



NEW YORK STATE DEPARTMENT OF FINANCIAL SERVICES
REPORT ON FINANCIAL CONDITION EXAMINATION
OF THE
COLUMBIAN MUTUAL LIFE INSURANCE COMPANY

CONDITION:

DECEMBER 31, 2015

DATE OF REPORT:

FEBRUARY 10, 2017

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EXAMINER:

JOCATENA HARGROVE

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NEW YORK STATE
DEPARTMENT *of*
FINANCIAL SERVICES

Andrew M. Cuomo
Governor

Maria T. Vullo
Superintendent

May 16, 2017

Honorable Maria T. Vullo
Superintendent of Financial Services
New York, New York 10004

Madam:

In accordance with instructions contained in Appointment No. 31437, dated March 3, 2016 and annexed hereto, an examination has been made into the condition and affairs of Columbian Mutual Life Insurance Company, hereinafter referred to as “the Company,” at its home office located at 4704 Vestal Parkway East, Binghamton, New York 13902.

Wherever “Department” appears in this report, it refers to the New York State Department of Financial Services.

The report indicating the results of this examination is respectfully submitted.

1. EXECUTIVE SUMMARY

The material violation contained in this report is summarized below.

The Company violated Section 1712(a) of the New York Insurance Law by providing Administrative Services to its affiliate Securitas without allocating and receiving payment for the appropriate fees as outlined in its service agreement. (See item 3D of this report)

2. SCOPE OF EXAMINATION

The examination of the Company was a full scope examination as defined in the *NAIC Financial Condition Examiners Handbook, 2016 Edition* (the “Handbook”). The examination covers the five-year period from January 1, 2011 through December 31, 2015. The examination was conducted observing the guidelines and procedures in the Handbook and, where deemed appropriate by the examiner, transactions occurring subsequent to December 31, 2015 but prior to the date of this report (i.e., the completion date of the examination) were also reviewed.

In the course of the examination, a review was also made of the manner in which the Company conducts its business and fulfills its contractual obligations to policyholders and claimants. The results of this review are contained in item 7 of this report.

The examination was conducted on a risk focused basis in accordance with the provisions of the Handbook published by the National Association of Insurance Commissioners (“NAIC”). The Handbook guidance provides for the establishment of an examination plan based on the examiner’s assessment of risk in the insurer’s operations and utilizing that evaluation in formulating the nature and extent of the examination. The examiner planned and performed the examination to evaluate the current financial condition as well as identify prospective risks that may threaten the future solvency of the insurer. The examiner identified key processes, assessed the risks within those processes and evaluated the internal control systems and procedures used to mitigate those risks. The examination also included assessing the principles used and significant estimates made by management, evaluating the overall financial statement presentation, and determining management’s compliance with New York statutes and Department guidelines, Statutory Accounting Principles as adopted by the Department, and annual statement instructions.

The financial portion of the examination was led by the State of New York with participation from the States of Illinois and North Carolina.. Since the lead and participating states are all accredited by the NAIC, all states deemed it appropriate to rely on each other’s work.

Information about the Company’s organizational structure, business approach and control environment were utilized to develop the examination approach. The Company’s risks and management activities were evaluated incorporating the NAIC’s nine branded risk categories. These categories are as follows:

- Pricing/Underwriting

- Reserving
- Operational
- Strategic
- Credit
- Market
- Liquidity
- Legal
- Reputational

The Company was audited annually, for the years 2011 through 2014, by the accounting firm of Deloitte & Touche LLP and for the year 2015 by the accounting firm of RSM US LLP (“RSM”). The Company received an unqualified opinion in all years. Certain audit workpapers of the accounting firm RSM were reviewed and relied upon in conjunction with this examination. The Company has an internal audit department with a fully functional internal audit staff performing operational, financial and compliance reviews.

The examiner reviewed the corrective actions taken by the Company with respect to the financial violations contained in the prior report on examination. The results of the examiner’s review are contained in item 7 of this report.

This report on examination is confined to financial statements and comments on those matters which involve departure from laws, regulations or rules, or which require explanation or description.

3. DESCRIPTION OF COMPANY

A. History

The Company was incorporated as a charitable and benevolent association under the laws of New York on November 1, 1882 under the name American Protective Association. The Company was licensed on January 25, 1883 and commenced business on February 1, 1883.

In 1907, the name was changed to Columbian Protective Association and the home office was moved to Binghamton, New York. At the same time, the Company commenced operations as a cooperative life and accident and health insurance company.

On March 11, 1952, the Company converted to a mutual life insurance company and adopted its present name. On December 30, 1996, Golden Eagle Mutual Life Insurance Corporation merged with and into the Company. On November 30, 2005, Columbian Family Life Insurance Company, (“CFLIC”) a subsidiary, merged with and into the Company. On February 28, 2006, Philanthropic Mutual Life Insurance Company (“PMLIC”), a Pennsylvania based company, merged with and into the Company.

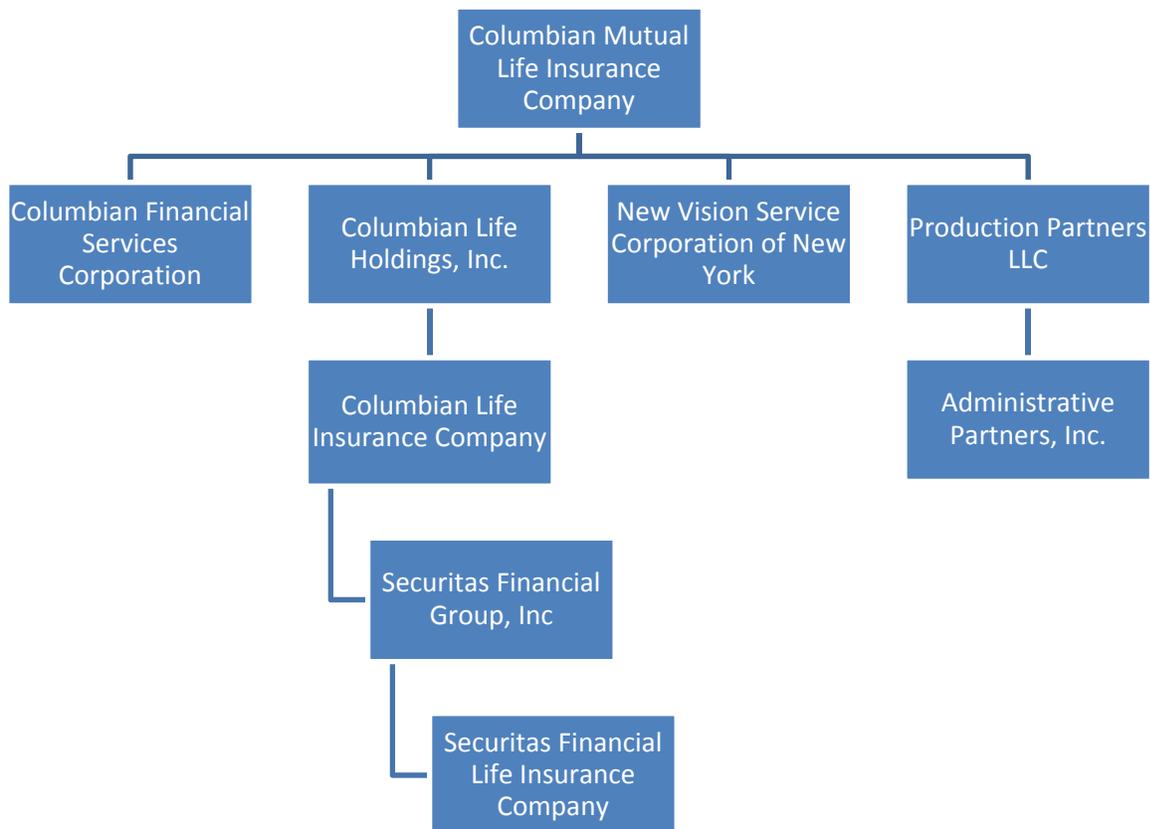
On October 1, 2007, Farmers and Traders Life Insurance Company (“F&T”), a New York domestic life insurance company, merged with and into the Company. On November 26, 2008, Mutual of Detroit Life Insurance Company (“MoD”) merged with and into the Company. On July 1, 2011, Unity Mutual Life Insurance Company merged with and into the Company.

B. Holding Company

The Company owns Colombian Life Holdings, Inc. (“CLH”) which in turn wholly owns Colombian Life Insurance Company (“CLIC”), an Illinois domiciled life insurer that is also an accredited reinsurer in New York, which in turn owns Securitas Financial Group, Inc., a Delaware domiciled company, which in turn owns Securitas Financial Life Insurance Company, a North Carolina domiciled company. The Company and its affiliates collectively refer to themselves and operate as the Colombian Financial Group (“CFG”). Other members of CFG include Colombian Financial Service Corporation, a general agency, and New Vision Service Corporation of New York, an administrative service company.

C. Organizational Chart

An organization chart reflecting the relationship between the Company and significant entities in its holding company system as of December 31, 2015 follows:



D. Service Agreements

The Company had 4 service agreements in effect with affiliates during the examination period.

| Type of Agreement and Department File Number | Effective Date | Provider of Services | Recipient of Services | Specific Services Covered | Income/ (Expense)* For Each Year of the Examination |
|--|----------------|----------------------|--|--|---|
| Administrative and Management Services Agreement | 10/27/1993 | The Company | CLIC | Centralized underwriting, actuarial, legal, accounting, investment advisory, marketing, administrative, personnel and management services. | 2011 \$24,478,677 2012 \$22,147,538 2013 \$23,460,532 2014 \$24,363,423 2015 \$22,764,438 |
| Intercompany Borrowing Agreement | 5/1//1996 | CLIC | The Company | Make funds available to assist in managing the fluctuations of day to day cash flow. | 2011 \$(828) 2012 \$(10,360) 2013 \$(5,149) 2014 \$(2,852) 2015 \$(1,903) |
| Intercompany Borrowing Agreement | 2/19/2004 | The Company | CLIC | Make funds available to assist in managing the fluctuations of day to day cash flow. | 2011 \$ 0 2012 \$ 0 2013 \$ 181 2014 \$ 1,978 2015 \$ 89 |
| Administrative Service Agreement | 7/1/2009 | The Company | Securitas Financial Life Insurance Company | Provide facilities, equipment and services of personnel. | 2011 \$ 0 2012 \$ 4,457 2013 \$ 4,178 2014 \$ 4,191 2015 \$ 4,394 |

* Amount of Income or (Expense) Incurred by the Company

The Company participates in a federal income tax allocation agreement with its parent and affiliates.

Section 1712(a) of the New York Insurance Law states, in part:

“ . . . All transactions between the parent corporation and its subsidiaries shall be fair and equitable, charges or fees for services performed shall be reasonable and all expenses incurred and payments received shall be allocated to the parent corporation on an equitable basis in conformity with customary insurance practices consistently applied. The books, accounts and records of each party to all

transactions shall be so maintained as to disclose clearly and accurately the nature and details of the transactions, including such accounting information as is necessary to support the reasonableness of the charges or fees to the respective parties.”

A review of inter-company charges between the Company and its affiliate Securitas Financial Life Insurance Company (“Securitas”), revealed that the Company failed to charge Securitas for administrative services performed as outlined in its filed service agreement for any of the years under examination.

The Company violated Section 1712(a) of the New York Insurance Law by providing administrative services to an affiliate without allocating and receiving payment for the appropriate fees as outlined in its service agreement.

E. Management

The Company's by-laws provide that the board of directors shall be comprised of not less than seven directors. Directors are elected for a period of three years at the annual meeting of the board held in May of each year. As of December 31, 2015, the board of directors consisted of thirteen members. Meetings of the board are held quarterly.

The thirteen board members and their principal business affiliation, as of December 31, 2015, were as follows:

| <u>Name and Residence</u> | <u>Principal Business Affiliation</u> | <u>Year First Elected</u> |
|--|--|---------------------------|
| William W. Atkin* Fort Myers, FL | Financial Consultant Gulf Harbour Yacht & Country Club | 2004 |
| Carey S. Barney* Yorba Linda, CA | Attorney and Partner Locke Lord, LLP | 1995 |
| Sharon A. Brangman* Syracuse, NY | Professor of Medicine & Division Chief of Geriatric Medicine SUNY Upstate Medical University in Syracuse | 2011 |
| John A. Dore* Northfield, IL | Arbitrator & Mediator in Insurance & Reinsurance Matters Sheridan Ridge Advisors, LLC | 2013 |
| Alan W. Feagin* Ellerslie, GA | Retired, President and Chief Executive Officer Assurant Preneed | 2006 |
| Michael C.S. Fosbury Vestal, NY | President Columbian Mutual Life Insurance Company | 2015 |
| Isabelle C. Goossen* Winnetka, IL | Vice President of Finance & Administration Chicago Symphony Orchestra | 2007 |
| Arnold G. Grough, Jr.* Hinsdale, IL | Retired, Attorney/Partner Winston & Strawn LLP | 2013 |
| William R. Hess* Wilmington, NC | Retired, Chairman, President and Chief Executive Officer Farmers and Traders Life Insurance Company | 2007 |
| Charles J. Kavanaugh* Delmar, NY | Retired, Partner KPMG, LLP | 2012 |

| <u>Name and Residence</u> | <u>Principal Business Affiliation</u> | <u>Year First Elected</u> |
|--|---|---------------------------|
| Patrick A. Mannion Fayetteville, NY | Vice Chairman Columbian Mutual Life Insurance Company | 2011 |
| Edward J. Muhl* Malvern, PA | Independent Consultant | 1997 |
| Thomas E. Rattmann Binghamton, NY | Chairman and Chief Executive Officer Columbian Mutual Life Insurance Company | 1996 |

* Not affiliated with the Company or any other company in the holding company system

The examiner's review of the minutes of the meetings of the board of directors and its committees indicated that meetings were well attended and that each director attended a majority of meetings.

The following is a listing of the principal officers of the Company as of December 31, 2015:

| <u>Name</u> | <u>Title</u> |
|------------------------|--|
| Thomas E. Rattmann | Chairman and Chief Executive Officer |
| Michael C.S. Fosbury | President |
| Patrick A. Mannion | Vice Chairman |
| Amy C. Purdy Godleski | Senior Vice President, Chief Financial Officer |
| Frank L. Lettera | Senior Vice President, General Counsel, Chief Compliance Officer and Corporate Secretary |
| Daniel L. Shinnick | Senior Vice President, Chief Actuary |
| Tammy-Anne Campbell | Vice President, Corporate Actuary |
| Dale A. Spencer | Vice President, Chief Investment Officer |
| Jordan G. Baugh | Vice President, Chief Information Officer |
| Todd Swenson | Vice President, Special Markets & Product R&D |
| Steve Szubert | Vice President, Controller & Treasurer |
| Jeanne M. Clarke | Vice President, Planning & Projects |
| Jack Greenburg | Vice President, Pricing & Product Development |
| Gerald J. Hennenhoefer | Vice President, Sales |
| Richard S. Relf* | Vice President, Administration |

* Designated consumer services officer per Insurance Regulation No. 64, 11 NYCRR Section 216.4(c)

4. TERRITORY AND PLAN OF OPERATIONS

The Company is authorized to write life insurance, annuities and accident and health insurance as defined in paragraphs 1, 2 and 3 of Section 1113(a) of the New York Insurance Law.

The Company is licensed to transact business in 50 states, the District of Columbia and the U.S. Virgin Islands. In 2015, 62% of life premiums, accident and health premiums, and annuity considerations were received from New York. Policies are written on a participating and non-participating basis.

The following tables show the percentage of direct premiums received, by state, and by major lines of business for the year 2015:

| <u>Life Insurance Premiums</u> | |
|--------------------------------|---------------|
| New York | 65.4% |
| New Jersey | 5.0 |
| Michigan | 4.8 |
| Pennsylvania | 4.3 |
| North Carolina | <u>3.4</u> |
| Subtotal | 82.9% |
| All others | <u>17.1</u> |
| Total | <u>100.0%</u> |

A. Statutory and Special Deposits

As of December 31, 2015, the Company had \$ 3,155,000 (par value) of United States Treasury Bonds on deposit with the State of New York, its domiciliary state, for the benefit of all policyholders, claimants and creditors of the Company. As per confirmations received from the following states which were reported in Schedule E of the 2015 filed annual statement an additional, \$3,196,451 was being held by the states of Arkansas, Florida, Georgia, Nevada, New Hampshire, New Mexico, North Carolina, Virginia and the U.S. Virgin Islands.

B. Direct Operations

The Company's primary business is ordinary life insurance which it sells on a monthly debit basis. These policies have low face amounts and are sold through general agents. The Company also markets a home service life insurance product which is marketed and serviced through independent agents. The agents call on customers in their homes to sell life insurance, provide service related to policies in force, and collect premiums. The Company also sells final expense products which are sold through independent marketing organizations.

The Company's agency operations are conducted on a general agency basis.

The Group's core business is managed through three divisions; pre-need insurance (not marketed in New York), home service, and final expense. Pre-need insurance is marketed through funeral homes and independent marketing organizations and is the Group's largest sales division, as measured by new annualized premiums.

C. Reinsurance

As of December 31, 2015, the Company had reinsurance treaties in effect with 25 companies, of which 16 were authorized or accredited. The Company's life, accident and health business is reinsured on a coinsurance, modified-coinsurance, and yearly renewable term basis. Reinsurance is provided on an automatic and facultative basis.

The maximum retention limit for individual life contracts is \$250,000. The total face amount of life insurance ceded as of December 31, 2015, was \$2,108,903,804 which represents 34.73% of the total face amount of life insurance in force. Reserve credit taken for reinsurance ceded to unauthorized companies, totaling \$89,574,443 was supported by letters of credit and trust agreements.

The total face amount of life insurance assumed as of December 31, 2015, was \$2,481,622,246.

5. SIGNIFICANT OPERATING RESULTS

Indicated below is significant information concerning the operations of the Company during the period under examination as extracted from its filed annual statements. Failure of items to add to the totals shown in any table in this report is due to rounding.

The following table indicates the Company's financial growth (decline) during the period under review:

| | December 31, <u>2010</u> | December 31, <u>2015</u> | Increase (Decrease) |
|---|-----------------------------|-----------------------------|------------------------|
| Admitted assets | <u>\$914,520,478</u> | <u>\$1,364,783,295</u> | <u>\$450,262,817</u> |
| Liabilities | <u>\$826,115,700</u> | <u>\$1,284,101,819</u> | <u>\$457,986,119</u> |
| Additional admitted deferred tax assets | \$ 3,493,579 | \$ 0 | \$ (3,493,579) |
| Guaranty fund – State of Colorado | 400,000 | 400,000 | 0 |
| Unassigned funds (surplus) | <u>84,511,199</u> | <u>80,281,475</u> | <u>(4,229,724)</u> |
| Total surplus | <u>\$ 88,404,778</u> | <u>\$ 80,681,475</u> | <u>\$ (7,723,303)</u> |
| Total liabilities and surplus | <u>\$914,520,478</u> | <u>\$1,364,783,295</u> | <u>\$450,262,817</u> |

The significant increases to the Company's asset and liabilities from December 2010 through December 2015 are mainly the result of the merger of Unity Mutual Life Insurance Company into the Company in 2011 (\$287 million in assets and \$272 million in liabilities) and the surplus relief treaty entered into in 2012 which resulted in \$299 million reserve adjustment.

The Company's invested assets as of December 31, 2015 were mainly comprised of bonds (77.4%), mortgage loans (13.3%), and policy loans (5%).

The majority (99.9%) of the Company's bond portfolio, as of December 31, 2015, was comprised of investment grade obligations.

The following is the net gain (loss) from operations by line of business after federal income taxes but before realized capital gains (losses) reported for each of the years under examination in the Company's filed annual statements:

| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> |
|---------------------------|----------------------|--------------------|--------------------|---------------------|-----------------------|
| Ordinary: | | | | | |
| Life insurance | \$(1,890,400) | \$ (68,216) | \$ (110,924) | \$3,412,713 | \$ 5,449,510 |
| Individual annuities | (657,961) | (216,742) | 2,762,193 | 2,873,458 | 2,539,134 |
| Supplementary contracts | <u>(110,432)</u> | <u>13,397</u> | <u>22,623</u> | <u>(525,740)</u> | <u>56,742</u> |
| Total ordinary | <u>\$(2,658,793)</u> | <u>\$(271,561)</u> | <u>\$2,673,892</u> | <u>\$5,760,431</u> | <u>\$ 8,045,386</u> |
| Industrial life | \$ <u>343,246</u> | \$ <u>(75,576)</u> | \$ <u>10,407</u> | \$ <u>(660,722)</u> | \$ <u>(2,388,544)</u> |
| Group: | | | | | |
| Life | \$ 1,168,417 | \$ 15,017 | \$ (143,689) | \$ (180,863) | \$ (543,079) |
| Annuities | <u>373,485</u> | <u>(15,572)</u> | <u>130,526</u> | <u>339,415</u> | <u>173,996</u> |
| Total group | <u>\$ 1,541,902</u> | <u>\$ (555)</u> | <u>\$ (13,163)</u> | <u>\$ 158,552</u> | <u>\$ (369,083)</u> |
| Accident and health: | | | | | |
| Group | \$ 127,908 | \$ 1,798 | \$ 34,798 | \$ (18,557) | \$ (8,004) |
| Other | <u>127,925</u> | <u>(2,393)</u> | <u>102,080</u> | <u>130,024</u> | <u>232,226</u> |
| Total accident and health | <u>\$ 255,833</u> | <u>\$ (595)</u> | <u>\$ 136,878</u> | <u>\$ 111,467</u> | <u>\$ 224,222</u> |
| Total | <u>\$(517,812)</u> | <u>\$(348,287)</u> | <u>\$2,808,014</u> | <u>\$5,369,728</u> | <u>\$ 5,511,979</u> |

The significant losses in the ordinary life and individual annuities lines of business in 2011 and 2012 were the result of one-time costs associated with the acquisition of Unity Mutual Life Insurance Company in 2011 and the tax treatment of the Company's surplus relief treaty that began at the end of 2012.

The significant losses in the industrial life line in 2014 and 2015 were a direct result of the Company's implementation of a change to its method of allocating general insurance expenses and federal income taxes to a method that is based on in force policy counts.

The significant increases in losses in the group life line during the examination period were the result of the worsening of mortality experience in 2013, 2014 and 2015, coupled with a decline in premium volume.

6. FINANCIAL STATEMENTS

The following statements show the assets, liabilities, capital and surplus as of December 31, 2015, as contained in the Company's 2015 filed annual statement, a condensed summary of operations and a reconciliation of the capital and surplus account for each of the years under review. The examiner's review of a sample of transactions did not reveal any differences which materially affected the Company's financial condition as presented in its financial statements contained in the December 31, 2015 filed annual statement.

A. Independent Accountants

The firm of Deloitte & Touche LLP was retained by the Company to audit the Company's combined statutory basis statements of financial position for the years 2011 through 2014. RSM was retained by the Company to audit the Company's combined statutory basis statements of financial position as of December 31st of 2015, and the related statutory-basis statements of operations, capital and surplus, and cash flows for the year then ended.

Deloitte & Touche LLP and RSM concluded that the statutory financial statements presented fairly, in all material respects, the financial position of the Company at the respective audit dates. Balances reported in these audited financial statements were reconciled to the corresponding years' annual statements with no discrepancies noted.

B. Net Admitted Assets

| | |
|--|------------------------|
| Bonds | \$993,559,867 |
| Stocks: | |
| Preferred stocks | 885,008 |
| Common stocks | 36,413,118 |
| Mortgage loans on real estate: | |
| First liens | 170,407,125 |
| Real estate: | |
| Properties occupied by the company | 3,341,695 |
| Properties held for the production of income | 215,964 |
| Properties held for sale | 102,352 |
| Cash, cash equivalents and short term investments | 4,970,828 |
| Contract loans | 62,286,920 |
| Other invested assets | 10,976,272 |
| Receivable for securities | 290,235 |
| Investment income due and accrued | 13,042,620 |
| Premiums and considerations: | |
| Uncollected premiums and agents' balances in the course of collection | 2,364,017 |
| Deferred premiums, agents' balances and installments booked but deferred and not yet due | 40,169,253 |
| Reinsurance: | |
| Amounts recoverable from reinsurers | 2,325,171 |
| Other amounts receivable under reinsurance contracts | 3,568,727 |
| Net deferred tax asset | 15,334,614 |
| Electronic data processing equipment and software | 489,727 |
| Receivables from parent, subsidiaries and affiliates | 275,906 |
| Deferred premium asset | 2,573,461 |
| Accounts receivable | 677,564 |
| Guarantee tax asset | <u>512,848</u> |
| Total admitted assets | <u>\$1,364,783,295</u> |

C. Liabilities, Capital and Surplus

| | |
|---|----------------------------|
| Aggregate reserve for life policies and contracts | \$1,139,922,883 |
| Aggregate reserve for accident and health contracts | 796,722 |
| Liability for deposit-type contracts | 31,267,878 |
| Contract claims: | |
| Life | 16,948,575 |
| Accident and health | 118,978 |
| Policyholders' dividends and coupons due and unpaid | 92,113 |
| Provision for policyholders' dividends and coupons payable in following calendar year – estimated amounts | |
| Dividends apportioned for payment | 4,929,095 |
| Premiums and annuity considerations for life and accident and health contracts received in advance | 344,010 |
| Contract liabilities not included elsewhere: | |
| Other amounts payable on reinsurance | 385,024 |
| Interest maintenance reserve | 13,132,190 |
| Commissions to agents due or accrued | 4,574 |
| Commissions and expense allowances payable on reinsurance assumed | 2,554,061 |
| General expenses due or accrued | 365,316 |
| Taxes, licenses and fees due or accrued, excluding federal income taxes | 749,600 |
| Current federal and foreign income taxes | 4,741,705 |
| Unearned investment income | 254,620 |
| Amounts withheld or retained by company as agent or trustee | 26,759,471 |
| Amounts held for agents' account | 18,995 |
| Remittances and items not allocated | 520,790 |
| Miscellaneous liabilities: | |
| Asset valuation reserve | 8,014,006 |
| Reinsurance in unauthorized companies | 142,658 |
| Funds held under reinsurance treaties with unauthorized reinsurers | 65,097 |
| Payable for securities | 4,065,426 |
| Pension liability | 20,585,384 |
| Post-retirement benefit obligation | 3,373,234 |
| Unclaimed funds | 3,126,177 |
| Sales conference | 339,931 |
| Amounts payable on reinsurance ceded | 188,592 |
| Interest unpaid on policy or contract claims | 141,676 |
| Other contingent liabilities | 110,408 |
| Severance liability | <u>42,630</u> |
| Total liabilities | <u>\$1,284,101,819</u> |
| Guarantee fund – State of Colorado | \$ 400,000 |
| Unassigned funds (surplus) | <u>80,281,475</u> |
| Total surplus | \$ <u>80,681,475</u> |
| Total liabilities, capital and surplus | <u>\$1,364,783,295</u> |

D. Condensed Summary of Operations

| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> |
|--|-----------------------|-----------------------|----------------------|----------------------|----------------------|
| Premiums and considerations | \$184,355,754 | \$ (117,983,290) | \$183,170,802 | \$175,274,440 | \$177,538,085 |
| Investment income | 62,296,400 | 62,035,280 | 59,199,736 | 56,746,165 | 60,811,719 |
| Commissions and reserve adjustments on reinsurance ceded | 7,964,338 | 314,626,612 | 11,290,573 | 10,015,931 | 7,044,837 |
| Miscellaneous income | <u>613,889</u> | <u>422,911</u> | <u>3,592,657</u> | <u>3,425,504</u> | <u>3,060,729</u> |
| Total income | <u>\$255,230,381</u> | <u>\$ 259,101,513</u> | <u>\$257,253,768</u> | <u>\$245,462,040</u> | <u>\$248,455,370</u> |
| Benefit payments | \$112,889,511 | \$ 120,855,983 | \$ 95,786,337 | \$103,328,921 | \$112,801,403 |
| Increase in reserves | 26,255,596 | 12,494,828 | 54,386,491 | 41,492,142 | 40,835,157 |
| Commissions | 65,645,289 | 68,458,127 | 70,587,071 | 63,766,221 | 57,260,444 |
| General expenses and taxes | 46,798,742 | 42,092,116 | 33,403,452 | 31,248,653 | 29,208,858 |
| Increase in loading on deferred and uncollected premiums | 854,828 | 2,440,894 | 1,197,907 | (1,933,126) | (496,672) |
| Miscellaneous deductions | <u>30,025</u> | <u>6,371</u> | <u>8,560</u> | <u>4,803</u> | <u>5,182</u> |
| Total deductions | <u>\$252,473,991</u> | <u>\$ 246,348,319</u> | <u>\$255,369,818</u> | <u>\$237,907,614</u> | <u>\$239,614,372</u> |
| Net gain (loss) | \$ 2,756,390 | \$ 12,753,194 | \$ 1,883,950 | \$ 7,554,426 | \$ 8,840,998 |
| Dividends | 6,178,900 | 6,074,575 | 2,748,013 | 2,362,878 | 2,317,545 |
| Federal and foreign income taxes incurred | <u>(2,904,698)</u> | <u>7,026,907</u> | <u>(3,672,078)</u> | <u>(178,179)</u> | <u>1,011,474</u> |
| Net gain (loss) from operations before net realized capital gains | \$ (517,812) | \$ (348,288) | \$ 2,808,015 | \$ 5,369,727 | \$ 5,511,979 |
| Net realized capital gains (losses) | <u>(801,529)</u> | <u>(588,082)</u> | <u>275,590</u> | <u>187,433</u> | <u>202,805</u> |
| Net income | <u>\$ (1,319,341)</u> | <u>\$ (936,368)</u> | <u>\$ 3,083,604</u> | <u>\$ 5,557,161</u> | <u>\$ 5,714,785</u> |

The fluctuation in ‘premiums and considerations’ and ‘commissions and reserve adjustments on reinsurance ceded’ is a result of the surplus relief treaty entered into by the Company in 2012, which resulted in the cession of \$322,798,715 of premiums.

E. Capital and Surplus Account

| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> |
|--|-----------------------|----------------------|-----------------------|-----------------------|----------------------|
| Capital and surplus, December 31, prior year | \$ <u>103,597,705</u> | \$ <u>88,490,277</u> | \$ <u>89,483,958</u> | \$ <u>101,822,627</u> | \$ <u>79,189,454</u> |
| Net income | \$ (1,319,341) | \$ (936,368) | \$ 3,083,604 | \$ 5,557,161 | \$ 5,714,785 |
| Change in net unrealized capital gains (losses) | 5,900,335 | (4,078,107) | 4,981,871 | 3,847,222 | (9,060,534) |
| Change in net unrealized foreign exchange capital gain (loss) | (2,971) | 0 | 0 | 0 | 0 |
| Change in net deferred income tax | 7,153,234 | 3,778,593 | (5,223,856) | 390,939 | 204,550 |
| Change in non-admitted assets and related items | (8,892,002) | 1,895,319 | 11,156,543 | (1,861,940) | (4,677,462) |
| Change in liability for reinsurance in unauthorized companies | 11,184 | (3,428) | (86,709) | (465,142) | 473,832 |
| Change in asset valuation reserve | 341,439 | (435,519) | (138,529) | (68,193) | (615,942) |
| Change in surplus notes | (3,000,000) | 0 | 0 | 0 | 0 |
| Cumulative effect of changes in accounting principles | 0 | 0 | 525,291 | 0 | 0 |
| Transferred from capital | (6,012,917) | 0 | 0 | 0 | 0 |
| Change in surplus as a result of reinsurance | (1,179,374) | 14,024,082 | (7,489,240) | (6,610,506) | (3,875,478) |
| Change in pension liability | (8,217,850) | (9,607,109) | 6,649,184 | (23,358,810) | 12,932,910 |
| Change in post-retirement | | 230,846 | 153,085 | 117,042 | 288,531 |
| Vanguard deferred comp | 110,124 | (471,228) | (1,017,850) | (365,299) | 73,466 |
| Change in prior year surplus | 710 | (3,403,400) | (254,726) | 184,352 | 33,364 |
| Net change in capital and surplus for the year | <u>(15,107,428)</u> | <u>993,681</u> | <u>12,338,669</u> | <u>(22,633,173)</u> | <u>1,492,022</u> |
| Capital and surplus, December 31, current year | \$ <u>88,490,277</u> | \$ <u>89,483,958</u> | \$ <u>101,822,627</u> | \$ <u>79,189,454</u> | \$ <u>80,681,475</u> |

7. PRIOR REPORT SUMMARY AND CONCLUSIONS

Following are the financial violations contained in the prior report on examination and the subsequent actions taken by the Company in response to each citation:

| <u>Item</u> | <u>Description</u> |
|-------------|--|
| A | <p>The Company violated Section 91.4(a)(2)(3) of Department Regulation No. 33 by failing to maintain records in such form as to permit ready identification between the item allocated and the basis upon which it was allocated.</p> <p>The examination revealed that the Company allocations are calculated on a monthly basis, and worksheets are readily available to support each allocation.</p> |
| B | <p>The Company violated Section 91.5(b) of Department Regulation No. 33 by failing to file with the superintendent a full description of its plan for the allocations of income and expenses.</p> <p>The examination revealed that the Company changed its method of allocating income and expenses to comply with the approved mean allocation method.</p> |

8. SUMMARY AND CONCLUSIONS

Following is the violation contained in this report:

| <u>Item</u> | <u>Description</u> | <u>Page No(s).</u> |
|-------------|---|--------------------|
| A | The Company violated Section 1712(a) of the New York Insurance Law by providing Administrative Services to an affiliate without allocating and receiving payment for the appropriate fees as outlined in its service agreement. | 8 |

Respectfully submitted,

_____/s/
JoCatena Hargrove
Senior Insurance Examiner

STATE OF NEW YORK)
)SS:
COUNTY OF NEW YORK)

JoCatena Hargrove, being duly sworn, deposes and says that the foregoing report, subscribed by her, is true to the best of her knowledge and belief.

_____/s/
JoCatena Hargrove

Subscribed and sworn to before me
this _____ day of _____

NEW YORK STATE

DEPARTMENT OF FINANCIAL SERVICES

I, MARIA T. VULLO, Acting Superintendent of Financial Services of the State of New York, pursuant to the provisions of the Financial Services Law and the Insurance Law, do hereby appoint:

JOCATENA HARGROVE

as a proper person to examine the affairs of the

COLUMBIAN MUTUAL LIFE INSURANCE COMPANY

and to make a report to me in writing of the condition of said

COMPANY

with such other information as she shall deem requisite.

In Witness Whereof, I have hereunto subscribed my name
and affixed the official Seal of the Department
at the City of New York

this 3rd day of March, 2016

MARIA T. VULLO

Acting Superintendent of Financial Services

By:

Mark McLeod

MARK MCLEOD

ASSISTANT CHIEF - LIFE BUREAU

