# STATEMENT OF OPERATIONS STATUTORY BASIS YEARS ENDED DECEMBER 31, 2008 AND 2007

	<u>2008</u>	2007
UNDERWRITING INCOME	<b>#0.400.405.76</b>	00 404 F70 F0
Gross Premium Earned	\$2,123,465.76	\$2,124,579.52
Less: Reinsurance Premiums	631,824.61	652,685.10
Net Premium Earned	1,491,641.15	1,471,894.42
LOSSES INCURRED		
Gross Losses Incurred	1,566,259.04	1,037,367.09
Less: Reinsurance Recoveries	<u>819,867.85</u>	<u>383,647.88</u>
Net Losses Incurred	746,391.19	653,719.21
OPERATING EXPENSES		
Loss Adjusting	57,274.88	49,236.94
Agents Commissions	282,224.49	298,465.12
130th Anniversary	350.90	0
Advertising	25,285.22	18,439.71
Trade Association Dues	10,773.00	10,555.83
Salaries	234,762.50	215,476.28
Payroll Taxes	20,117.62	19,010.83
Pension Expense	17,786.34	16,685.31
Health Insurance	26,278.17	37,409.65
Insurance	11,799.44	11,527.08
Directors' Fees and Expenses	19,504.06	15,713.06
Depreciation	34,855.48	43,723.70
Printing and Forms	2,289.00	4,349.10
Communications	18,209.74	17,303.60
Legal and Auditing	25,929.60	22,304.00
Property Taxes	5,165.30	5,121.79
Investment Expenses	14,834.45	14,075.79
Office Maintenance and Supplies	36,678.99	25,000.60
Meetings and Education	3,202.41	1,572.89
Fire Department Dues	12,203.00	14,413.00
Utilities	4,421.45	4,155.63
Total Operating Expenses Incurred	863,946.04	844,539.91
Total Losses and Operating Expense	1,610,337.23	1,498,259.12
NET UNDERWRITING INCOME	(118,696.08)	(26,364.70)
INVESTMENT AND OTHER INCOME		
Net Investment Income	157,249.17	181,860.56
Policy Fees	96,930.00	102,510.00
Other Income	65.38	373.34
Net Investment and Other Income	254,244.55	284,743.90
Income Before Income Taxes	135,548.47	258,379.20
FEDERAL & STATE INCOME TAXES	38,540.00	92,660.00
NET INCOME	\$97,008.47	\$165,719.20

## STATEMENT OF ASSETS, LIABILITIES AND POLICYHOLDERS' SURPLUS

ASSETS	2008	2007
ADMITTED ASSETS		
Cash in Banks and CDs	\$210,998.40	\$81,563.38
Corporate and Municipal Bonds	2,317,670.60	2,035,923.75
Corporate Stocks	2,092,225.24	2,299,819.70
LaSalle Trust—Treasury Money Market	300,566.19	487,473.17
Property	214,344.00	221,581.00
Premiums Receivable	268,123.00	281,116.00
Investment Income Due or Accrued	31,829.00	26,091.00
Reinsurance Recoveries Receivable	117.98	44,270.31
Reinsurance Commissions Receivable	6,904.00	13,562.15
Reinsurance Premiums Recoverable	7,190.00	.00
Total Admitted Assets	\$5,449,968.41	\$5,491,400.46

#### LIABILITIES & POLICYHOLDERS' SURPLUS

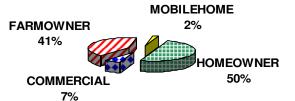
LIABILITIES		
Net Unpaid Losses & Adjusting Expense	\$400,651.86	\$271,586.84
Unearned Premiums	964,931.47	971,949.89
Premiums Paid in Advance	17,285.00	15,041.00
Reinsurance Premiums Payable	0	8,197.00
Federal Income Tax Payable	21,807.00	27,098.00
State Income Tax Payable	6,170.00	11,939.00
Commissions Payable	41,490.00	49,049.00
Accrued Property Tax	2,377.00	2,351.00
Deferred Income Tax	202,420.00	268,730.00
Other Accrued Expenses	7,408.09	10,922.21
Total Liabilities	1,664,540.42	1,636,863.94
POLICYHOLDERS' SURPLUS	3,785,427.99	3,854,536.52
TOTAL LIABILITIES AND SURPLUS	\$5,449,968.41	\$5,491,400.46

**Balances** 

## STATEMENT OF CHANGES IN POLICYHOLDER SURPLUS

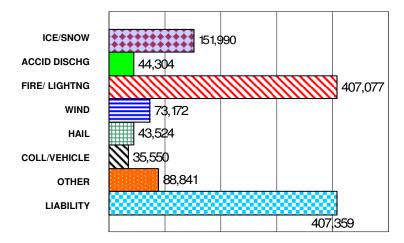
Policyholders' Surplus - Beginning of year	\$3,854,536.52
Change in Deferred Income Taxes	63.362.00
Net Income from Operations and Investments	97,008.47
Change in Non-admitted Assets	9,267.00
Unrealized Capital Gains (Losses)	(238,746.00)
POLICYHOLDERS' SURPLUS END OF YEAR	\$3,785,427.99

### **SOURCES OF PREMIUM**



### \$6,000,000 \$5,000,000 \$4,000,000 \$3,000,000 \$1,000,000 \$1,000,000 \$1,998 2000 2002 2004 2006 2008

#### **PAID LOSSES BY PERIL**



#### **PERSONNEL**

Jan Henn, Operations Supervisor
Carla Knorr, Policy Processing Specialist
Nancy Weber, Policy Processing Specialist
Stacy Zelazoski, Policy Processing Specialist
Daniel Peeters, Field Representative
Ronald Heise, Field Representative
Richard Bauer, Advisor to the Board
Howard J. Schwartz, Executive Secretary/Manager

#### **AGENTS**

Allen Insurance Agency Shiocton - Greenville area Tech Insurance New London area Tina Auer Manawa - Bear Creek area Wiesler Agency - Tammy Hastings Hortonville - Dale area Boll Insurance Group Waupaca area Tony Lauer Agency Stephensville - Larsen area Angela Baker Seymour area Neenah area Wayne Kindschy Insurance Service Center De Pere area Full Service Insurance Stevens Point area The Pitt Agency Fremont area The Eastling Agency Manawa - Iola area Dave Kohler Neenah area Birr Agency Oconto Falls area Mark Boll Insurance Amherst area Monday Van Handel Agency Appleton area Valley Insurance Associates Appleton - Kaukauna-Oshkosh area Nenning Insurance Neenah area Meyer Insurance Agency Shawano area Antigo Insurance Antigo area Roxanne Johnson Insurance Stevens Point area

#### **2008 Management Report**

Most people are happy to see 2008 come to a close. Despite being in the midst of a soft, competitive insurance market and an economic recession, our 2008 results were basically stable. Our earned premium and surplus remained relatively stable. Despite a drop in the stock market and challenges in the bond market, our assets were also stable.

Unfortunately, we paid 20% of our premium in fire/lightning losses. Although down slightly from 2007, fires continue to be one of our most expensive perils. The weather was good to us in some regards and not in others. The winter brought numerous ice dam and weight of ice and snow claims totaling almost \$152,000. Most of our customers escaped the hail but there was over \$43,000 paid in claims.

Liability claims continue to be a major concern. We paid over \$407,000 in liability claims in 2008, although down from 2007, still costing almost all of the liability premium collected (\$409,525). This reinforces the need for an umbrella liability policy which we now offer. Juries continue to award higher and higher judgments. Safety needs to be our priority, especially with the use of farm machinery, care of dogs and home maintenance.

We continue to proudly provide northeastern Wisconsin with prompt, local and personal service that is only a phone call away.

Please join us on Saturday, March 14, 2009 at noon for lunch, followed by the review of 2008 business and the election of three directors to guide your company in the upcoming years. Invitations were mailed in January. We have arranged to have an excellent program to follow the business meeting along with refreshments and door prizes. Please plan on attending. The meeting starts promptly at noon.

We appreciate and thank you for your continued support.

#### **OFFICERS AND DIRECTORS**

JAMES LOUGHRIN, President N5054 Tank Rd., New London, WI

- + MELVIN KRENKE, Vice President N157 Marsh Rd., Fremont, WI
- + JANICE POOLE, Secretary-Treasurer 312 N. Pine St. Hortonville, WI
- LA WELLYN TESCH, Director 2602 Sunnyview Circle, Appleton, WI
- RALPH THERN, Director W10170 County Rd S, New London, WI

+ JUDY BAUER, Director N5592 County Rd KK, Ogdensburg , WI

JAMES BEIMAL, Director N8553 County Rd. M, Shiocton, WI

RANDY ERICKSON, Director N9602 County Rd. D, Bear Creek, WI

WILLARD GRIESBACH, Director N3227 Hample Rd., Black Creek, WI Illington Mutual Insurance Co 310 N. Olk St. PO Box 356 Hortonville, WI 54944-0356

# 130th ANNUAL REPORT



310 N.OLK STREET HORTONVILLE, WISCONSIN 54944 TELEPHONE 920-779-4515 TOLL FREE 1-800-953-4515

#### **MEETING NOTICE**

The Annual Meeting for the review of 2008 business, the election of three directors and any other business that may come before the meeting will be held at:

CRYSTAL FALLS BANQUET HALL 1500 Handschke Dr. New London, WI

12:00 P.M. Saturday
March 14, 2009
Lunch - Refreshments
Door Prizes - Entertainment

Bulk Rate
U.S. Postage
PAID
Hortonville, WI
Permit No. 32

+ Up for re-election

