

FOCUSED ON THE FUTURE OF  
*Christian Ministry*



BROTHERHOOD  
MUTUAL®

2019  
ANNUAL REPORT

# PRESIDENT'S MESSAGE

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## FOCUSED ON THE FUTURE OF CHRISTIAN MINISTRY

Throughout the year, I have the joy of meeting with leaders from ministries we serve. I always leave our conversations feeling energized because of the passion, commitment, and focus on reaching people with the Gospel message of Christ. That is a consistent theme of the nearly 65,000 ministries we insure. It's truly a privilege to help protect your people and property, but we recognize that your reputation is on the line as well. That's why we're focused on providing products and services that defend churches, colleges and universities, schools, camps, and non-profit ministries now and into the future.

In 2019, we launched a package of property and liability coverages specifically designed to protect Christian colleges and universities. We have added protections that address your forward-looking issues like reputational risk, cyber liability, and educational property unique to Christian education. These coverages now join our enhanced protections we already provide to our churches, Christian schools, camps, and other related ministries.

As Brotherhood Mutual protects a growing number of ministries, including more than one third of the top 200 largest churches in America, we also remain committed to providing the service you've come to expect. Our experienced agents are passionate about serving and protecting Christian ministries, large and small. With Brotherhood Mutual, you benefit from the experience of specialized agents, the protection of Christian ministry-specific insurance, the assurance of robust risk management guidance, and empathetic and caring claims handling.

I want to mention our claims handling as that is an area that makes us unique. Throughout the past year, I heard many stories of how ministries were supported during the immediate aftermath of storm, water, or fire damage. St. John Baptist Church in Tappahannock, Virginia, is one of more than 12,000 examples of how church members, Brotherhood Mutual, our independent agents, and policyholders came together to restore ministries after a loss. Visit [brotherhoodmutual.com/restored](http://brotherhoodmutual.com/restored) to read this incredible story.

I am so encouraged by the work each ministry is doing to make a Kingdom impact. We join you in the pursuit of reaching the lost with the life-giving message of Christ. We run alongside you to support your work, not only through insurance and payroll, but through prayer as you seek to advance the Kingdom by making fully committed disciples. Like you, we're focused on the future of Christian ministry.



Running together,

A handwritten signature in black ink, appearing to read 'Mark Robison'.

**MARK ROBISON | CHAIRMAN & PRESIDENT**  
Brotherhood Mutual Insurance Company

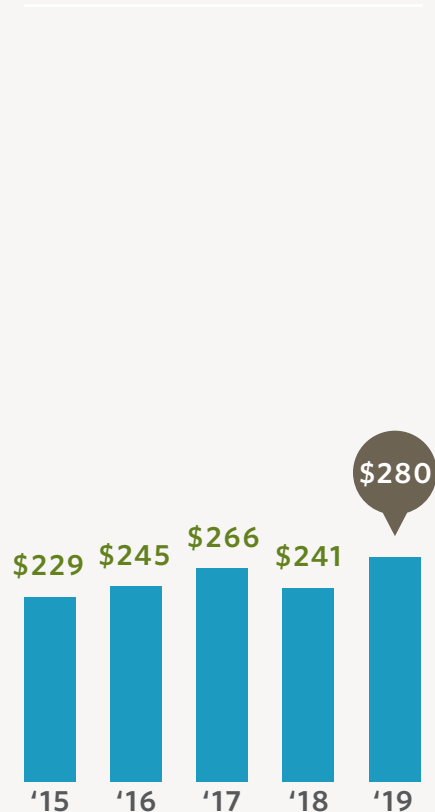
# 2019 FINANCIALS

2018

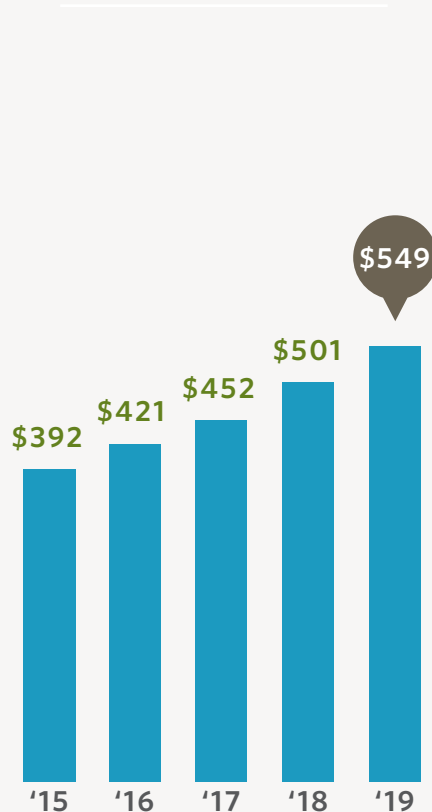
2019

\$393,810,420	Premiums Earned	\$445,142,490
(\$304,913,540)	Losses and Loss Expense Incurred	(\$278,608,459)
(\$129,108,626)	Underwriting Expense Incurred	(\$156,249,071)
(\$40,211,746)	Net Underwriting Gain (Loss)	\$10,284,960
\$15,273,166	Net Investment Gain	\$11,853,827
\$1,997,384	Other Income	\$2,216,277
(\$363,422)	Dividends to Policyholders	(\$765,751)
\$9,185,533	Federal Income Taxes	(\$4,800,290)
(\$14,119,085)	Net Income (Loss)	\$18,789,022

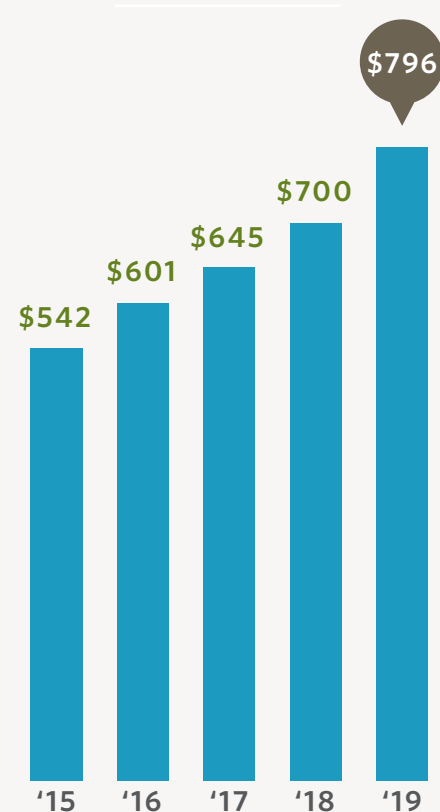
## POLICYHOLDERS' SECURITY FUND



## DIRECT WRITTEN PREMIUM



## ADMITTED ASSETS



(The three charts above are in millions)

# FULFILLING OUR PROMISE

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In serving Christian ministries, Brotherhood Mutual carries on a tradition that dates to our company's creation. The promise our founders made is the same promise we live out every day: Advancing the Kingdom by Serving the Church®.

During the past year, we came alongside thousands of ministries, helping them recover and restore, so they could focus on advancing the gospel.



Brotherhood Mutual insures **nearly 65,000 ministries**.



In 2019, **more than 12,000 customers** were able to rebuild damaged or destroyed buildings, replace stolen property, pay medical bills, defend against lawsuits, and much more after experiencing losses during the year.



In 2019, we had more than **116,000 policies**.

As we look to the future, we see ourselves exploring even more opportunities to fulfill the scriptural mandate of Galatians 6:2, our founding verse: Bear one another's burdens, and so fulfill the law of Christ. (ESV)

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6400 Brotherhood Way, Fort Wayne, Indiana 46825