARCH SYSTEMS INC	WELLS FARGO	8/28/2009	48.00	4,226.88	88.06	4,226.88	2,664.48	57.60
369550108	GENERAL DYNAMICS CORP	WELLS FARGO	8/28/2009	50.00	3,463.50	69.27	3,463.50	2,975.75	125.50
369550108	GENERAL DYNAMICS CORP	WELLS FARGO	7/14/2011	18.00	1,246.86	69.27	1,246.86	1,292.18	45.18
370334104	GENERAL MILLS INC	WELLS FARGO	7/10/2007	26.00	1,050.92	40.42	1,050.92	782.77	33.02
370334104	GENERAL MILLS INC	WELLS FARGO	5/13/2009	40.00	1,616.80	40.42	1,616.80	1,069.60	50.80
370334104	GENERAL MILLS INC	WELLS FARGO	8/28/2009	42.00	1,697.64	40.42	1,697.64	1,238.25	53.34
370334104	GENERAL MILLS INC	WELLS FARGO	4/30/2010	6.00	242.52	40.42	242.52	214.55	7.62
384802104	GRAINGER W W INC	WELLS FARGO	8/28/2009	16.00	3,237.92	202.37	3,237.92	1,406.58	49.83
413875915	HARRIS CORP	WELLS FARGO	8/28/2009	95.00	4,651.20	48.96	4,651.20	3,329.16	133.00
452308109	ILLINOIS TOOL WORKS INC	WELLS FARGO	8/28/2009	72.00	4,378.32	60.81	4,378.32	3,030.18	132.48
452308109	ILLINOIS TOOL WORKS INC	WELLS FARGO	4/30/2010	3.00	182.43	60.81	182.43	154.34	5.52
459200101	INTERNATIONAL BUSINESS MACHINE CORP	WELLS FARGO	8/28/2009	17.00	3,256.35	191.55	3,256.35	2,013.69	56.10
459200101	INTERNATIONAL BUSINESS MACHINE CORP	WELLS FARGO	4/30/2010	6.00	1,149.30	191.55	1,149.30	776.94	19.80
832696306	J M SMUCKER CO	WELLS FARGO	8/28/2009	46.00	3,967.04	86.24	3,967.04	2,386.58	90.48
832696306	J M SMUCKER CO	WELLS FARGO	4/30/2010	6.00	517.44	86.24	517.44	369.31	12.00
478160104	JOHNSON & JOHNSON	WELLS FARGO	6/27/2005	33.00	2,313.30	70.10	2,313.30	2,172.72	79.20
478160104	JOHNSON & JOHNSON	WELLS FARGO	8/28/2009	20.00	1,402.00	70.10	1,402.00	1,205.15	48.00
478160104	JOHNSON & JOHNSON	WELLS FARGO	4/30/2010	13.00	911.30	70.10	911.30	840.40	31.20
478366107	JOHNSON CONTROLS INC	WELLS FARGO	11/6/2009	161.00	4,937.87	30.67	4,937.87	4,232.75	147.59
487366107	KELLOGG COMPANY	WELLS FARGO	2/29/2012	89.00	4,970.65	55.85	4,970.65	4,668.03	116.59
580135101	MCDONALDS CORP	WELLS FARGO	8/28/2009	50.00	4,410.50	88.21	4,410.50	2,796.39	143.50
585055106	MEDTRONIC INC	WELLS FARGO	12/21/2011	108.00	4,430.16	41.02	4,430.16	3,968.02	136.62
594918104	MICROSOFT CORP	WELLS FARGO	2/8/2012	133.00	3,552.39	26.71	3,552.39	4,050.70	110.39
594918104	MICROSOFT CORP	WELLS FARGO	4/24/2012	82.00	2,190.19	26.71	2,190.19	2,623.75	51.66
655664100	NORDSTROM INC	WELLS FARGO	8/28/2009	77.00	4,119.50	53.50	4,119.50	2,219.77	83.16
655844108	NORFOLK SOUTHERN CORP	WELLS FARGO	8/1/2007	13.00	803.92	61.84	803.92	685.22	25.22
655844108	NORFOLK SOUTHERN CORP	WELLS FARGO	8/28/2009	50.00	3,092.00	61.84	3,092.00	2,322.76	97.00
669871109	NOVARTIS AG SPON DR	WELLS FARGO	8/28/2009	61.00	3,861.30	63.30	3,861.30	2,825.75	151.16
669871109	NOVARTIS AG SPON DR	WELLS FARGO	4/30/2010	14.00	886.20	63.30	886.20	714.52	34.69
704326107	PAYCHEX INC	WELLS FARGO	8/28/2009	107.00	3,327.70	31.10	3,327.70	3,022.52	208.65
704326107	PAYCHEX INC	WELLS FARGO	4/30/2010	24.00	746.40	31.10	746.40	736.24	46.80
713448108	PEPSICO INCORPORATED	WELLS FARGO	8/28/2009	55.00	3,763.65	68.43	3,763.65	3,129.93	115.77
713448108	PEPSICO INCORPORATED	WELLS FARGO	4/30/2010	7.00	479.01	68.43	479.01	461.08	14.73
718546104	PHILLIPS 66	WELLS FARGO	8/28/2009	16.00	849.60	53.10	849.60	334.50	7.19
718546104	PHILLIPS 66	WELLS FARGO	8/3/2012	35.00	1,858.50	53.10	1,858.50	1,383.55	8.75
731068102	POLARIS INDUSTRIES INC	WELLS FARGO	8/28/2009	57.00	4,796.55	84.15	4,796.55	1,102.01	84.36
74005P104	PRAXAIR INC	WELLS FARGO	1/4/1900	4.00	437.80	109.45	437.80	252.69	8.80
74005P104	PRAXAIR INC	WELLS FARGO	8/28/2009	30.00	3,283.50	109.45	3,283.50	2,280.45	66.00
74005P104	PRAXAIR INC	WELLS FARGO	4/30/2010	8.00	875.60	109.45	875.60	673.51	17.60
742718109	PROCTER & GAMBLE CO	WELLS FARGO	5/3/2006	1.00	67.89	67.89	67.89	56.25	2.21
742718109	PROCTER & GAMBLE CO	WELLS FARGO	8/28/2009	48.00	3,258.72	67.89	3,258.72	2,532.36	106.14
742718109	PROCTER & GAMBLE CO	WELLS FARGO	4/30/2010	6.00	407.34	67.89	407.34	374.94	13.25
82652101	SIGMA ALDRICH CORP	WELLS FARGO	4/30/2010	6.00	441.48	73.58	441.48	360.84	4.80
82652101	SIGMA ALDRICH CORP	WELLS FARGO	8/28/2009	56.00	4,120.48	73.58	4,120.48	2,851.45	44.80

871829107	SYSCO CORP	WELLS FARGO	8/28/2009	142.00	4,495.72	31.66	4,495.72	3,627.80	154.17										
871829107	SYSCO CORP	WELLS FARGO	4/30/2010	5.00	158.30	31.66	158.30	157.59	5.40										
87612E106	TARGET CORP	WELLS FARGO	8/28/2009	34.00	2,011.78	59.17	2,011.78	1,612.48	44.88										
87612E106	TARGET CORP	WELLS FARGO	4/30/2010	5.00	295.85	59.17	295.85	283.68	6.60										
87612E106	TARGET CORP	WELLS FARGO	7/14/2011	31.00	1,834.27	59.17	1,834.27	1,580.16	40.92										
913017109	UNITED TECHNOLOGIES CORP	WELLS FARGO	5/3/2006	8.00	656.08	82.01	656.08	506.48	16.24										
913017109	UNITED TECHNOLOGIES CORP	WELLS FARGO	8/28/2009	49.00	4,018.49	82.01	4,018.49	2,916.38	99.48										
93142103	WAL-MART STORES INC	WELLS FARGO	7/11/2011	29.00	4,378.13	150.97	4,378.13	3,285.12	87.87										
93142103	WAL-MART STORES INC	WELLS FARGO	8/28/2009	22.00	1,501.06	68.23	1,501.06	1,121.28	43.03										
93142103	WAL-MART STORES INC	WELLS FARGO	4/30/2010	16.00	1,091.68	68.23	1,091.68	862.82	31.28										
93142103	WAL-MART STORES INC	WELLS FARGO	7/14/2011	22.00	1,501.06	68.23	1,501.06	1,180.20	42.99										
** You can insert additional rows in yellow above if needed!																			
XXX	Totals to Page 12																		
XXX		XXX		XXX		XXX		XXX		XXX		XXX		XXX		XXX		XXX	
\$	219,669.56	\$	219,669.56	XXX		\$	219,669.56	\$	170,936.23	\$	6,374.75	\$	-	\$	-	\$	-	\$	-

