

LAUTUM*news*

Welcome
2021



Inside . . .

- 2020 Virtual Convention Highlights
- Fire Scene to the Claims Office and Courtroom
- Members Making a Difference

Photo: Sangamon County Farm

John Cratty
Svea Mutual Insurance Co.

Chairman's Message.....	2
Executive Director's Message.....	3
Claims Seminar 2020	4
Mutual News.....	4
ZOOM Meetings Keep Members Connected	8
IAMIC's 401 k Program UPDATES.....	9
Fire Scene to Claims Office and Courtroom.....	10
2020 Convention Highlights.....	13
Past Leadership - Where are They Now?	14
How to Increase Yield While Others are Losing.....	17
Members Making a Difference.....	18
Mutual Milestones	21
Joe Reid CCP Scholarship.....	25
2021 Educational Scholarship	25
Insurance Industry VIRTUAL Legislative Day	25
Message from the Chair-Elect.....	26
Calendar of Events	27



Your individual view on 2020 and how it has impacted your life is personal. Be assured the decisions made this past year by IAMIC's Board of Directors regarding in-person events always considered the membership's individual health and safety first.

One silver-lining however, was IAMIC's first virtual convention well attended and well received by the membership. In our Strategic Plan the Board and Jackie had discussed using technology like Zoom for the possible benefit of IAMIC members. The situation in 2020 nudged us to accomplish that during the year. Jackie deserves the credit

Other successes for the year include:

- IAMIC membership and Lobbyist Evan Manning had success in our grass roots governmental efforts on behalf of the Farm Mutual Industry.
- IAMIC successfully prevented Corporate Governance reporting requirements from applying to Illinois Farm Mutual Insurance Companies.
- IAMIC held a successful Claims seminar with 90 plus participants in February.
- The Board voted to implement changes to the provider's of IAMIC's 401(K) program to lower costs, provide more assistance to participants and monitor compliance with plan rules.
- IAMIC ventured into Zoom technology to conduct weekly Manager meetings to deal with Covid-19 questions, other day-to-day operational questions and to keep our social connections. The virtual convention was held over a three-day format.
- Discussion with the Department of Insurance on changing the approval process for home office renovations was initiated.

Honestly, when I chose the theme “*Strategic Partnerships—Gearing Up for Great,*” I had another type of year in mind. But, if it hadn’t been for the strategic partnerships within our organization this year might have been unbearable at times. Thank you to Jackie, the Board and our committees for all your hard work and support.

2020 uncertainties aside, I was always certain the IAMIC membership would adapt and make our organization stronger. I credit each and every one of you!

John

Strategic Partnerships



GEARING UP
FOR GREAT!

From the Executive Director's Desk

They say that Associations are a major force in bringing people together, and I have always focused on the *literally* side of this yet 2020 has forced me to realize the *figuratively* side is just as important! Bringing our industry together with opportunities to learn together, sharing templates to save valuable time, as well as providing knowledge to make sure everyone is in compliance and aware of changing rules, allows our Association to lead our industry.

Finding thanks this year is still easy because I am blessed to be in an industry where integrity, kindness, and collaboration is the everyday standard. Yes, our world is turned upside down—Yes, we had to find new ways to serve members and still be of value—Yes, I am eager to be face to face and get a big hug and see a smile, but....I have so much, and am thankful. Thankful that we had such great support with sponsorships that allow us new ways to partner. Thankful that our members attended our events this year, even in a format unfamiliar to them, yet they trusted we would provide helpful tools for them. Thankful for technology that enable us to correspond with the Department of Insurance and the state and federal Legislators even when they are not in the office settings, to confirm compliance and awareness. Thankful for ZOOM, where I was able to see some friendly smiles, add some laughter to our days, and share stories of our lives.

Many things are shifting and realigning, but we ARE still standing! I can honestly say I was “kicking and screaming” as I was forced into the virtual world, but it has gone smoothly and has some advantages. Saving

members travel times and cost are top on the list but allowing an abundance of opportunity for new speakers is a huge benefit as well. I also don't have to load Big Blue (my SUV) down with all the paraphernalia required to put on an event. 😊 We are still able to bring our members knowledge and skills required for their success, and I am proud of our volunteers who help make this happen.

Your Mutual is being forced into the virtual world as far as payments and correspondence too—we have some great Associate Members who can help you with these challenges. Be sure to seek their assistance, they have supported our industry repeatedly.

As we prepare for 2021 our plates are full with decisions, do we host a face to face meeting or keep it virtual? How can we provide a strong return on investment for our sponsors? How can we make budget if members don't attend our events or the sponsorship isn't there this year? This is where YOU come in.

I ask that you consider sponsoring something this year—help keep our association strong. While we built our surplus to protect us in events such as 2020, we cannot withstand loss of income for prolonged times. Our revised Sponsorship program will be coming soon, please discuss this in your company and determine a budget that you can use to support our Association. Your sponsorship dollars help us serve our members with education and supports part of our operational budget.

As we close 2020 we are encouraged by the new opportunities we have been given.



Jackie Rakers, IOM

I hope 2021 allows us to return to face-to-face but until we are confident, we can safely meet, we will continue to strive to provide services of value. Working behind the scenes for you continues (read John Cratty's message for specifics) and I assure you we are putting your needs top on our list. If we can help your company, please reach out to us and utilize your membership benefits. Wishing you all a very Happy New Year, enjoy moments with your family and show gratitude each day.

Communication is Key ~

Jackie



*As we close 2020 we are encouraged by the new opportunities we have been given.
I hope 2021 allows us to return to face-to-face but until we are confident, we can
safely meet, we will continue to strive to provide services of value.*

Claims Seminar 2020



In February 2020, just weeks prior to COVID-19, IAMIC held a Claims Seminar at the Doubletree Hotel in Bloomington. Mike Harper and Robert Rapp (pictured at right), from the Department of Insurance, were speakers at this well-attended event. 📌

Mutual News

CONGRATULATIONS

Mendota Mutual Insurance Company Manager Deb Geuther is celebrating her 40th anniversary working for the local insurance company.

Geuther first started at Mendota Mutual after MMIC manager Roger Krenz asked her mother-in-law if she knew anyone who was looking for a job. Just so happened, Geuther was looking for work.

"At the time, I was mowing Roger's rental property in LaMoille," Geuther recalled. "I applied and the rest is 40 years of history."

Over those four decades, Geuther got her insurance license, earned her Professional Farm Mutual Manager designation and is in the Merit Society



Deb Geuther and Jack Robison, MMIC President

through the National Association of Mutual Insurance Companies.

When Geuther first started at MMIC, technology was vastly different than it is today. In those early years, she used a typewriter to type all the declaration pages, invoices and other paperwork.

"I guess that is why I had to do a typing test for my interview . . . on a typewriter," she recalled.

Geuther said insurance changes daily, which is one of the challenges of her position. She has to stay informed and keep up with those changes in order to provide a great product for customers at an affordable price.

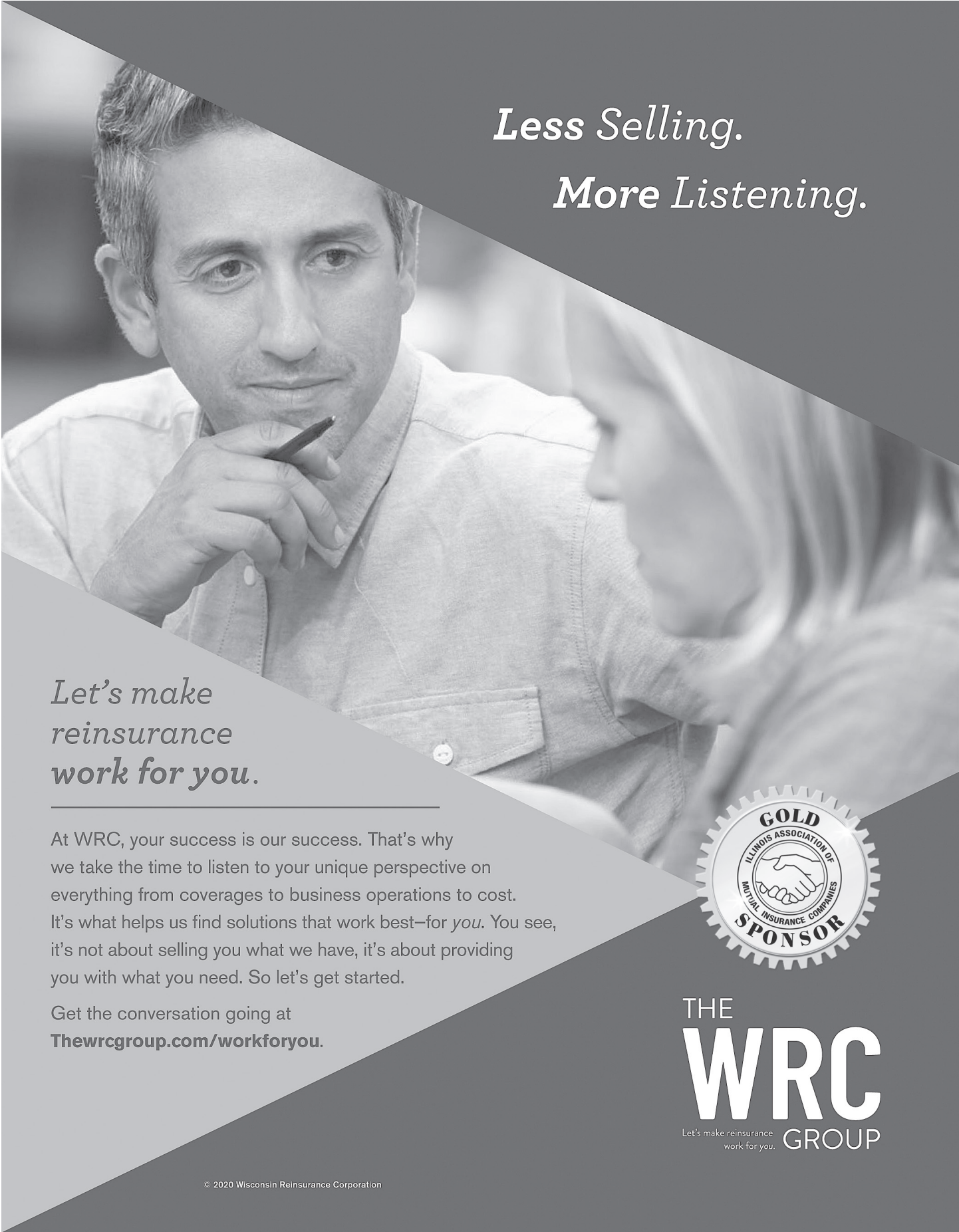
"Computers are great, I don't know how we could function without them," she said. "Just when you think you have up to date technology, something new emerges."

Besides changes in technology, business itself has changed.

"When I first started, we could do things on a person's word," Geuther said. "Now you have to have documentation on everything."

—continued on page 6

LAUTUMnews



*Less Selling.
More Listening.*

*Let's make
reinsurance
work for you.*

At WRC, your success is our success. That's why we take the time to listen to your unique perspective on everything from coverages to business operations to cost. It's what helps us find solutions that work best—for *you*. You see, it's not about selling you what we have, it's about providing you with what you need. So let's get started.

Get the conversation going at
Thewrcgroup.com/workforyou.



THE
WRC
Let's make reinsurance
work for you. GROUP

© 2020 Wisconsin Reinsurance Corporation

Looking back on the past 40 years, Geuther said the board of Mendota Mutual Insurance Company has been very supportive.

"I enjoy working for MMIC, and the board has been very good to me," she said. "They always allow my family to come first, which I greatly appreciate. I have enjoyed the people that I have been able to meet, the mutual world is a family."

Deb and her husband, Brad Geuther have been married for 41 years. The couple has two daughters, Jade, who lives in Canton, Ga., and Nigel, who lives in Peoria, Ariz. with her husband, Neftali, and their three children, Omni, 4, Oaklie, 3 and Ozzie, 5 months. 🏠

Outgoing Board Members

Thank you to Board Member, Ben Leezer (served 2018-2020), and Immediate Past Chair John Cratty — both pictured below.



Retirement

Congratulations to Ronette Payne, who has retired after 36 years of dedicated service to the Mutual Insurance industry. Pictured above L-R: IAMIC Executive Director, Jackie Rakers, Past Chairs Bob Jeckel, Ronette Payne and Dave Christensen. All three were Chairs from companies affiliated with Frontier Mt Carroll Mutual. 🏠

Daniels and Gonnering Join Wisconsin Reinsurance Corporation

MADISON, Wis.—Brett Daniels has been named Vice President of Reinsurance and Greg Gonnering has been named Vice President of Mutual Assistance at Wisconsin Reinsurance Corporation (WRC).

Daniels joins WRC after serving as Director of Reinsurance Underwriting at Grinnell Mutual in Iowa. He previously had a management role at Indiana Insurance Company as Unit Leader, Commercial Underwriting.

Daniels will manage WRC's Reinsurance business unit, which serves clients in Wisconsin, Arkansas, Illinois, Iowa, Missouri and South Dakota. The Reinsurance team partners with mutual clients to identify the reinsurance choices that work for them.

"WRC has a rich history of excellence in the town mutual reinsurance industry,"

says Daniels. "I'm looking forward to working closely with the team to focus on our clients so they can continue to grow and thrive in an ever-changing environment."

Gonnering joins WRC after 20 years of experience in the insurance industry. His previous role was Vice President of Claims at Mutual of Wausau in Wausau, Wisconsin. He also held leadership positions as a branch manager and property field claims manager.

As Vice President of Mutual Assistance, Gonnering will lead a team that partners with client mutual insurance companies to enhance their success. The team provides guidance when clients request assistance with such issues as strategic planning, succession planning, claims, underwriting and loss control.

—continued on next page

"I have always been inspired to train and teach what I know to help others succeed," says Gonnering. "I believe helping others succeed means you have succeeded."

The WRC Group, headquartered in Madison, Wis., provides reinsurance, insurance products, and related services to strengthen the insurance industry. The WRC Group comprises parent company Wisconsin Reinsurance Corporation (WRC) and subsidiaries 1st Auto and Casualty Insurance Company, WRC Agency and Wisconsin Adjusting Service, Inc. (WASI).

Founded in 1931, WRC is a property and casualty reinsurance company that serves and provides guidance to mutual insurance companies in Wisconsin, Arkansas, Illinois, Iowa, Missouri and South Dakota. 1st Auto and Casualty Insurance Company offers coverage for auto, umbrella, and liability. WRC Agency provides expanded product lines and WASI assists client mutual companies in adjusting their liability claims. For more information, visit www.thewrcgroup.com. 

Keep in touch at www.iamic.org

IAMIC's state-of-the-art association management software is designed to improve communication with our members. Among several helpful features members can register for events easier and the Manager of each mutual can now register multiple members for events with ONE login!

Keep track of upcoming events and Association news, too. Check it out!

Memorials

IAMIC affectionately remembers these great friends of the mutual insurance industry who passed away in 2019 or 2020, and extends condolences to their families and friends.



Doug Maxwell
Claims Adjuster
Central IL Mutual



Anne Meyer Rhodes
IAMIC Chair 1997
Farmers Pioneer
Mutual



Bob VanDyke
IAMIC Chair 1998
Rockford Mutual



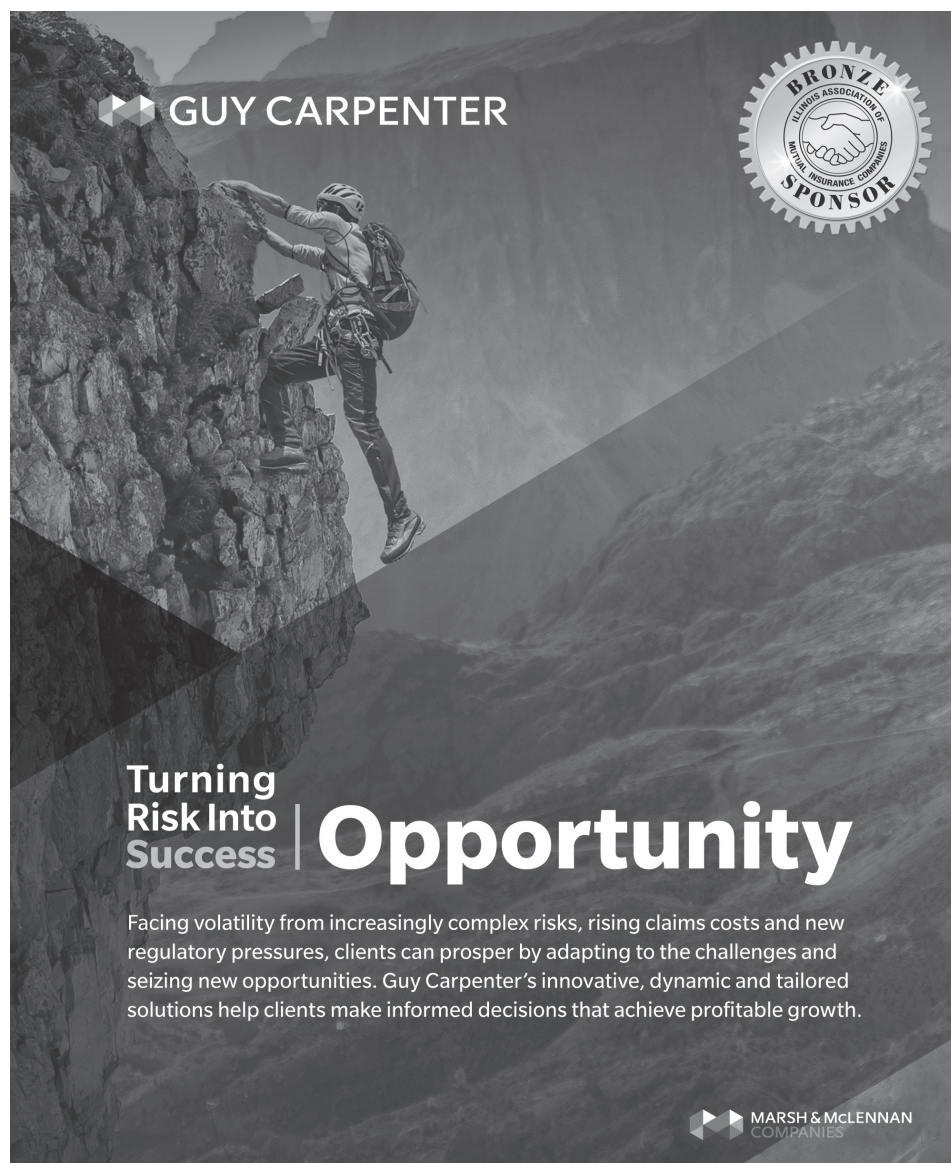
Bev Fick
IAMIC Chair 2004
Bradford Mutual



Loren Wilken,
Claims Adjuster
Town & Country
Mutual

Jack Frazier

Cass County Mutual Manager (merged with Camp Point – now Western Illinois Mutual)
NO PHOTO available



GUY CARPENTER

Turning Risk Into Success | Opportunity

Facing volatility from increasingly complex risks, rising claims costs and new regulatory pressures, clients can prosper by adapting to the challenges and seizing new opportunities. Guy Carpenter's innovative, dynamic and tailored solutions help clients make informed decisions that achieve profitable growth.

BRONZE SPONSOR
ILLINOIS ASSOCIATION OF
MUTUAL INSURANCE COMPANIES

**MARSH & MCLENNAN
COMPANIES**

Weekly ZOOM Meetings Keep Members Connected

The Coronavirus caused many offices to close and employees began working from home. This forced us into social isolation, and IAMIC began thinking of creative strategies we could utilize to stay connected. Joining together with some great sponsors, we began playing games during weekly zoom meetings which kept the engagement level high while generating a lot of laughter, too. 📺

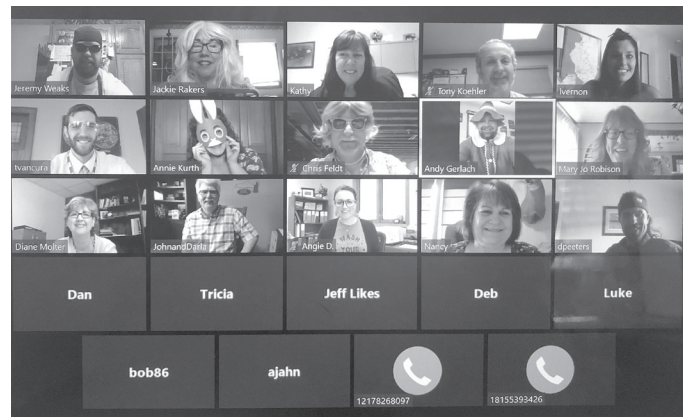


Above: First Managers' Chat, April 4, 2020

At Left: "Hat Day" at Managers' Chat, May 26, 2020



Above: IAMIC's version of "The Brady Bunch" may not have been picture-perfect but it sure was fun!



Above: Dress-Up Day



**Special THANK YOU to
our Game Sponsors!**

Bingo — sponsored by IMT Computer Services

Poker — sponsored by Cain Ellsworth & Co

Office Scavenger Hunt — sponsored by IMT Insurance

Heads or Tails — sponsored by Kane County Mutual

Are You Smarter than a 5th Grader — sponsored by The WRC Group



"Technology is best when it brings people together."

– Matt Mullenweg
Social Media Entrepreneur

"The technology you use impresses no one. The experience you create with it is everything."

– Sean Gerety
Data Analyst
Federal Housing Finance Agency

IAMIC's 401k Program UPDATES

As IAMIC constantly looks to provide the best benefits to our employees and affiliate groups, we've made some recent enhancements to our 401(k) plan that we want to share with you.

In July we expanded our investment options, lowered the cost of the plan to participants, and added Merrill Lynch as a plan co-fiduciary to help ensure participants are on the right track towards retirement.

As co-fiduciaries Merrill Lynch has

- Created an investment policy statement for the plan
- Developed a diversified investment menu
- Reviewed our plan design and added plan features
- Has an ongoing due diligence process
- Comprehensive performance reports and reviews

Garrison Schilling, our Merrill Lynch consultant, will be reaching out to member companies who are not yet in the IAMIC retirement plan to introduce himself and to discuss why joining the new and improved IAMIC plan might make sense for you. Merrill will run a cost analysis for any of our members and compare the investments that are in your plan against the investment options in the IAMIC plan today.

Most plan administrators who serve in the role of fiduciary have no idea what they are currently paying today. We suggest you take advantage of this no-obligation opportunity. If it makes sense we would be delighted to add more members to the IAMIC plan.

You may reach out to our advisor and he may be following up with a phone call, be sure to take a moment to listen and perhaps do a comparison to what you have.

Don't have a program at your Mutual? You can provide this amazing benefit to your employees with little cost to the Mutual. I highly recommend you consider contributing too so you can award your employees and be competitive in today's market.

Garrison Schilling

Financial Advisor

The OCH Group

www.fa.ml.com/ochgroup

Merrill Lynch, Pierce, Fenner & Smith Inc.

33 W Monroe | Suite 2200

Chicago, IL 60603

Direct Phone: (312) 269-5152

Fax: (312) 212-8400

Email: Garrison.schilling@ml.com

NMLS#: 1796816

Fire Scene to Claims Office and Courtroom

NFPA 921 Chapter 16 relates that the goal in documenting any fire and explosion scene is to accurately record the investigation through media that will allow the investigators to recall and communicate their findings.

Documentation in the Courtroom:

NFPA 16.2.5.3 That a benefit to the use of video recording is that the investigator can better recall the fire scene, specifically fire patterns, artifact evidence, their location and other important data and elements of the fire scene.

Overview

Fire scene documentation requires highly detailed accounts of evidence at the scene; however, it can be a challenge for investigators and technicians to document everything given the short window of collection time and the sensitivity of the evidence. The 3D laser-scanning camera can be utilized to document fire investigation scenes in a more comprehensive manner compared to traditional tools.

Traditional Evidence Gathering vs. 3D Laser Scanning

At a typical fire scene, investigators must decide which parts of the scene are relevant to their case; what to photograph, what to measure, and what to collect. This typically involves using traditional tools such as tape measures, measuring wheels, still and video cameras, and total stations to capture location images of walls, doors, furniture, and many different kinds of objects. However, given the magnitude of evidence at a scene, and in many scenarios, the cramped space in which a team has to work, this can be an extremely difficult task.

Additionally, determining which items are significant in a limited time span can

be a challenge—using traditional methods, it can take days to document everything. Often, the relevancy of various artifacts and images are not known until later on in the origin and cause investigation, at which point, the scene may have already been compromised and or spoliation has occurred, and measurements are impossible to collect.

Replacing traditional fire scene documentation methods, laser scanners offer an innovative approach to processing and documenting a fire investigation scene. Laser scanners can measure and photograph virtually everything at a fire scene. The data collected by laser scanning solutions are much more accurate and comprehensive compared to data collected with tape measures, sketches, or through single point collection using a total station. For example, in a typical 360° scan of an indoor scene, investigators can collect 10 million points in about 5 minutes—capturing details at the scene down to the millimeter. The speed and compact nature of the laser scanner allows investigators to quickly document entire environments without any subjectivity—everything can be documented in its original position. A permanent record of the scene is captured, and accurate measurements can be calculated using various software programs designed specifically for crime scene analysis long after the crime scene is gone.

Replacing traditional fire scene documentation methods, laser scanners offer an innovative approach to processing and documenting a fire investigation scene.

Benefits of Laser Scanning in Forensics

Many forensic teams have found that the implementation of a laser scanner into their workflow has generated benefits far beyond processing at the scene of a fire. For example, when laser scan data is brought into a software program to register the data points, a photorealistic 3D model and floor plan can be generated. These models are then used in courtroom presentations to interactively and accurately bring the jury to the fire scene. Creating a full-color walk-through enables attorneys to immerse the jury in the scene and illustrate the paths of people involved in the crime, providing a more compelling argument over simple photographs.

Additionally, when a case is brought to trial, it can be months, or even years after the fire had occurred. By generating models of the scene using scan data, the scene can be revisited and reexamined at a later date for additional information.

The versatility of the device allows for high-resolution documentation of both indoor and outdoor scenes, helping fire investigators to create a more efficient workflow in a shorter timeframe. Setting up in minutes, the scanner accurately captures the detailed dimensions of rooms and environments.

Insurance Perspective

In most insurance property cases there is an element of circumstantial evidence that is used by the trier of fact. It is rare

there is definitive direct evidence that is present therefore the more probable than not standard is imperative.

3D Laser Scanning provides indisputable demonstrative evidence to document the scene. Photos and written reports have their place and will always be the suggested documentation guide for a complete investigation according to NFPA 921, but 3D Laser Scanning exceeds that suggested in NFPA 921.

By using this form of demonstrative evidence, it will allow the investigator to put the judge or jury in their "virtual shoes." It will allow them the opportunity to step into the scene with the identical perspective of the investigator. The investigator can verbally and visually explain what is relevant, examples of fire science terminology, fire dynamics, fire behavior, the list can go on and on. From an insurance perspective this would be an opportunity to showcase your expertise.

When considering a casualty case, the 3D Laser Scanner may prove even more valuable. By doing a virtual walkthrough, one is immediately put in a position to note alarm systems, ways of egress, potential hazards and the potential ability to seamlessly identify the proximate cause of an occurrence such as low lighting, trip hazards or poor maintenance.

Finally, this 3D Laser Scanning technology provides a CSI factor for jurors. Juries love demonstrative evidence and cutting edge investigative tools and this 3D Laser Scanning provides both.

Insurance companies are always concerned with cost of an investigation verses the exposure. 3D Laser Scanning may not be necessary for every property and casualty investigation but, there are certainly many investigations and exposures which it would prove invaluable.



Experience a fully interactive virtual walk-through of a fire-damaged house at <https://matterport.com/3d-space/fire-damaged-house/>

Summary

Providing a comprehensive snapshot of a fire scene, 3D laser scanning improves workflow efficiencies, from the collection of evidence at a scene to post-processing and courtroom presentations for forensic investigations. Used for fire or explosion origin and cause investigation, fire fatalities or casualties, or for subrogation purposes, laser scanning provides a highly accurate, systematic approach to evidence collection in accordance with the guidelines of NFPA 921 and exceeds the requirements outlined in NFPA 1033. 



Chris Ward 815-405-5491
Ward & Associates
Forensic Fire Investigations

www.wardfire.net

BECAUSE MUTUALS MAKE THE DIFFERENCE



Rockford Mutual Insurance Company has been
been in business for nearly 125 years -
we've seen it all.

Just like our Farm Mutual partners we have seen
and endured many things in our history.

We take pride in supporting IAMIC and Illinois
Farm Mutuals because we all share a similar goal:

**To be the difference people need when
navigating through tough times.**



(815) 229 - 1500 | www.rockfordmutual.com

HOME | AUTO | BUSINESS | FARM

2020 IAMIC Convention Highlights

With the help of technology, during our Annual Business Meeting we swore in new board members.

TOP ROW

Dan Young, Chair
Central IL Mutual

Tony Koehler, Chair Elect
Western IL Mutual

Kathy Bray, Vice Chair
Wilberton Mutual



BOTTOM ROW

Susan Miller, Secretary/Treasurer
Black Hawk Mutual

Andy Gerlach, Board Member
Randolph Mutual
(re-elected 3-year term)

Gail Grawe, Board Member
Payson Mutual (3-year term)

THANK YOU to Our Convention Speakers and Presenters!



Chad Simon



Donna Parker



Jack Randall



Jeff Haner



Pam Nykazk



Tyler Vancura



Sabine Voigt



Wes St. Clair

Past Leadership – Where are They Now?



Bob Jeckel — 1987 Chair

The year I was chair of IAMIC our Mutual was Lincoln Logan Mutual Insurance Co., and we were located in Lincoln, IL. The company has since merged and is known as Frontier-Mt. Carroll Mutual, and I am still a current board member.

Cees and I have been married 53 years and our daughter Laurie lives in Cincinnati with her husband Dave, son Andy a sophomore in high school and daughter Katie is in 8th grade. Our daughter, Natalie lives in Chicago with her husband Case and their 3 ½ year old daughter Iris.

David Close — 1990 Chair

The year I was chair of IAMIC our Mutual I was the Secretary treasurer of Hamlet Mutual, and owner and agent of Hamlet Insurance Agency. There have been no mergers with Hamlet and they are still a strong company today. I live with my wife, Carol, and have two children, Gayle and Greg along with 7 grandchildren. I am still active in farming and a partner in Close Farms. *(no photo available)*



Don Koenig — 1996 Chair

My first association as a producing agent was with Belleville Mutual. From there I served on the Belleville Mutual board for 19 years, with 11 of those years as President.

It was still Belleville Mutual when I was the IAMIC Chairman in 1996. We went through several mergers, always as the surviving company. During the last merger there was also a name change to Hartland Mutual. It is still Hartland Mutual today.

Marcia (my wife) and I are enjoying our retirement years and are enjoying good health for our age. Our daughter and son-in-law live in Clarksville, Tennessee. Our son and his family live in Greensboro, North Carolina. Our granddaughter and her family live in the Glen Carbon, IL area. She has identical twin boys that just turned 7 years old. Life is good! Hello to all our IAMIC friends!



Doug Sullivan 2003 Chair

The year I was chair of IAMIC I was the Secretary/Treasurer-Manger of Svea Mutual in Orion IL. Svea is still a strong mutual today and just celebrated their 155th year in business. My daughter Lauren, her husband, and my two grandsons (Greyson 5, Miles 3) still live in Denver. I try to visit them (or them me) about every 3 months. But that has been hard due to COVID-19. Kyle is finishing up his mechanical engineering degree in the Quad-Cities and lives with me, although he spends most of his time with his girlfriend in Moline. Matt and his fiancé live in Huntington Beach, CA (a mile away from the beach), and I have a beautiful granddaughter, Bianca, who just turned one. They were going to get married in August, but have postponed it until next year due to COVID-19.

— continued on next page



Ronette Payne — 2007 Chair

The year I was chair of IAMIC I was the Underwriting Manager for Frontier Mutual in Lincoln, IL. Frontier merged with Mt. Carroll and is now known as Frontier-Mt. Carroll Mutual, with offices in Lincoln and Mt. Carroll, and is doing well. There have been many changes since I started with them in 1984. We've had several name changes, eleven mergers and several different processing systems and underwriting/claims tools. Location of employees has also changed as we have had two offices and several employees working remotely for several years. As with all businesses, our methods of conducting business has changed this past year due to the pandemic. I believe that all the changes through the years have helped our company to better serve our policyholders.

After 36 years, I retired 10/30/20. I will always treasure my time involved in IAMIC. I will miss friends that I've made over the years, especially my IAMIC friends. I plan on spending more time with my three children and four grandchildren. My husband and I also plan to travel west to visit friends. Best wishes to IAMIC in the future. IAMIC provides a valuable service to its membership, and its hard-working volunteers make it a great association.



2010 Tricia Mickley

The year I was chair of IAMIC I was the Manager of Mt. Carroll Mutual in Mt. Carroll, IL. We have since merged with Frontier Mutual and formed Frontier-Mt. Carroll Mutual, with offices in both Lincoln and Mt. Carroll.

My husband, David is still farming in Whiteside County, and my son Nathan graduated high school and attends Illinois State University. My daughter Anna is a senior in high school.



2012 Mike Beaird

The year I was chair of IAMIC I was President of the board for Central Illinois Mutual and operated an insurance agency. I still am in that same position today and we are a strong mutual.

I am still married to Pat and we just celebrated our 34th anniversary. We have four grown children, and seven wonderful grandchildren.



2015 Lyle Bruning

The year I was the chair of IAMIC I was the Manager of Town & Country Mutual in Pecatonica, IL, and I am pleased to say that they are still going strong. After serving as the Manager of Town and County for 10 years, I moved to Coal Valley in 2019 to begin my career as Manager of Svea Mutual in Orion, IL.

My wife Lezlie is employed at home with Empire Today Flooring, and we have six grown kids, 13 grandchildren, and 1 great-granddaughter.

— continued on next page



2018 Karen Williams

The year I was chair of IAMIC I was the Manager/Secretary-Treasurer for Louisville Clay County Mutual. Our mutual was so small I was involved in every aspect of the company. I loved the variety of my job and not only did my day move swiftly, but I also obtained a full understanding of the mutual industry. I loved interfacing with agents, customers, reinsurance representatives, even Whitey Patton's office. It was a wonderful experience and having the honor of serving as IAMIC chair my last year before retirement was the icing on the cake.

In retirement, I enjoy being home—working in my yard, cooking, reading, and being available for my family. In 2019, I got my own Australian Shepherd puppy. Her name is Lucy and she is a lot of company for me. New in late 2020 will be our first grandbaby and we are so excited for our daughter and her husband...and of course, grandpa and grandma. Retirement life is great for me, but I still miss seeing everyone.



2019 Mary Jo Robison

The year I was chair of IAMIC I was the Secretary-Treasurer/Manger of LaPrairie Mutual, a position I still hold today. Dave and I just celebrated our 32nd wedding anniversary. We adopted two rescue dogs a few months ago. Iris and Ivy are greyhounds that are approximately 2 years old, full of energy and very loving. Our daughter Kelli and her husband, Tyler have blessed us with two beautiful grandchildren. Noelle was two in August ,and Max is almost one. We spend as much of our free time as we can with our family.

Thank you,
BRONZE MUTUAL
Sponsors



How to Increase Yield While Others are Losing

Volatile and uncertain economic times always bring about investment review and risk analysis. Managers and board members look to see how their portfolio stands up to the current rate environment as well as wild fluctuations in equity markets at home and abroad. Are our investments where they need to be? When was the last time we reviewed our investment plan? Do we need to make any changes based on the current environment? Questions and concerns begin to surface among a company's leadership drawing focus away from daily operations at critical times.

In the last three months, the market and economy have swung us around like a carnival tilt-a-whirl. The market cannot decide if it is a bear or a bull. The economy cannot figure out if it is a rocket blasting ever higher or an avalanche crashing down a mountain side. We have watched US Treasury rates continue to get closer and closer to zero, and companies' returns have compressed as well. In Illinois, the average net yield on invested assets as of December 31, 2019 for P&C companies that filed an NAIC Annual Statement (Association Edition) was 2.57% which after taxes, assuming a 27% rate, is 1.88%.

There are investments available to companies though that can help improve the bottom line in both a dropping rate environment as well as an increasing rate environment and also provide stability with an attractive yield. One such asset is insurance company-owned life insurance (iCOLI). Companies have owned life insurance for over 100 years. iCOLI is a widely held asset by small, medium, and large companies as a permissible investment (reference 215 ILCS 5/Illinois Insurance Code) and possesses tax-advantages that help the corporate balance sheet and income statement. The asset also receives favorable risk-based capital treatment while enhancing the investment choices available to insurers. iCOLI offers a company a high-quality asset with safety and soundness. Interest in iCOLI has increased in these extremely volatile market swings with more insurers diversifying their balance sheet in compliance with their surplus investment policy guidelines. 

Comparative Investment

EOY	10-Year Treasury		10-Year AA Muni Bond		10-Year AA Corp Bond		Insurance Asset* (iCOLI)	
	Yield	TE Yield	Yield	TE Yield	Yield	TE Yield	Yield	TE Yield
1	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.44%	3.34%
2	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.46%	3.37%
3	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.54%	3.48%
4	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.57%	3.52%
5	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.61%	3.58%
6	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.70%	3.70%
7	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.75%	3.77%
8	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.81%	3.85%
9	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	2.97%	4.07%
10	0.60%	0.44%	1.00%	1.37%	1.65%	1.20%	3.18%	4.36%
11							3.34%	4.58%
12							3.35%	4.59%
13							3.36%	4.60%
14							3.37%	4.62%
15							3.38%	4.63%
16							3.39%	4.64%
17							3.39%	4.64%
18							3.39%	4.64%
19							3.39%	4.64%
20							3.40%	4.66%

Footnotes:

Tax Rate: 27%

The 10-year US Treasury, Muni, and Corporate are based on market conditions on May 20, 2020.

*The above illustrations do not account for mortality gains. The values are based on a single premium investment.



BANKERS BENEFITS is a proud IAMIC member and can help to further educate you on the benefits of iCOLI as an investment as well as a tool to attract and retain talent. We consult and customize an efficient iCOLI program catered to your current goals and objectives while following the Interagency Guidelines as well as COLI Best Practices. As the state and country work to open back up we look forward to visiting your office and sharing our expertise on an asset that helps you achieve higher book yield on earning assets as well as provides the safety and soundness of diversified portfolios of high-quality insurance carriers.

Please do not hesitate to reach out if you have questions. You can reach Tom Kosanda at 630.886.9648, or Shane Kranov at 773.405.6362. We appreciate your partnership and are excited to be part of IAMIC.

MIND IF WE TOOT OUR OWN HORN?

While many good-deed-doers are hesitant to toot their own horn, IAMIC wants to shine a spotlight on the members who are making a positive difference in their communities and in the lives of their employees. We are proud to call these folks our friends and colleagues! If you know of an agency (maybe your own) that is making a difference, send a note to IAMIC so we can celebrate together and inspire each other to make the world a better place!

Grinnell RE

- Internship Program and the Top Rated Co-Op program*
- Iowa Top Place to Work award (10th consecutive year)
- Sponsored Jolly Holiday Lights in Altoona that grants wishes of children living with life-threatening medical conditions
- Workplace Health Achievement Gold level from the American Heart Association
- United Way Contributor Company and employees
- Supported WI dairy farmers during COVID

*Grinnell Mutual internship program recognized

Grinnell Mutual has been named one of Vault's 2020 Best 100 Internship Programs in the country, ranking 11th overall with a score of 9.371.

Vault, a career research company based in New York, surveyed more than 11,000 interns, who ranked their experience on a scale of 1 to 10 (10 being best). Interns rated their companies based on six areas: quality of life, compensation and benefits, interview process, career development, full-time employment prospects, and diversity.

Within the overall rankings, Grinnell Mutual's program also ranked second in the financial services industry, third in "real-life experience" and fourth in both "overall career development" and "quality of assignments," and sixth in "quality of life."

Grinnell Mutual is proud of the experience it offers co-op students and interns, including competitive wages, flexible work hours, the opportunity to earn school credit, access to senior leadership, and the chance to work across divisions on enterprise-wide projects.

During 2020, Grinnell Mutual was one of the few large companies that continued its co-op/internship program through the pandemic closures, honoring the offers it extended in the fall of 2019. Each co-op/intern was provided with the necessary equipment and training to do their work remotely.

"During the transition to working for home, Grinnell Mutual's senior leaders knew it was especially important to stay true to the company's core values in such an unsettled time," said Jeff Vogts, vice president of Talent Development. "Keeping our commitments to our customers and employees is what we do, and we consider these students an important part of our team."

— continued on next page

IMT Insurance

- The Golden Apple Award, Boys and Girls Club, Hunger Task force, Food Pantry
- Iowa Top Places to Work Award
- St Baldricks Foundation
- Special Olympics
- Forbes America's Best In State Insurance Company: auto

IMT Insurance Awards \$33,000 to Local Community Projects

September 16, 2020 — IMT Insurance, a leading provider of personal and commercial insurance products in the Midwest, recently announced its list of 61 Community Contest winners.

The IMT Community Contest awards monetary gifts to community projects and organizations within the states the company does business. This year, nearly 100 entries were submitted for consideration from June to August, and 61 awards of either \$500 or \$1,000, totaling \$33,000, were gifted to local projects and organizations in need.

This is the 23rd consecutive year IMT has awarded gifts to local community projects in need of funding. IMT Insurance offers insurance products through more than 1,000 Independent Insurance Agencies across six states: Iowa, Illinois, Minnesota, Nebraska, South Dakota, and Wisconsin.

IMT Insurance is honored to partner with the 2020 nominating Independent Insurance Agents. Their superior performance and enduring commitment enable IMT to continue living up to its slogan, "Be Worry Free!"

The WRC Group

- Best Company to work for in Insurance award (2nd consecutive year)
- UW Health University Hospital front line workers donations
- Dairy Challenges by supporting WI dairy farmers

Farmers Mutual Hail

- St Baldricks for 15 years
- Many community projects:
- Iowa Stops Hunger projects
- FFA scholarships
- Walk to Cure Type 1 Diabetes

Rockford Mutual

- Named Best Places to Work in IL
- Community donations
- Food Banks
- Blood Donation Drives

Camp Point

- Purchased weekly lunches to go for employees to support local businesses and reward employees.

United Mutual

- Provided a Smoked Pork Chop lunch for emergency services to show appreciation.

LaPrairie Mutual

- Worked with local community organizations to recognize the 2020 Graduating class by purchasing photo banners with their names that hung downtown since they could not have traditional graduation.

SVEA Mutual

- Honored Moms with special treats at the Coffee Shop. 

*"You have not lived today
until you have done
something for someone who
can never repay you."*

— John Bunyan

*"To ease another's heartache
is to forget one's own."*

— Abraham Lincoln

*"Do not act as if you had
ten thousand years to throw
away. Death stands at your
elbow. Be good for something
while you live and it is
in your power."*

— Marcus Aurelius

*"Every sunrise is an
invitation for us to arise and
brighten someone's day."*

— Richelle E. Goodrich

*"Those who are happiest
are those who do the
most for others."*

— Booker T. Washington

PLATINUM MUTUAL *Sponsors*



**Central Illinois Mutual
Insurance Company**



**Frontier-Mt Carroll
Mutual Insurance**

Thank you!

Mutual Milestones

PLN Mutual Insurance Company — 155 Years



Above: PLN Board of Directors receiving an Anniversary Plaque from Executive Director Jackie Rakers.

Svea Mutual Insurance Company — 155 Years

2020 is a year that Svea Mutual had a very special birthday. Last year Svea turned 155 years old. Without a doubt Svea happens to be either the oldest or at the very least the second oldest farm mutual in Illinois. The major question then becomes which mutual actually filed their Articles of Incorporation first? Both, Svea and PLN Mutuals are officially recognized to be



Above: Svea Mutual Board of Directors receiving an Anniversary Plaque from Executive Director Jackie Rakers.

chartered in 1865 by the IL Department of Insurance. Executives from PLN Mutual in Dixon allegedly claim that they had their Articles of Incorporation in the hands of Abraham Lincoln when he was on his way to the theatre one night in April 1865, but folklore be told, actually Svea Mutual a few weeks earlier that year had presented their Articles of Incorporation to Secretary of State William Seward, and Mr. Seward had somehow misplaced the coveted Svea Articles of Incorporation which then became forever known as "Seward's Folly." And so now you know the "Rest of the Story." Both mutuals are still investigating this further.

— Courtesy of Lyle Bruning, Manager of Svea Mutual

— MILESTONES continued on next page

Mutual Milestones

Bradford Victor Adams Mutual Insurance Company — 150 Years



Above: Bradford Victor Adams Mutual Board of Directors.



Above: BVA President Dan Welty receiving an Anniversary Plaque from Executive Director Jackie Rakers.

Blackhawk Mutual Insurance Company — 145 Years



Above: Blackhawk Mutual Chair Doug Slaymaker receiving an Anniversary Plaque from Executive Director Jackie Rakers.



Above: Blackhawk Mutual Board of Directors.

If your Mutual is celebrating a five year milestone in 2021, we would love to attend one of your board meetings to present your company with an Anniversary Plaque! Please contact the IAMIC office with your next board meeting date.

Mutual Milestones

Westervelt Mutual Insurance Company — 140 Years



Above Left: Westervelt Mutual Board of Directors. At Right: Westervelt Chair Gus Cole receiving an Anniversary Plaque from Executive Director Jackie Rakers.

Watseka Mutual Insurance Company — 130 Years



Above Left: Watseka President Dave Hubert receiving an Anniversary Plaque from Executive Director Jackie Rakers. At right: Watseka Mutual Board of Directors.

Louisville Clay County Mutual Insurance Company — 120 Years



Above: Louisville Clay County Mutual Board of Directors.



Louisville Clay County Chair Pat Quinn receiving an Anniversary Plaque from Executive Director Jackie Rakers.

PLATINUM SPONSOR



READY TO RECONSIDER YOUR REINSURER?

Does your reinsurer have the power to help your mutual grow? As the number one reinsurer of farm mutuals in the U.S., we help companies like yours plan for a more prosperous tomorrow. Join the nearly 250 farm mutuals that partner with us to help secure their future.

Trust in Tomorrow.® Talk to us today.



STRONG | SECURE | STABLE

grinnellmutual.com



Trust in Tomorrow.®

"Trust in Tomorrow." and the "Grinnell Re" are registered trademarks of Grinnell Mutual Reinsurance Company. © Grinnell Mutual Reinsurance Company, 2020.



Joe Reid Memorial CCP Scholarship

It is crucial that we send as many members as possible to our Washington, DC CCP trip. To encourage attendance in DC, we have a scholarship in Joe Reid's name to assist with the cost. Chairman Joe Reid was passionate about our efforts in DC and always participated.

At the time this issue of *Lautum News* is going to press, we are waiting to hear back from NAMIC to secure a date when possible (which will depend on COVID restrictions), but we encourage members to let us know as soon as possible if they are interested in participating once we are able to lock in a date.

Contact the IAMIC office by February 1, 2021 to let us know: (1) you would like to participate in the DC trip, and (2) if you wish to be entered to win the 2021 CCP Scholarship. Once the details are finalized, interested parties will receive further information (including hotel accommodations). 



Insurance Industry VIRTUAL Legislative Day

Insurance Industry Legislative Day brings individuals from Illinois second largest industry together as five associations join as one for this event. We will be inviting new legislators as well as the New Director of Insurance—please watch for updates and plan to join us virtually! 

Educational Scholarship

The Association recognizes the need for an educational scholarship that would allow members to increase their knowledge in many different areas, and therefore changed our David King Scholarship to the **IAMIC Educational Scholarship**. This Scholarship is worth up to \$500 and must be used within one year of receipt. The scholarship may be used for any insurance-related educational event and is not limited to IAMIC functions.

If you are interested in being considered for the 2021 IAMIC Educational Scholarship, please contact the IAMIC Office at leadership@iamic.org to request an application form. You may also apply for the scholarship at www.iamic.org.

Applications are due by **April 1st, 2021**, and award winners will be notified by April 20th. The 2021 Scholarship will be *valid from April 2021 through April 2022*. 



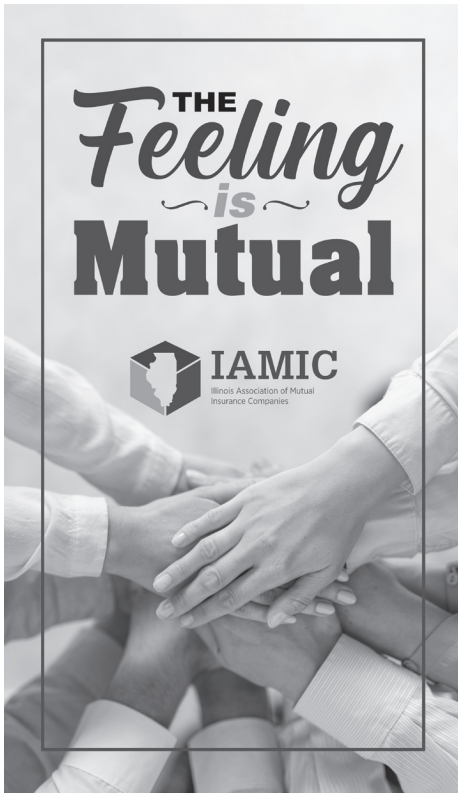
Save the Date!

Mark your calendar and join us for
IAMIC's 140th Annual Convention & Trade Show
August 23 - 25, 2021 • Embassy Suites, East Peoria

Mark your calendar and
join us next year for
IAMIC's
**140th Annual
Convention & Trade Show**

August 23*- 25, 2021
Embassy Suites, East Peoria

(*Note that next year's
Convention starts on a **Monday**)



Greetings IAMIC
Members!

As your new
chairperson,
I am looking
forward to
another great
year for our
Association.

Well, 2020 has been a boring year,
hasn't it? Nothing unusual. Nothing out
of the ordinary. Things have been pretty
normal—**NOT!**

Some of you may have heard me
rant about this before. I am tired of news
media and pundits referring to our present
situation as the "new normal." Folks, this
ain't "normal." The pandemic caused by
the Chinese Virus has affected everyone's
life, and not in a good way. We wear masks
to go to the store, or anywhere else. We
socially distance. We avoid loved ones.
We wash our hands until they are red and
rough. We use hand sanitizer that works
better as a cut finder. We all know people
who have "tested positive" or become ill.
Or worse. Normal? I don't think so, Tim.

On a side note, I will say the social
distancing has not been all bad. Frankly,
I don't like people too close to me at the
store even in normal times. I am totally
OK with losers who have no awareness of
their surroundings, and their carts, staying
away from me. Let's make that normal.

And I still hug my grandkids. Hey,
arrest me.

I sound like a grumpy old man.
There's good reason for that. And don't
even get me started on the 2020 election
irregularities.

Unfortunately, the Chinese Virus has
also negatively impacted our Association
this year. Meetings, educational seminars,
and the annual convention were delayed,
postponed, or converted to virtual events.
IAMIC Executive Director Jackie Rakers
did an excellent job of adapting to the
pandemic so we could have virtual events.
We have even been able to have a number
of virtual mutual manager meetings via
Zoom just so we could chat and exchange
some ideas (without violating any anti-
trust laws, of course).

So, what about 2021? Who knows?
We're hearing positive news about vaccines
coming soon. Let's hope that all goes well.

For IAMIC, we're in the planning
stages for 2021 events. At this point, our
focus and hope are to go back to in-person
events. But we recognize that not everyone
will be ready for that. We will offer
alternatives. And we will have a Plan B in
case in-person events are not possible. As
always, your support of the Association
and events is vital. Please participate
however you are able and comfortable.

Just one more quick rant before I
sign off. In addition to the bad virus news
every day, I call on the media to report
any positive news. How about telling us
how many people tested negative each
day? How about how many people tested
positive, but did NOT have to go to the
hospital? How many people have survived
the Chinese Virus?

I hope this message finds you well.
Stay safe. And remember, if you see me
at the store, stay the heck away from me!
Even in normal times. 📺

Dan

IAMIC 2021 Calendar of Events*



February VIRTUAL — 1 Hour 15 minute Sessions

- 3 Claims Appraisal Process
- 10 CAT Claims — Sharing Tips of the Trade
- 17 Adjusting in the COVID World
- 24 Changing Weather Trends

March VIRTUAL — Director Training

- 1 Joe Reid Scholarship Applications Due
- 3 Understanding Your State Report
- 17 FMDC – Two Classes

- April 7 Silo Safety Screening — VIRTUAL
- 20 Farm Inspection School, Bloomington, IL
- 21 Underwriting Seminar, Bloomington, IL

- July 1 **Nominations Due** for LAUTUM, Company Achievement & Fire Department of the Year Awards

- August 23 – 25 IAMIC Convention — Embassy Suites, East Peoria, IL
(*NEW START DAY – We begin on Monday this year!)

- September 19 – 22 NAMIC Convention — Nashville, TN

*NOTE TO MEMBERS CONCERNING THIS YEAR'S CALENDAR

We will monitor COVID-19 guidelines for Illinois, and will switch in-person meetings to virtual if necessary. As your event comes closer visit www.iamic.org for updates. Thank you!

LAUTUMnews

First Quarter 2021
Volume 51 • Number 1

The LAUTUM NEWS is published periodically, in the interest of Farm Mutual Insurance by the **Illinois Association of Mutual Insurance Companies**

P.O. Box 116
Ohlman, IL 62076
217/563-8300, 800-69-IAMIC
Fax 888/403-0935
E-Mail leadership@iamic.org
www.iamic.org

POSTMASTER – Send address changes to:
Lautum News, PO Box 116, Ohlman, IL 62076

IAMIC Anti-Trust Statement

The purpose of IAMIC is to promote the best interests of the mutual insurance community, and particularly the best interests of policyholders of mutual insurance companies. To this end, IAMIC programs and activities are planned and implemented with the objective that policy holders will benefit from the best products and services.

It is not the intention of IAMIC to provide a forum for standardizing products or rates, dividing markets, fixing profit levels, or categorizing customers to whom insurance products may be sold.

If you have any concerns about the prohibited activities in connection with any IAMIC activities, please contact the president or any IAMIC Board member immediately.

Quality Claims Service Inc. Adjusters and Appraisers

Rob Ellis, AIC- Owner
P.O. Box 2056
East Peoria, IL 61611
PH: (309)694-6346
Fax: (309)694-9022

robellis@quality-claims.com



**Multi-Line
Adjustment Services**
Property
Casualty
Farm Equipment

www.quality-claims.com

"Serving All of Central Illinois"





IAMIC

Illinois Association of Mutual
Insurance Companies

P.O. Box 116
Ohlman, IL 62076

Presorted
STANDARD
U.S. Postage
PAID
Springfield, IL
Permit #925

OVER A CENTURY OF SERVICE



Farmers Mutual Hail
Insurance Company of Iowa



For generations, Farmers Mutual Hail has been known for its integrity, commitment to customer service, and concentrated focus in its niche markets. With over 100 years of experience, FMH is one of the longest-tenured reinsurance companies in the United States. While other, larger companies have come and gone in the regional and farm mutual reinsurance business, FMH has stood the test of time and earned the trust of its clientele—proving that bigger is not necessarily better.