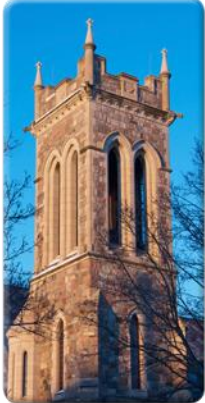




A Century of Service
and Benefits for
the Episcopal Church



Church Insurance Update Actualización de Church Insurance



October 1, 2020
1 de octubre, 2020

Episcopal Business Administration Conference
Conferencia de Administración Empresarial Episcopal



VIRTUAL **EBAC** 2020

Presenters / Presentadores



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Gerente general

Church Insurance Agency Corporation



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Church Insurance Agency Corporation

Vicepresidente, servicios de gerencia en riesgo y mercadotecnia

Church Insurance Agency Corporation



Church Insurance Overview

The Mission of the Company



- “The object of The [Church Properties Fire Insurance] Corporation is to reduce as low as possible the cost of fire insurance to the Episcopal Church...”
- “The handling of losses will be sympathetic and tactful, the Corporation considering always the best interest of our Church...”
- “In time it is to be hoped that the Corporation can, through its specialized knowledge, co-operate so effectually with church as to reduce the fire hazard...”

The Mission of the Company

Today, the mission of the company remains essentially unchanged—serve The Church through superior products and services; specialized knowledge; and deep understanding of client needs.



Competitive Advantages vs. Disadvantages

When compared to competitors, Advantages include:

Captive allows product and price flexibility

- Able to package many necessary coverages in single product
- Able to implement changes quickly

Use of captive to issue policies directly

- Significantly lower costs than competitors

Lower target return than competitors

- Allows more competitive pricing

Client loyalty and high retention

- Reduces overall costs and loss ratio

Competitive Advantages vs. Disadvantages

When compared to competitors, Disadvantages include:

Small number
of prospects

- Lack of scale
- Premium growth limited

Coastal exposed
properties

- Much greater need for reinsurance, which increases cost and depresses earnings in most years

Many old and difficult-
to-repair buildings

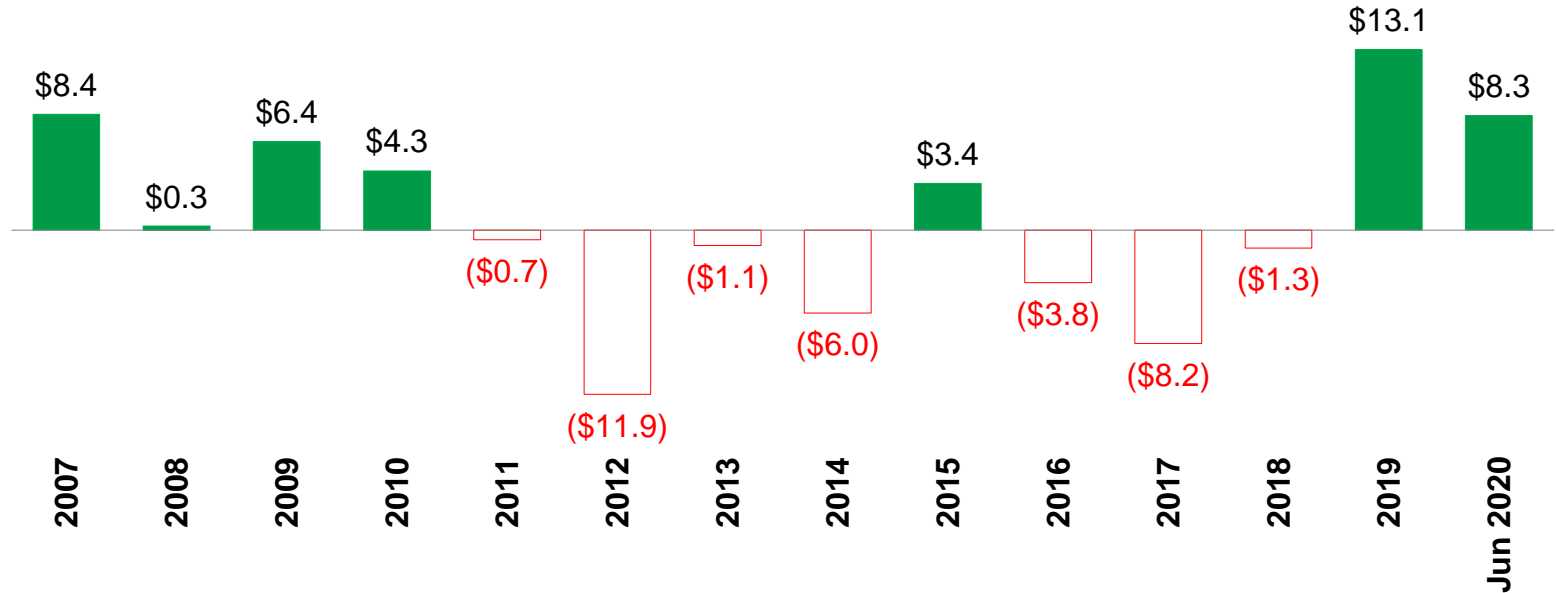
- Valuation of properties more complex
- Cost to repair increased

Broader products than
most competitors

- Cost of claims increased

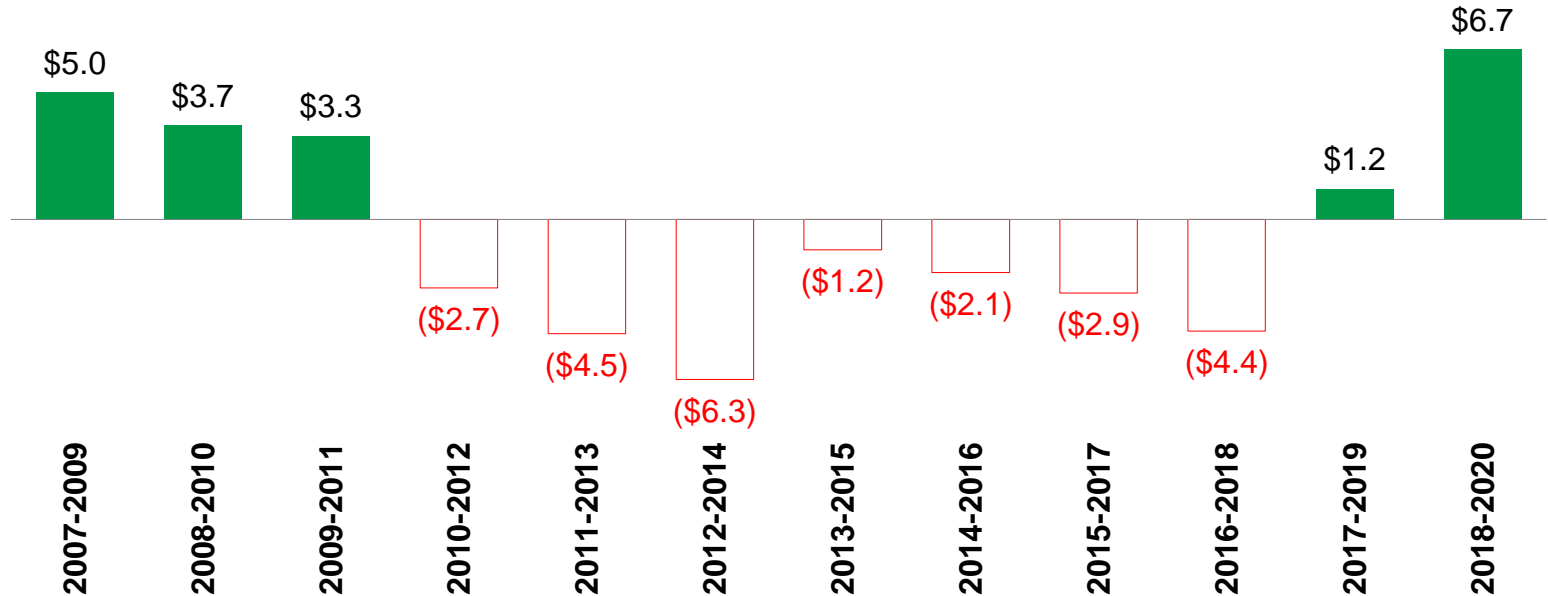
Financial Results—Net Income for Insurance Operations

Net Income (\$ Millions)



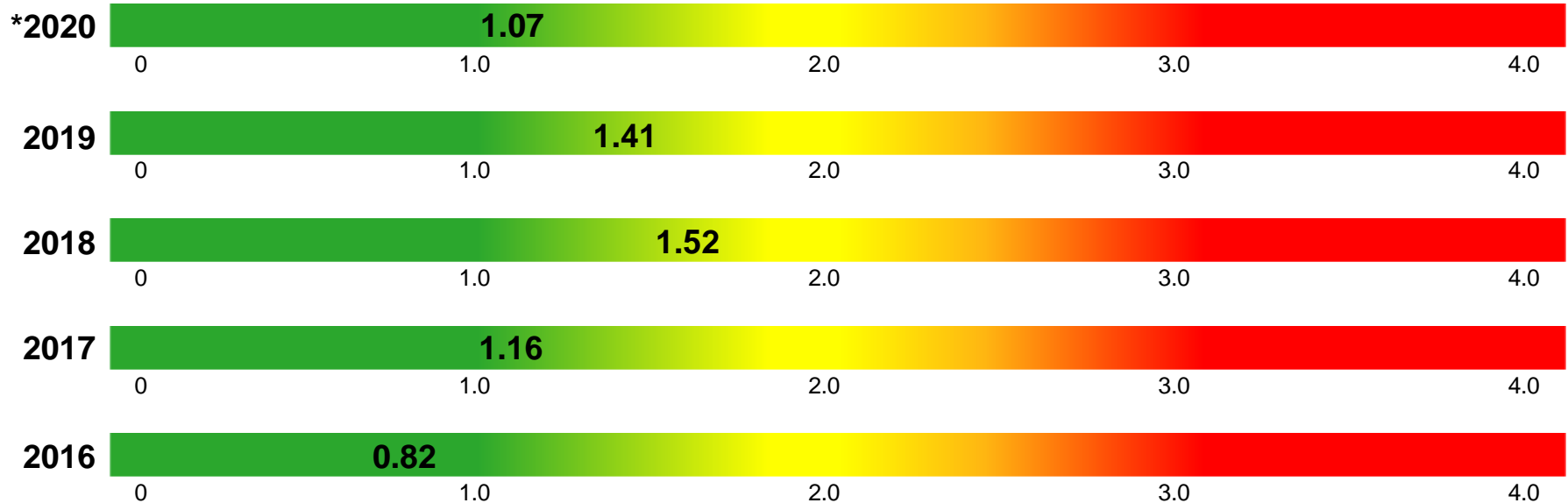
Financial Results—Net Income: 3-Year Moving Average

Net Income (\$ Millions)



Capital Position of CICVT

Premium to surplus ratio indicates continued adequate capital position



3 to 1 ratio is considered an acceptable benchmark. The Vermont Captive Insurance Association (VCIA) benchmark is 2 to 1.



Service & Product Update

Church Insurance Agency—Virtual Since 2004

- Decreased overhead / commercial real estate
- Improved geographic spread of operational risk
- Improved continuity of service in a disaster
- Localized personalization
- Maintained consistently high levels of client satisfaction
- Increased employee satisfaction and tenure



CIAC Team

- VP, Risk Management and Marketing
- Service Center Manager
- 10 Client Representatives
- 4 Enrollment Specialists
- 8 Regional Representatives



“Customer service is what sets us apart. It’s part of our value proposition. It’s our ministry.”

Kelly Best

Manager Billing Collections
and Agency Licensing

Episcopal Specialization

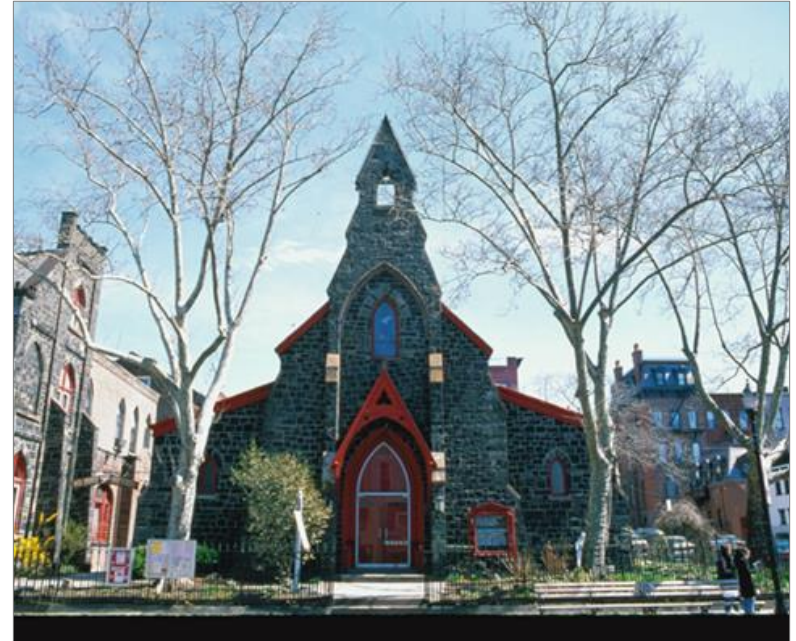
Church Insurance aims to be a premier provider



- Understands fully the needs of Episcopal institutions
- Available to clients with immediate answers to concerns
- Provides broad products, including quick and easy claim settlement
- Provides risk assessment and management services beyond for-profit competitors

Products and Services

- Provide
 - Property and Casualty insurance
 - Liability coverage
 - Risk management services
 - Safeguarding programs
- Serve 90% of Episcopal Dioceses and churches



Products and Services



Products

- Higher limits
- Automatically included coverages

Services

- On-site visits and walk-through of property
- Safeguarding online
- Episcopal Safety Program
- *The Good Steward*

Service to the Church—Products Offered



Property



Liability



**Directors
& Officers
Liability**



**Employment
Practices
Liability**



**Umbrella
Liability**



**Workers
Compensation***



**Commercial
Auto***



**International
Travel***

*Provided by third-party product partners.

Risk Management Field Services

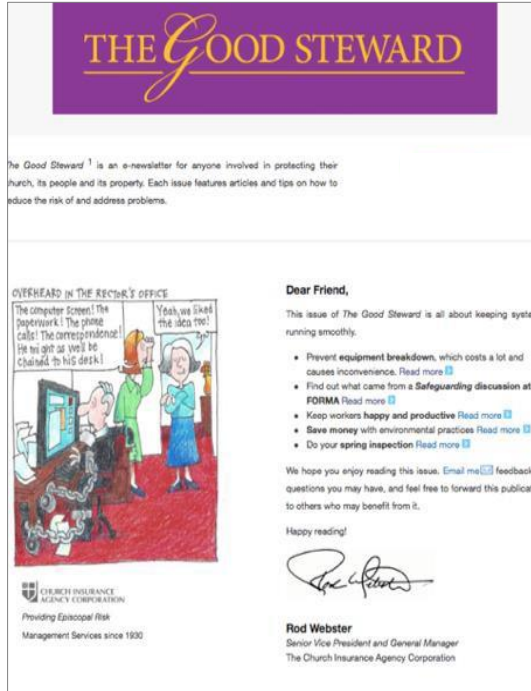
- Property walk-throughs
- Episcopal Safety Program (ESP)—Loss Control Reports & Dividend Program
- Property Valuations



Church Insurance Agency Corporation—Client Visits




The Good Steward



THE GOOD STEWARD

The Good Steward¹ is an e-newsletter for anyone involved in protecting their church, its people and its property. Each issue features articles and tips on how to reduce the risk of and address problems.

OVERHEARD IN THE RECTORY OFFICE



The computer screen! The paperwork! The phone calls! The correspondence! He has got to be chained to his desk!

Yeah, we liked the idea too!


Dear Friend,

This issue of The Good Steward is all about keeping systems running smoothly.

- Prevent equipment breakdown, which costs a lot and causes inconvenience. [Read more](#)
- Find out what came from a [Safeguarding discussion at FORMA](#) [Read more](#)
- Keep workers happy and productive [Read more](#)
- Save money with environmental practices [Read more](#)
- Do your spring inspection [Read more](#)

We hope you enjoy reading this issue. [Email me](#) feedback or questions you may have, and feel free to forward this publication to others who may benefit from it.

Happy reading!



Rod Webster
Senior Vice President and General Manager
The Church Insurance Agency Corporation

CHURCH INSURANCE AGENCY CORPORATION
Providing Episcopal Risk Management Services since 1930

- Risk management tips
- Safeguarding tips included in every issue
- To subscribe, visit cpg.org/TheGoodSteward



Let's Talk!

Important Disclosures

As used herein, "Church Insurance Companies" refers to The Church Insurance Company, NAIC No. 10669, a New York domiciled insurance company with its home office located at 19 East 34th Street, New York, New York 10016, The Church Insurance Company of Vermont, a Vermont domiciled insurance company with its home office located at 210 South Street, Bennington, VT 05201, and The Church Insurance Agency Corporation, an insurance agency with its home office located at 19 East 34th Street, New York, NY 10016. The Church Insurance Companies offer property and casualty insurance coverage and other related services for various property and casualty risks to the Episcopal Church and its dioceses, parishes and other entities.

Property and casualty insurance products are underwritten by The Church Insurance Company, The Church Insurance Company of Vermont, and other companies (not affiliated with the Church Insurance Companies) for which The Church Insurance Agency Corporation acts as an insurance agent or broker. Product availability and features may vary by state, and products may not be available in all states. The Church Insurance Companies are not licensed in all states. Information and descriptions of products and services included herein are provided solely for general informational purposes and are not intended to be complete descriptions, or to create a contract or an offer, of coverage. If the description of a Church Insurance Companies product conflicts with the terms of the actual policy or contract, then the terms of such policy or contract shall govern. For complete details of coverage, including exclusions, limitations and restrictions, please see the actual policy or certificate.

The Church Insurance Companies do not guarantee the performance of the legal and contractual obligations of any unaffiliated insurer.

Important Disclosures

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