



ELCO Mutual Life & Annuity

ANNUAL REPORT



ELCO MUTUAL
LIFE & ANNUITY

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2024

ELCO Mutual Life and Annuity

916 Sherwood Drive • Lake Bluff • Illinois • 60044

A Message from the President

As president of ELCO Mutual Life and Annuity, one of my responsibilities is to make certain that the company is sound. Most of the top insurance companies have a solvency ratio of 105, but ELCO has a solvency ratio of 107.9. This means for every \$100 of liability, we have \$107.90 in reserve.

Last year, ELCO Mutual Life and Annuity had its 22nd consecutive year of making a profit. Since 1970, we have only had two years when we did not realize a profit.

In 2024, we exceeded our goals on all lines of business. The Medicaid Compliant Annuities deposits increased by over 5% while deferred annuity considerations increased by 125%. It was good to see continued growth in our ordinary life premiums where first year premiums grew by 80%, and renewal premiums increased just over 5%. As a result, assets increased over 9%.

We have been in the seniors' market since 1985. This has been a successful space for a variety of reasons. I believe that is largely due to the fact that we provide easy to understand products designed for our policyholders which has been one of our philosophies that has remained persistent since our inception in 1946.

David A. Bruce

President & Chairman

STATEMENT OF FINANCIAL POSITION

Bonds & Stocks	\$878,754,252
Sch BA Other Invested Assets	\$79,047,061
Home Office Property	\$2,225,627
Policy Loans	\$96,001
Cash/Short Term Investments	\$ 134,306,274
Reinsurance & Other Misc. Assets	\$27,586,032
Accrued Investment Income	\$7,473,260
Deferred Tax Asset & Tax Recoverable	\$4,542,521

Total Assets **\$1,134,031,028**

Policyholder Reserves	\$932,315,483
Claims in Process	\$325,000
Reserve for Dividends Next 12 Months	\$1,583,750
Accrued Expenses, Taxes & Fees	\$380,000
Other Liabilities	\$98,846,202
IMR/AVR	\$17,566,443
Total Liabilities	\$1,051,016,878
Policyholder Surplus	\$83,014,150

Total Liabilities & Surplus **\$1,134,031,028**

SUMMARY OF OPERATIONS

Premiums & Considerations	\$165,065,088
Investment Income/IMR Amortization	\$56,221,539

Total Income **\$221,286,627**

Benefits to Policyholders	\$151,881,562
Increase in Reserves	\$30,072,374
Other Expenses, Taxes	\$31,941,282

Total Benefits & Expenses **\$ 213,895,218**

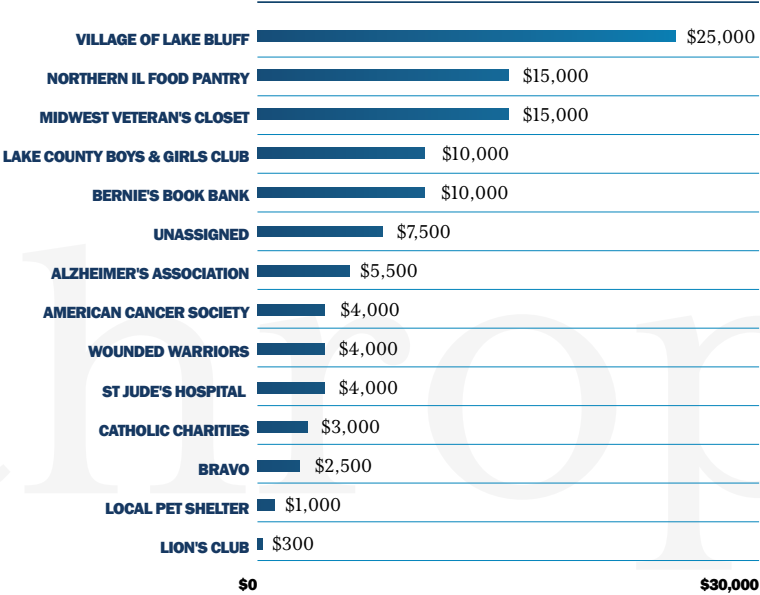
Gross Gain from Operations Before Taxes & Dividends	\$7,391,409
Dividends	(\$1,556,141)
Taxes	(\$1,530,294)

Net Gain (Loss) From Operations **\$4,304,974**

Philanthropy

Community outreach is a key factor of who ELCO is and who we want to continue to be. We try to have a mix of opportunities for our staff to participate whether it is a pet supply, school supply or clothing drive for veterans, sponsoring tents at the Alzheimer's Walk or Strides Against Breast Cancer, or partnering with Catholic Charities to provide holiday gifts for those in need. We have a mix of local and national charities that we donate to and are always open to add a new organization to the mix. It is very fulfilling when HR is interviewing applicants when they mention our charitable giving as a reason that they would like to work for us. We are a small fish in a big pond but we are trying to make just a little bit of a difference.

2024 DONATIONS



Total Local Donations	\$56,800
Total National Donations	\$17,500
Unassigned	\$7,500
Total Donations	\$81,800
Plus Village of Lake Bluff	\$106,800

ELCO EXECUTIVES

David A. Bruce

President, CEO

Eric B. Myers

General Counsel, Corp. Secretary, CPO

Ponni S. Nainar

Vice President, CFO, Treasurer

Lori L. Lemme

Vice President, Human Resources

George A. Seyter

Vice President, CIO

Silvio A. Rodia

Executive Vice President, CRO

Fred B. Wilmsen

Vice President, Business Development

William P. Bruce

Vice President, Operations

BOARD OF DIRECTORS

David A. Bruce **President & CEO, Chairman**

ELCO Mutual Life and Annuity

Eric B. Myers **General Counsel, Corp. Secretary**

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Bartholomew F. Reuter **Executive VP, Chief Legal & Compliance Officer**

Versiti, Inc.

Carolyn C. Covington **Vice President, Actuary–Experience Analysis**

SCOR

Christopher R. Chigas **President & Chief Compliance Officer**

Access Financial Group, Inc.

James Moss **Credit Risk Management, Credit Officer, Analytical Group Head**

Fitch Ratings

Paul J. Grawe **Executive Vice President, Retired**

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Richard P. Leach **Emeritus Director**

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Cynthia A. Tidwell **President and CEO, Retired**

Royal Neighbors of America

James S. Farrell Sr. **Manager & Business Development Partner, Retired**

Verizon Business Markets



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