

**2002 UNIFORM BUSINESS REPORT (UBR)**

**FILED**  
**May 21, 2002 8:00 am**  
**Secretary of State**

05-21-2002 91135 012 \*\*\*150.00

**DOCUMENT # 833275**

1. Entity Name  
**BERKSHIRE LIFE INSURANCE COMPANY OF AMERICA**

Principal Place of Business      Mailing Address  
**1111 MARKET ST**      **700 SOUTH STREET**  
**CHATTANOOGA TN 37402**      **PITTSVILLE MA 01201**  
**US**      **US**



DO NOT WRITE IN THIS SPACE

2. Principal Place of Business      3. Mailing Address  
**700 South Street**      **700 South Street**

Suite, Apt. #, etc.      Suite, Apt. #, etc.

City & State      City & State  
**Pittsfield, MA**      **Pittsfield, MA**

4. FEI Number      Applied For  
**75-1277524**      Not Applicable

Zip      Country      Zip      Country      5. Certificate of Status Desired            **\$8.75** Additional Fee Required

**01201**      **US**      **01201**      **US**

**6. Name and Address of Current Registered Agent**

**7. Name and Address of New Registered Agent**

**INSURANCE COMMISSIONER**  
**STATE OF FLORIDA**  
**TALLAHASSEE FL 32304**

Name  
 Street Address (P.O. Box Number is Not Acceptable)  
 City      **FL**      Zip Code

8. The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE \_\_\_\_\_  
Signature, typed or printed name of registered agent and title if applicable. (NOTE: Registered Agent signature required when reinstating) DATE

9. This corporation is eligible to satisfy its Intangible Tax filing requirement and elects to do so. (See criteria on back)

**FILE NOW!!! FEE IS \$150.00**  
**After May 1, 2002 Fee will be \$550.00**  
**Make Check Payable to Department of State**

10. Election Campaign Financing Trust Fund Contribution.       **\$5.00** May Be Added to Fees

**11. OFFICERS AND DIRECTORS**

**12. ADDITIONS/CHANGES TO OFFICERS AND DIRECTORS IN 11**

TITLE NAME STREET ADDRESS CITY-ST-ZIP	<b>PD</b> <b>MANNING, DENNIS J</b> <b>7 HANOVER SQUARE</b> <b>NEW YORK NY 10004</b>	<input checked="" type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<b>STD</b> <b>CAREY, KEVIN F</b> <b>7 HANOVER SQUARE</b> <b>NEW YORK NY 10004</b>	<input checked="" type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<b>D</b> <b>PELUSO, JOHN</b> <b>7 HANOVER SQUARE</b> <b>NEW YORK NY 10004</b>	<input checked="" type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<b>D</b> <b>CARUSO, JOSEPH A</b> <b>7 HANOVER SQUARE</b> <b>NEW YORK NY 10004</b>	<input checked="" type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP	<b>D</b> <b>HURLEY, JOHN R</b> <b>7 HANOVER SQUARE</b> <b>NEW YORK NY 10004</b>	<input checked="" type="checkbox"/> Delete
TITLE NAME STREET ADDRESS CITY-ST-ZIP		<input type="checkbox"/> Delete

TITLE NAME STREET ADDRESS CITY-ST-ZIP	Please see attached lists for additions/changes.	<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP		<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP		<input type="checkbox"/> Change <input type="checkbox"/> Addition
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TITLE NAME STREET ADDRESS CITY-ST-ZIP		<input type="checkbox"/> Change <input type="checkbox"/> Addition
TITLE NAME STREET ADDRESS CITY-ST-ZIP		<input type="checkbox"/> Change <input type="checkbox"/> Addition

13. I hereby certify that the information supplied with this filing does not qualify for the exemption stated in Section 119.07(3)(i), Florida Statutes. I further certify that the information indicated on this report or supplemental report is true and accurate and that my signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 607, Florida Statutes; and that my name appears in Block 11 or Block 12 if changed, or on an attachment with an address, with all other like empowered.

**SIGNATURE:** SIGNATURE REQUIRED  
SIGNATURE AND TYPED OR PRINTED NAME OF SIGNING OFFICER OR DIRECTOR

**4/29/02 413-395-4316**  
Date      Daytime Phone #

CR2E034 (9/01)

BERKSHIRE LIFE INSURANCE COMPANY OF AMERICA BOARD OF DIRECTORS

DOC # 833275

Mr. Albert C. Cornelio  
Retired Chairman of the Board  
BLICOA  
700 South Street  
Pittsfield MA 01201

Mrs. Phyllis S. Swersky  
President  
The Meltech Group  
12 Alderwood Road  
Newton MA 02459

Mr. James W. Zilinski  
Chairman, President & CEO  
BLICOA  
700 South Street  
Pittsfield MA 0120

Mr. Robert E. Hallagan  
Vice Chairman  
Heidrick & Struggles  
150 Federal Street, Suite 2700  
Boston MA 02110

Mr. John B. Caswell, Chairman & Owner  
The Omnia Group, Inc.  
601 South Boulevard  
Tampa FL 33606-2677  
and  
President and CEO  
CompLogix, Inc.  
101 South Franklin Street #200  
Tampa FL 33602-5312

Mr. James H. Lunt  
President & CEO  
Lunt Silversmiths  
P.O. Box 1010 (298 Federal Street)  
Greenfield MA 01302-1010

Mr. Michael Glazer  
President & CEO  
KB Toys  
100 West Street  
Pittsfield MA 01201

Dr. Francis C. Oakley  
President Emeritus  
Williams College  
Oakley Center for the Humanities  
Main Street  
Williamstown MA 01267

Mr. Dennis J. Manning  
Executive Vice President & COO  
Guardian Life Insurance Company  
of America  
7 Hanover Square  
New York NY 10004

Mr. David L. Klausmeyer  
Estate Manager  
Highlawn Farm  
535 Summer Street  
Lee MA 01238

Mr. Joseph D. Sargent  
President & CEO  
Guardian Life Insurance Company  
of America  
7 Hanover Square  
New York NY 10004

Ms. Rina K. Spence  
Former President & Founder  
iEmily.com  
7 Acacia Street  
Cambridge MA 02138

Mrs. Kay Knight Clarke  
President  
Templeton, Ltd  
89 River Road  
East Haddam CT 06423

**Officers**  
**Berkshire Life Insurance Company of America**  
**700 South Street**  
**Pittsfield, Massachusetts 01201**

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Bancroft, Joan E. Vice President-Information Technology	Margus, Paul, FSA, MAAA Life Product Actuary
Bergstrom, John H., Jr., CLU Executive Vice President & Chief Marketing Officer	Morgan, Donald O., FLMI Vice President of Underwriting
Birchall, Gina C., JD Counsel	Murrell, Kenneth E. JD, CLU Director of Specialty Products
Chandler, William R., CLU, FLMI Corporate Systems Officer	Newman, Timothy A., M.D., CLU, FLMI Medical Director
Cusson, Craig V., FLMI Executive Vice President—Client Services	Obert, William A., FSA, MAAA Vice President & Chief Actuary
Gottfried, Matthew, ASA, MAAA Product Design Officer	Palmer, Howell M., III, FSA, FLMI Executive Vice President & Chief Financial Officer
Howard, Clifford J., Jr., CIA, CISA, CFSA, LLIF Director of Quality Commitment and Auditing	Rotenberg, Laura H., J.D. Counsel
Kalib, David L., CLU Vice President, Secretary & General Counsel	Rucinski, Edward J., FLMI, CLU Vice President—Finance
LeBourdais, Susan B. Director of Marketing Services	Speranzo, Nicholas S., FLMI Vice President of Product & Financial Services
MacPherson, C. David, FLMI Director of Channel Administration & National Accounts	Volkman, Karl F., CLU, ChFC Director of Strategic Planning and Corporate Research
MacPherson, Robin, ACS Second Vice President - New Business Services and Policyowner Services	Yeager, Jeffrey A., ALHC, FLMI Vice President - Claims Management
MacQuarrie, F. Douglas, CLU, ChFC, NASD Distribution Operations Officer	Zilinski, James W. Chairman of the Board, President and Chief Executive Officer
Maffuccio, Edward A., FLMI Director, Human Resources	