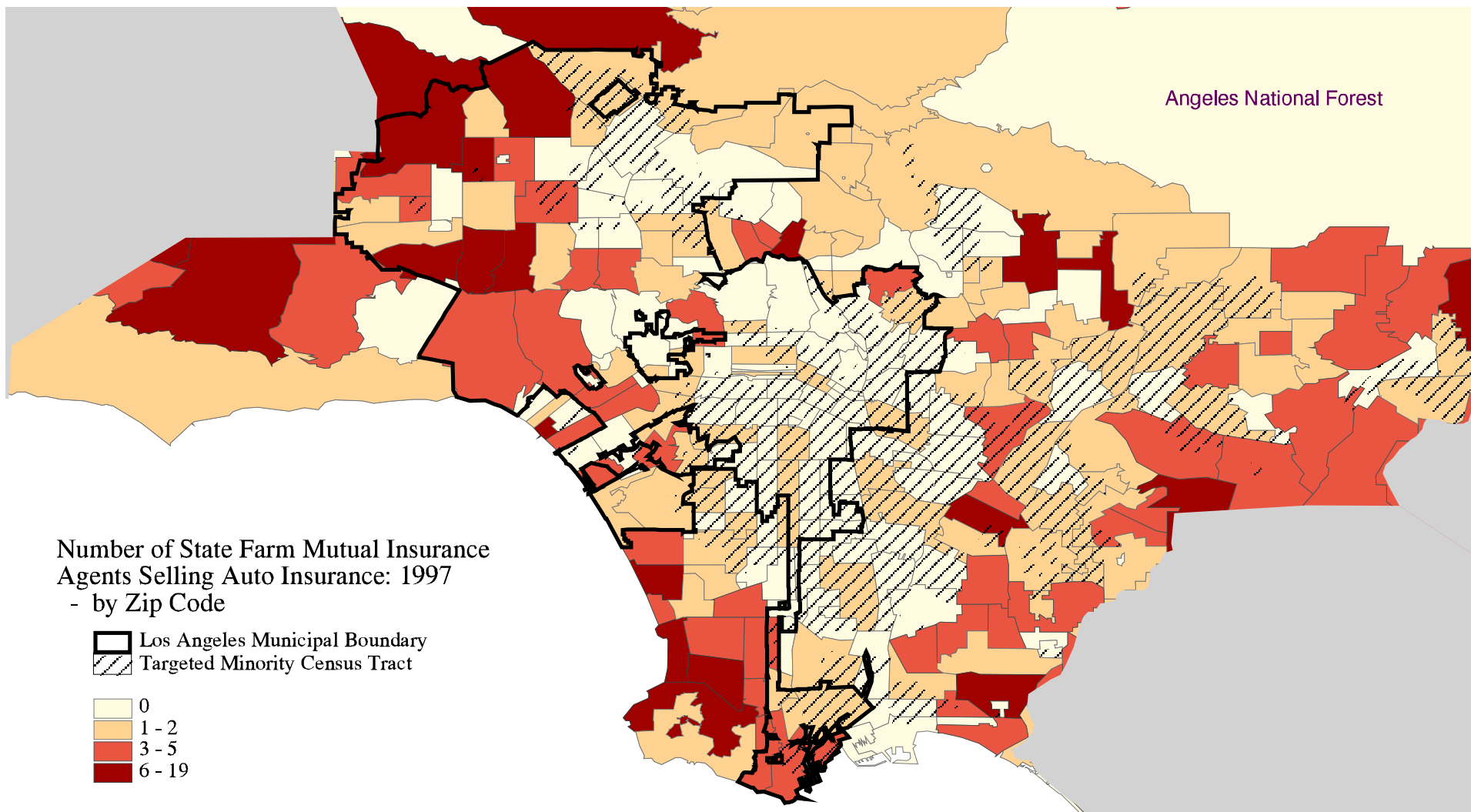


# State Farm Mutual Insurance Company Distribution of Auto Insurance Agents: 1997 Los Angeles City and Los Angeles County



Auto Insurance: Private Passenger Auto Liability Insurance

Targeted Minority Census Tract: African-American, Hispanic, Native-American, and Other-Race persons comprise 50% or more of census tract population -- Other-Race category excludes White and Asian persons.

Source: State of California, California Department of Insurance, Sacramento, CA; and 1990 US Census data.

Essential Information, Washington, DC