

# STATE OF MISSOURI



## DEPARTMENT OF INSURANCE, FINANCIAL INSTITUTIONS AND PROFESSIONAL REGISTRATION

P.O. Box 690, Jefferson City, Mo. 65102-0690

RE: Examination Report of Jasper County Mutual Insurance Company as of December 31, 2011

### ORDER

After full consideration and review of the report of the financial examination of Jasper County Mutual Insurance Company for the period ended December 31, 2011, together with any written submissions or rebuttals and any relevant portions of the examiner's workpapers, I, John M. Huff, Director, Missouri Department of Insurance, Financial Institutions and Professional Registration pursuant to section 380.061, RSMo [if Part I], or 380.491, RSMo [if Part II], adopt such report. After my consideration and review of such report are incorporated by reference and deemed to be my findings and conclusions to accompany this order.

Based on such findings and conclusions, I hereby ORDER Jasper County Mutual Insurance Company to take the following action or actions, which I consider necessary to cure any violation of law, regulation or prior order of the Director revealed in such report: (1) implement, and verify compliance with, each item mentioned in the General Comments and/or Recommendations, if any, section of such report; (2) account for its financial condition and affairs in a manner consistent with the Director's findings and conclusions; and (3) submit a signed copy of the minutes of the meeting which reflect a corporate resolution to the effect the Examination Report has been reviewed and accepted.

So ordered, signed and official seal affixed this 18<sup>th</sup> day of October 2012.



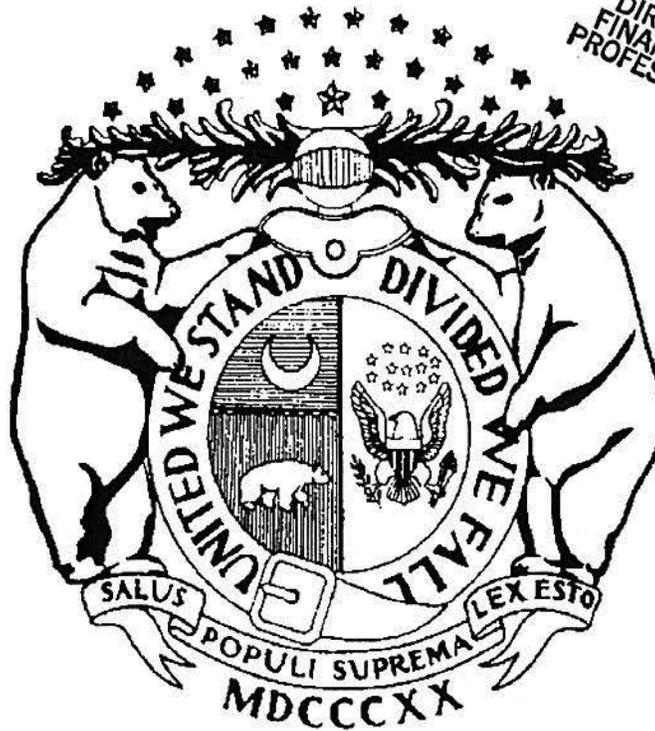
John M. Huff, Director  
Department of Insurance, Financial Institutions  
and Professional Registration

REPORT OF THE  
FINANCIAL EXAMINATION OF

JASPER COUNTY MUTUAL INSURANCE COMPANY

AS OF  
DECEMBER 31, 2011

**FILED**  
OCT 18 2012  
DIRECTOR OF INSURANCE,  
FINANCIAL INSTITUTIONS &  
PROFESSIONAL REGISTRATION



STATE OF MISSOURI

DEPARTMENT OF INSURANCE, FINANCIAL INSTITUTIONS  
AND PROFESSIONAL REGISTRATION

JEFFERSON CITY, MISSOURI

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May 9, 2012  
Carthage, Missouri

Honorable John M. Huff, Director  
Missouri Department of Insurance, Financial  
Institutions and Professional Registration  
301 West High Street, Room 530  
Jefferson City, Missouri 65101

Sir:

In accordance with your examination warrant, a full-scope examination has been made of the records, affairs and financial condition of

### **JASPER COUNTY MUTUAL INSURANCE COMPANY**

hereinafter referred to as such, or as the "Company". The Company's administrative office is located at 505 South Main, Carthage, Missouri 64836, telephone number (417) 358-2557. This examination began on May 2, 2012, and concluded on May 9, 2012, and is respectfully submitted.

### **SCOPE OF EXAMINATION**

#### **Period Covered**

The prior full-scope examination of the Company was made as of December 31, 2005, and was conducted by examiners from the State of Missouri. The current full-scope examination covers the period from January 1, 2006, through December 31, 2011, and was conducted by examiners from the Missouri Department of Insurance, Financial Institutions and Professional Registration (DIFP).

This examination also included material transactions and/or events occurring subsequent to the examination date, which are noted in this report.

#### **Procedures**

This examination was conducted using the guidelines set forth in the Financial Examiners Handbook of the National Association of Insurance Commissioners (NAIC), except where practices, procedures and applicable regulations of the DIFP and statutes of the State of Missouri prevailed.

## **Comments-Previous Examination Report**

There were no comments or recommendations in the previous examination report dated December 31, 2005.

## **HISTORY**

### **General**

The Company was originally organized on December 11, 1895, and incorporated on December 27, 1902, as Jasper County Farmers Mutual Fire and Lightning Insurance Company. On June 28, 1978, the Company changed its name to Jasper County Mutual Insurance Company.

The Company has a Certificate of Authority dated January 1, 1985, and is covered by Sections 380.201 through 380.611 RSMo. (Extended Missouri Mutual Insurance Companies). The Company's Certificate of Authority is renewed annually.

### **Management**

In accordance with the Articles of Incorporation, the annual meeting of the Company's members is held on the first Friday in March at the home office of the Company or at such other place as may be designated by the Board of Directors. Special meetings of the members are not addressed in the Articles or Bylaws. Ten members shall constitute a quorum at any membership meeting. Proxy voting is not permitted.

The management of the Company is vested in the Board of Directors, who are elected from the general membership. The Board of Directors consists of eight members, serving staggered, three-year terms. All directors must be policyholders of the Company. The Board of Directors meets monthly. Directors receive \$125 for each meeting attended.

Members serving on the Board of Directors as of December 31, 2011, were as follows:

| <u>Name and Address</u>           | <u>Occupation</u>                               | <u>Term</u> |
|-----------------------------------|---|-------------|
| Greg Easson<br>Carthage, Missouri | Paramedic, Insurance Agent &<br>Company Manager | 2011-2014   |
| Todd Johnson<br>Reeds, Missouri   | City of Joplin Employee                         | 2010-2013   |

|   |                                  |           |
|---|----------------------------------|-----------|
| James Honey<br>Carthage, Missouri         | Jasper County Commissioner       | 2011-2014 |
| Jeff Ummel<br>Reeds, Missouri             | Farmer & Insurance Agent         | 2009-2012 |
| Thomas Elliott<br>Carl Junction, Missouri | Insurance Agent                  | 2011-2014 |
| Walt Wicklund<br>Carthage, Missouri       | School Teacher & Insurance Agent | 2009-2012 |
| George Case<br>Carthage, Missouri         | Farmer                           | 2009-2012 |
| Raymond Peters<br>Carthage, Missouri      | Farmer                           | 2010-2013 |

The Board of Directors appoints for a term of one year, the officers of the Company. The officers of the Company serving at December 31, 2011, were as follows:

|              |                |
|--------------|----------------|
| Greg Easson  | President      |
| Todd Johnson | Vice-President |
| James Honey  | Secretary      |
| Jeff Ummel   | Treasurer      |

### **Conflict of Interest**

The Company has written conflict of interest procedures for the disclosure of material conflicts of interest or affiliations by its directors and officers. The Company has its directors and officers sign conflict of interest statements on an annual basis. A review of the signed statements noted no significant conflict disclosures.

### **Corporate Records**

A review was made of the Articles of Incorporation and the Bylaws of the Company. The Articles of Incorporation and Bylaws were not amended during the examination period.

The minutes of the membership and the Board of Directors' meetings were reviewed for the period under examination. The minutes and records of the Company appear to properly reflect corporate transactions and events.

## **FIDELITY BOND AND OTHER INSURANCE**

The Company is a named insured on a fidelity bond providing a limit of liability of \$50,000. The fidelity bond coverage of the Company meets the minimum amount suggested in the guidelines promulgated by the NAIC.

The Company carries liability coverage for their directors and officers. The Company requires its agents to purchase errors and omissions coverage.

The Company also carries other insurance, which includes business property and liability coverage and workers compensation coverage.

The insurance coverage appears adequate.

## **EMPLOYEE BENEFITS**

The Company has two full-time employees, a manager and an assistant. The manager received no additional benefits outside of a salary. The benefits provided to the assistant include health insurance and paid time off.

## **INSURANCE PRODUCTS AND RELATED PRACTICES**

### **Territory and Plan of Operations**

The Company is licensed by the DIFP as an Extended Missouri Mutual Insurance Company operating under Sections 380.201 through 380.611 RSMo. (Extended Missouri Mutual Insurance Companies). The Company is authorized to write fire, wind and liability insurance in all counties in the State of Missouri. The Company writes fire and wind coverages and markets liability coverages through an organizational agreement with its reinsurer. The Company's policies are marketed by seven licensed agents, who receive a fifteen percent commission on premiums written.

### **Policy Forms and Underwriting Practices**

The Company utilizes Grinnell Mutual Reinsurance Company policy forms. The policies are written on a continuous period. Renewal billings are mailed directly to the insured. Property inspections and claims adjusting are performed by the Company manager and a contracted inspector/adjuster. Rates are determined by the Board of Directors.

## GROWTH AND LOSS EXPERIENCE OF THE COMPANY

| <u>Year</u> | <u>Admitted Assets</u> | <u>Liabilities</u> | <u>Gross Premiums</u> | <u>Gross Losses</u> | <u>Investment Income</u> | <u>Underwriting Income</u> | <u>Net Income</u> |
|-------------|------------------------|--------------------|-----------------------|---------------------|--------------------------|----------------------------|-------------------|
| 2011        | \$996,943              | \$695,027          | \$889,339             | \$5,665,417         | \$17,711                 | \$(228,081)                | \$(208,552)       |
| 2010        | 1,019,464              | 458,320            | 838,712               | 609,058             | 42,452                   | (135,491)                  | (46,708)          |
| 2009        | 1,046,882              | 439,030            | 821,664               | 1,308,002           | 4,181                    | (192,911)                  | (173,407)         |
| 2008        | 1,207,494              | 426,235            | 820,124               | 1,164,029           | 67,332                   | (192,791)                  | (112,208)         |
| 2007        | 1,404,889              | 511,422            | 777,998               | 407,583             | 73,225                   | (163,782)                  | (79,079)          |
| 2006        | 1,336,702              | 364,155            | 833,390               | 827,404             | 55,886                   | (208,218)                  | (136,087)         |

At year-end 2011, 1,381 policies were in force.

Total Company surplus decreased from \$1,108,634 as of December 31, 2005 to \$301,916 as of December 31, 2011, a decrease of over 70%. The Company has not reported a profitable year in this six-year timeframe. The surplus level at December 31, 2011 exceeds the minimum surplus requirement, or guaranty fund amount, by only \$151,916. The Company instituted rate increases in 2011, which appeared to have had a somewhat stabilizing effect; however, additional measures must be taken to ensure the Company continues as a going concern. The Board of Directors and management are directed to formulate and implement a plan of specific measures aimed to improve the financial condition of the Company. This plan should include ways to increase revenue and decrease expenses, in order to return the Company to profitability. The plan should be filed with the DIFP with the response to this report.

## REINSURANCE

### General

The Company's reinsurance premium activity on a direct-written, assumed and ceded basis for the period under examination is shown below:

|         | <u>2006</u>       | <u>2007</u>       | <u>2008</u>       | <u>2009</u>       | <u>2010</u>       | <u>2011</u>       |
|---------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Direct  | \$833,390         | \$777,998         | \$820,124         | \$821,664         | \$838,712         | \$889,339         |
| Assumed | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 |
| Ceded   | <u>(262,104)</u>  | <u>(259,114)</u>  | <u>(293,418)</u>  | <u>(302,948)</u>  | <u>(353,973)</u>  | <u>(366,783)</u>  |
| Net     | <u>\$ 571,286</u> | <u>\$ 518,884</u> | <u>\$ 526,706</u> | <u>\$ 518,716</u> | <u>\$ 484,739</u> | <u>\$ 522,556</u> |

### Assumed

The Company does not reinsure other companies.

## **Ceded**

The Company has all of its reinsurance through Grinnell Mutual Reinsurance Company (the reinsurer) under an individual occurrence of loss with aggregate excess plan reinsurance agreement for property risks.

Under the individual occurrence of loss excess portion of the agreement, the Company retains \$50,000 for each loss occurrence and the reinsurer's limits are \$1,000,000 per exposure.

Under the aggregate excess portion of the agreement, the Company's annual aggregate net retention, or attachment point, is based upon the Company's ten-year average fire loss ratio plus a load, which is mutually agreed upon. The reinsurer is liable for 100% of losses in excess of this retention. The attachment point for 2011 was \$449,081.

Under the facultative reinsurance portion of the agreement the Company may cede to the reinsurer risks that exceed the individual risk limits outlined in the agreement. Rates are determined by the reinsurer on an individual basis.

The Company has an organizational agreement with the reinsurer, under which it markets liability coverages on behalf of the reinsurer. The Company receives a 20% commission on premiums written under the arrangement.

The Company is contingently liable for all reinsurance losses ceded to others. This contingent liability would become an actual liability in the event that any assuming reinsurer should fail to perform its obligations under its reinsurance agreement with the Company.

## **ACCOUNTS AND RECORDS**

The accounting records are maintained by the Company on a modified cash basis. The Company utilizes Rural Computer Consultants policy maintenance and accounting software. The firm of Hardy, Wrestler & Associates, CPA's, P.C., compiles the Annual Statement and prepares tax filings.

Several additional issues were noted during the examination that should be addressed by the Company. These issues are summarized below and are addressed in further detail in the management letter provided to the Company.

- The Company reported an asset of \$22,013 representing vacant lots owned in Joplin, Missouri. Such non-home office real estate is not an admitted asset per 20 CSR 200-12.020 (Extended Missouri Mutual Companies' Approved Investments).
- The Company was unable to provide a detailed outstanding check listing as of December 31, 2011, which hindered the ability to verify the Company's cash balance.

- The Company has a check signing policy which requires both the Company Manager and his assistant to sign checks, regardless of the check amount. This is not an effectively designed control, due to the supervisor/subordinate relationship of the signors.
- The Company was unable to produce a claims register. The claims register is an important management tool in tracking both paid claims and unpaid loss liability.
- The Company does not have a written policy manual. It is important that the policies and procedures of the Company are clearly documented so that business may be conducted in an orderly manner.

The Company should address the issues regarding Company-owned vacant lots, outstanding check listings, check-signing policy, claims registers and policy manual. Documentation of the resolution of these issues should be filed with the DIFP.

### **FINANCIAL STATEMENTS**

The following financial statements, with supporting exhibits, present the financial condition of the Company for the period ending December 31, 2011, and the results of operations for the year then ended. Any examination adjustments to the amounts reported in the Annual Statement and/or comments regarding such are made in the "Notes to the Financial Statements," which follow the Financial Statements. (The failure of any column of numbers to add to its respective total is due to rounding or truncation.)

There may have been differences found in the course of this examination, which are not shown in the "Notes to the Financial Statements." These differences were determined to be immaterial, concerning their effect on the financial statements. Therefore, they were communicated to the Company and noted in the workpapers for each individual annual statement item.

**ANALYSIS OF ASSETS**  
**December 31, 2011**

|   |                          |
|---|--------------------------|
| Bonds                                   | \$ 466,805               |
| Real Estate                             | 69,700                   |
| Cash and Short-Term Investments         | 325,516                  |
| Other Investments                       | 22,013                   |
| Uncollected Premiums & Agent's Balances | 2,567                    |
| Computer Equipment                      | 5,134                    |
| Federal Income Tax Recoverable          | 2,018                    |
| Interest Due and Accrued                | 103,190                  |
|   | -----                    |
| Total Assets                            | <u><u>\$ 996,943</u></u> |

**LIABILITIES, SURPLUS AND OTHER FUNDS**  
**December 31, 2011**

|  |            |
|--|------------|
| Unpaid Losses (Note 1)                     | \$ 0       |
| Ceded Reinsurance Premium Payable (Note 2) | 57,363     |
| Unearned Premiums                          | 373,688    |
| Borrowed Money                             | 259,826    |
| Payroll Taxes Payable                      | 2,531      |
| Accounts Payable                           | 1,619      |
|  | -----      |
| Total Liabilities                          | \$ 695,027 |
|  | -----      |
| Guaranty Fund                              | \$ 150,000 |
| Other Surplus                              | 151,916    |
|  | -----      |
| Total Surplus                              | 301,916    |
|  | -----      |
| Total Liabilities and Surplus              | \$ 996,943 |
|  | =====      |

**STATEMENT OF INCOME**  
**For the Year Ending December 31, 2011**

|   |              |
|---|--------------|
| Net Premiums Earned                           | \$ 496,007   |
| Other Insurance Income                        | 73,527       |
| Net Losses & Loss Adjusting Expenses Incurred | (555,118)    |
| Other Underwriting Expenses Incurred          | (242,497)    |
|   | -----        |
| Net Underwriting Income (Loss)                | \$ (228,081) |
| Net Investment Income                         | 17,711       |
| Other Income                                  | 5,800        |
|   | -----        |
| Gross Profit (Loss)                           | \$ (204,570) |
| Federal Income Tax                            | (3,982)      |
|   | -----        |
| Net Income (Loss)                             | \$ (208,552) |
|   | =====        |

**CAPITAL AND SURPLUS ACCOUNT**  
**December 31, 2011**

|   |            |
|---|------------|
| Policyholders' Surplus, December 31, 2010 | \$ 561,144 |
| Net Income (Loss)                         | (208,552)  |
| Examination Change – Unpaid Losses        | 6,690      |
| Examination Change – Reinsurance Payable  | (57,363)   |
| Rounding                                  | (3)        |
|   | -----      |
| Policyholders' Surplus, December 31, 2011 | \$ 301,916 |
|   | =====      |

## NOTES TO THE FINANCIAL STATEMENTS

### Note 1 – Unpaid Losses

The Company reported a liability for net unpaid losses of \$6,690 at December 31, 2011. Per the examination, this amount was the gross unpaid loss value, and was fully recoverable under the reinsurance program. Therefore, the net unpaid loss liability was equal to \$0. An examination change was made to reduce the net unpaid loss liability from \$6,690 to \$0.

### Note 2 – Ceded Reinsurance Payable

The Company reported a liability balance of \$0 for ceded reinsurance payable at December 31, 2011. The Company failed to accrue for a total due to its reinsurer of \$57,363, which consisted of \$31,991 in catastrophe adjusting expenses and \$25,372 in December 2011 reinsurance premium. An examination change was made to increase the ceded reinsurance payable from \$0 to \$57,363.

## EXAMINATION CHANGES

|   |                     |                     |
|---|---------------------|---------------------|
| Total Policyholder Surplus Per Company, December 31, 2011     |                     | \$ 352,589          |
|   | Increase in Surplus | Decrease in Surplus |
| Net Unpaid Losses   | \$ 6,690            | \$ 0                |
| Ceded Reinsurance Payable                                     | 0                   | (57,363)            |
|   | -----               | -----               |
| Total Change  | <u>\$ 6,690</u>     | <u>\$ (57,363)</u>  |
| Total Policyholder Surplus Per Examination, December 31, 2011 |                     | <u>\$ 301,916</u>   |

## SUMMARY OF RECOMMENDATIONS

### **Growth and Loss Experience of the Company (Page 5)**

The Board of Directors and management are directed to formulate and implement a plan of specific measures aimed to improve the financial condition of the Company. This plan should include ways to increase revenue and decrease expenses, in order to return the Company to profitability. The plan should be filed with the DIFP with the response to this report.

### **Accounts and Records (Page 6)**

The Company should address the issues regarding Company-owned vacant lots, outstanding check listings, check-signing policy, claims registers and policy manual. Documentation of the resolution of these issues should be filed with the DIFP.

## SUBSEQUENT EVENTS

None.

