OUR 2020 IMPACT
$1.99 million DONATED through the National Life Group Foundation.

295 GRANTS processed; 202 approved. This is a 16% increase from 2019.

$570,038 DONATED in 2020 to 407 nonprofits through Share the Good, our employee donation matching campaign.

5 agents recognized with an Agent Do Good Award for their exemplary work with nonprofits.

Meals purchased through local restaurants kept people employed and frontline workers fed.

820 FREE Thanksgiving meals safely distributed in collaboration with community partners.

TARGETED SUPPORT included 171 laptops, tablets or monitors donated for telehealth appointments and 350 chairs to local elementary school for distance learning.

Successfully piloted the Do Good Cupboard; materials and time to build and install were donated. The shelves were repeatedly stocked with emergency supplies by National Life and community members.

Successfully piloted Feed Your Businesses. Feed Your Neighbors. which supported local businesses and collected food and hygiene products for at-risk neighbors and food for the hungry.

2020: THE YEAR IN REVIEW

Doing good in our communities has been in National Life’s DNA since its inception in 1848. While 2020 brought unprecedented needs, we rolled up our sleeves and helped in every way possible.

Here is a snapshot of some of our efforts to live our values.
Additional Highlights

Our selective and early partnerships with other funders multiplied the overall impact made

- Our inclusion in the Covid-19 Response Fund through the Vermont Community Foundation helped raise over $5 million
- We also made a donation for covid relief through the Communities Foundation of Texas which distributed more than $1.5 million in total funds
- We were an early participant of the Working Communities Challenge, a collective impact program led by the Federal Reserve Bank of Boston. Four grants of $300,000 were made to Vermont communities. The original plan was to award three; however, we were able to add another community due to an increase in funds raised
- We donated to the MEND (Montpelier and Economic Need and Distress) Fund which awarded over $200,000 to 74 struggling local businesses

Targeted donations to hunger-relief and other frontline organizations included:

- Outdoor chairs for a local elementary school so they could attend class safely outside
- A refrigerator for a local community cupboard to offer fresh meat and produce to those who need it
- Get Shift Done which employs displaced hospitality workers at vital nonprofits like foodbanks

We did more than write checks

- A new Vermont Foodbank truck used to transport fresh food that was gleaned from local farms
- 171 device donations helped with telehealth appointments in Vermont and Texas
- Neighbors Helping Neighbors rallied the community, kept restaurants open, and the homeless and frontline workers fed
- Mobilized resources to provide 820 free Thanksgiving meals

National Life Group Foundation
Because of National Life’s commitment and action, over 800 Vermonters received a free, nutritious and delicious Thanksgiving Dinner.
Celebrating Our Agents’ Causes

In 2020, we recognized the good work of our agents through the Agent Do Good Award. Eighty were nominated for doing good in their communities from which we selected five award recipients:

<table>
<thead>
<tr>
<th>AGENT</th>
<th>AGENCY</th>
<th>NONPROFIT SUPPORTED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chris Rorie</td>
<td>National Life Group</td>
<td>Neal McCoy’s East Texas Angel Network</td>
</tr>
<tr>
<td></td>
<td>Texas Agency</td>
<td></td>
</tr>
<tr>
<td>Jodi Bloom</td>
<td>National Life Group</td>
<td>Comfort 360</td>
</tr>
<tr>
<td></td>
<td>New York/New Jersey Agency</td>
<td></td>
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<tr>
<td>Danny Blumberg</td>
<td>True North Financial</td>
<td>Vet2Vet</td>
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<tr>
<td>Sandra Rowcliffe</td>
<td>ValuTeachers</td>
<td>Mental Health Association of East Tennessee</td>
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<tr>
<td>David Malone</td>
<td>Retirement Solutions</td>
<td>USO of Missouri</td>
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</table>

We also support agent causes that are aligned with National Life’s values including support of Team 94, an organization founded by agent Mike Sabato and his wife Nicole for adults with autism.
Recognizing the Good Employees Do

Our employee donation matching campaign, Share the Good, reflects the generosity of our teammates.

- We’ve already set a record this year. To open 2021, our Share the Good campaign raised more than $600,000 for 404 nonprofits.
- We hope to increase the number of volunteer events as restrictions are lifted.

While many events were canceled in 2020, there were safe ways our employees used their paid 40 hours of volunteer time offered by the company, such as hosting food drives and providing starter kits to help domestic violence victims get back on their feet.

YEAR-OVER-YEAR SHARE THE GOOD COMPARISON

<table>
<thead>
<tr>
<th>Year</th>
<th>Without NLG Match</th>
<th>Including NLG Match</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$170,212</td>
<td>$340,424</td>
</tr>
<tr>
<td>2018</td>
<td>$194,464</td>
<td>$388,928</td>
</tr>
<tr>
<td>2019</td>
<td>$270,827</td>
<td>$541,654</td>
</tr>
<tr>
<td>2020</td>
<td>$285,019</td>
<td>$570,038</td>
</tr>
<tr>
<td>2021</td>
<td>$303,851</td>
<td>$607,702</td>
</tr>
</tbody>
</table>
Maximizing the Impact

2020 brought unprecedented challenges. We immediately mobilized resources to ensure our impact was focused, whether it included joining other funders in large-scale efforts or providing kids with outdoor chairs.

We will continue to focus on giving that makes the most impact using the resources we have which can be financial, human, or in-kind. This strategic philanthropy will reinforce our values, build brand awareness, and inspire others to want to work for and with us.

Believe in tomorrow. Do good today.