

Elmdale Farmers Mutual Insurance, Inc.
Schedules of Income
Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Underwriting income		
Premium income	\$ 2,084,002	\$ 2,024,650
Less reinsurance expense	(314,248)	(326,676)
Net premium income	<u>1,769,754</u>	<u>1,697,974</u>
Losses		
Losses incurred	502,222	695,581
Less salvage and subrogation	(15,290)	(14,177)
Net losses incurred	<u>486,932</u>	<u>681,404</u>
Operating expenses		
Advertising	12,957	24,662
Boards, bureaus, and associations	13,017	12,980
Commissions	260,055	242,242
Conventions, meetings, and education	14,988	7,488
Directors' fees	6,900	5,417
Employee benefits	62,147	61,579
Inspection and loss prevention	81,404	79,427
Insurance and bonding	13,043	18,430
Legal and auditing	12,568	10,750
Adjusting	60,832	59,072
Office equipment and maintenance	27,944	23,112
Payroll taxes	20,270	20,383
Postage, telephone, and exchange	18,218	17,787
Printing and stationery	8,665	8,645
Salaries	141,303	150,177
State taxes and fees	21,247	20,251
Travel	7,099	7,400
Utilities	3,231	3,156
Depreciation	9,017	8,096
Miscellaneous	5,294	7,990
Total operating expenses	<u>800,199</u>	<u>789,044</u>
Underwriting income	<u>482,623</u>	<u>227,526</u>
Investment income		
Investment income	194,525	183,673
Less investment expense	(15,503)	(14,182)
Net investment income	<u>179,022</u>	<u>169,491</u>

Elmdale Farmers Mutual Insurance, Inc.
Schedules of Income
Years Ended December 31, 2019 and 2018

	2019	2018
Other income (expense)		
Miscellaneous revenue	\$ 16,539	\$ 19,847
Loss on disposal of assets	-	(786)
Total other income (expense)	16,539	19,061
Net income before income taxes	678,184	416,078
Income taxes	147	345
Net income	\$ 678,037	\$ 415,733

Elmdale Farmers Mutual Insurance, Inc.
Schedules of Admitted Assets, Liabilities, and Policyholders' Surplus
As of December 31, 2019 and 2018

	2019	2018
Admitted Assets		
Cash and cash equivalents	\$ 85,895	\$ 114,078
Savings and money markets	53,422	208,746
Government and corporate securities	6,352,152	5,585,440
NAMIC stock	1,500	1,500
Accrued interest receivable	73,297	70,160
Cash surrender value of life insurance	136,211	125,301
Premiums receivable	7,962	13,937
Accounts and other receivables	2,413	4,199
Reinsurance contingency receivable	27,567	-
Income and premium taxes receivable	-	1,404
Software deposits	24,500	5,000
Land and land improvements	50,746	50,746
Building	233,613	233,613
Accumulated depreciation	(14,725)	(7,651)
	\$ 7,034,553	\$ 6,406,473
Liabilities and Policyholders' Surplus		
Liabilities		
Accounts payable	\$ 5,127	\$ 3,077
Accrued payroll and related taxes	32	413
Income and premium taxes payable	594	-
Unpaid losses	95,000	185,000
Unearned premiums	750,774	710,037
Total liabilities	851,527	898,527
Policyholders' surplus	6,183,026	5,507,946
Total liabilities and policyholders' surplus	\$ 7,034,553	\$ 6,406,473
	Number of Policyholders	Insurance in Force
January 1, 2019	2,953	\$ 1,634,530,037
Net change for the year	(19)	79,483,855
December 31, 2019	\$ 2,934	\$ 1,714,013,892