

STEADFAST



BROTHERHOOD
MUTUAL®

2020
ANNUAL REPORT

PRESIDENT'S MESSAGE

As I look back on 2020, I'm amazed at the way God has carried us through so many challenges. I'm reminded of our company's founders and their vision to provide mutual aid to their fellow churches. They started Brotherhood Mutual in 1917, and soon after were confronted with the Spanish Flu pandemic. Back then, they only served eight churches, providing insurance for fire and storm damage. Today, we serve more than 65,000 churches, Christian schools, colleges, camps, and mission organizations with property and liability insurance, commercial auto, accident, mission protection, workers' compensation, payroll and payroll tax services, and so much more.

I am grateful that we can provide the services and information that ministries need at a speed and scale our founders never could have imagined. We truly live in a remarkable age that enables us to remain connected to one another. The Psalmist says, "His steadfast love endures forever."

Not only was this past year challenging because of the COVID-19 global pandemic, but it was also a record year for catastrophic events like wildfire, floods, and hurricanes. Through it all, I was reminded of how your ministries relied on His faithfulness to carry you through difficult times. I heard countless stories of how you pivoted to meet the needs of your staff, congregations, students, campers, and mission teams. One example I heard was from a church in Michigan that started meeting as smaller groups in homes to maintain health and safety. Attendance grew more than they expected during the past year, and that one church is now four churches today.

Many ministries experienced reduced facility use due to shelter-in-place orders and guidelines that limited gathering. As a result, we were able to return \$3.7 million of liability premium on Brotherhood Mutual Auto policies and Commercial Multi-Peril policies, helping you focus on ministry priorities. I'm also thrilled that ministries were able to save more than \$2.5 million in health benefit costs

through our strategic alliance with Remodel Health. That's real tithe dollars going back into your missional goals.

As ministry leaders worked hard to serve their people, we continued our emphasis on pastoral wellness - hosting a resilient pastor webinar to provide encouragement and connection. We also donated \$500,000 to Full Strength Network through the Brotherhood Mutual Foundation, because we believe strongly in their mission to help ministry leaders thrive. More importantly, our independent agents and staff spent time praying with tired, stressed, and anxious pastors and ministry leaders.

As the pandemic unfolded, our agents and corporate team served your ministries by bringing you timely information to help you manage the emerging risk. You frequently visited our COVID-19 web page that contained timely, helpful articles, videos, webinars, and checklists.

I'm thankful for all the work and effort you put into serving your people throughout 2020. As we look ahead to 2021, there are so many reasons to be excited. As mission teams go back out to the field, we're ready to help bear the administrative burden through a new mission trip management system. We're also ready to protect your foreign operations through our new Global Mission Protection program.

We are encouraged to see how God's steadfast love brought us through the enormous challenges of 2020. As you focus on serving the needs of your communities, we remain unwavering in our mission to protect you as you take the gospel to the nations.



Running together,

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

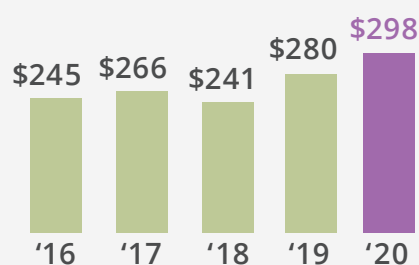
Mark Robison

Chairman & President
Brotherhood Mutual Insurance Company

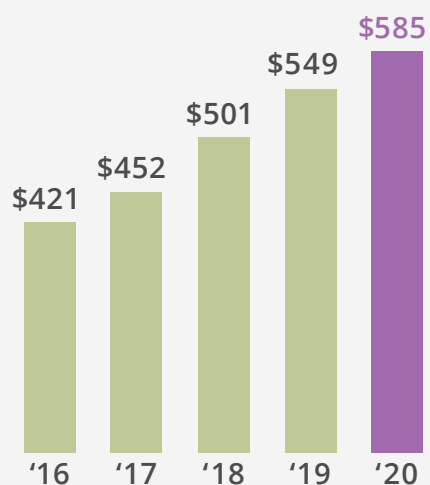
2020 FINANCIALS

2019		2020
\$445,142,490	Premiums Earned	\$477,868,108
(\$278,608,459)	Losses and Loss Expense Incurred	(\$323,102,969)
(\$156,249,071)	Underwriting Expense Incurred	(\$164,880,656)
\$10,284,960	Net Underwriting Gain (Loss)	(\$10,115,517)
\$11,853,827	Net Investment Gain	\$11,495,434
\$2,216,277	Other Income	\$2,250,160
(\$765,752)	Dividends to Policyholders	(\$1,363,006)
(\$4,800,290)	Federal Income Taxes	\$1,006,877
\$18,789,022	Net Income (Loss)	\$3,273,948

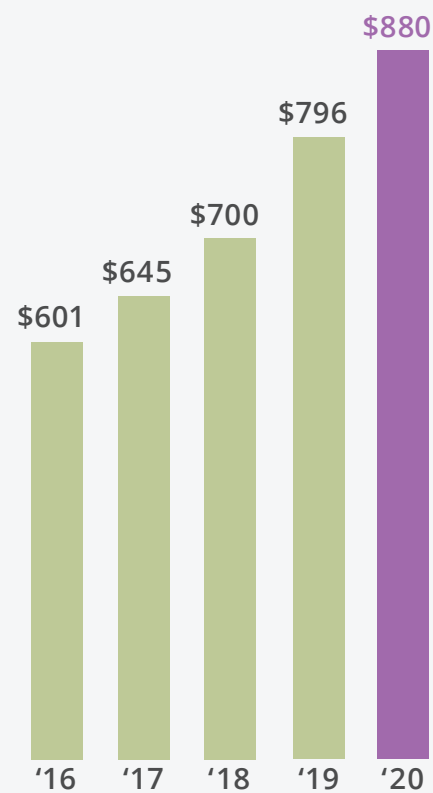
Policyholders' Security Fund



Direct Written Premium



Admitted Assets



(The three charts above are in millions)

FULFILLING OUR PROMISE

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 **more than 65,000 ministries**.



In 2020, **more than 10,000 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 2020, we had more than **119,000 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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