

REPORT ON EXAMINATION

OF

UNITED FARM FAMILY INSURANCE COMPANY

AS OF

DECEMBER 31, 2015

DATE OF REPORT

MAY 23, 2017

EXAMINER

LAMIN JAMMEH

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NEW YORK STATE  
DEPARTMENT *of*  
FINANCIAL SERVICES

Andrew M. Cuomo  
Governor

Maria T. Vullo  
Superintendent

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May 23, 2017

Honorable Maria T. Vullo  
Superintendent  
New York State Department of Financial Services  
Albany, New York 12257

Madam:

Pursuant to the requirements of the New York Insurance Law, and in compliance with the instructions contained in Appointment Number 31397 dated January 07, 2016, attached hereto, I have made an examination into the condition and affairs of United Farm Family Insurance Company as of December 31, 2015, and submit the following report thereon.

Wherever the designation “the Company” or “UFFIC” appears herein without qualification, it should be understood to indicate United Farm Family Insurance Company.

Wherever the term “Department” appears herein without qualification, it should be understood to mean the New York State Department of Financial Services.

The examination was conducted at the Company’s home office located at 344 Route 9W, Glenmont, NY 12077.

## 1. SCOPE OF EXAMINATION

The Department has performed a coordinated group examination of the Company, a multi-state insurer. The previous examination was conducted as of December 31, 2011. This examination covered the four year period from January 1, 2012 through December 31, 2015. Transactions occurring subsequent to this period were reviewed where deemed appropriate by the examiner.

The examination was conducted in conjunction with the state of Texas, which was the coordinating state of the American National Insurance Group. The examination was performed concurrently with the examinations of the following insurers:

| <u>Company</u>   | <u>State of Domicile</u> |
|--|--------------------------|
| American National Insurance Company (ANICO)                    | Texas                    |
| American National County Mutual Insurance Company (ANCMIC)     | Texas                    |
| American National General Insurance Company (ANGIC)            | Missouri                 |
| American National Life Insurance Company of New York (ANICONY) | New York                 |
| American National Life Insurance Company of Texas (ANTEX)      | Texas                    |
| American National Lloyds Insurance Company (ANLIC)             | Texas                    |
| American National Property And Casualty Company (ANPAC)        | Missouri                 |
| ANPAC Louisiana Insurance Company (ANPAC LA)                   | Louisiana                |
| Farm Family Casualty Insurance Company (FFCIC)                 | New York                 |
| Farm Family Life Insurance Company (FFLIC)                     | New York                 |
| Garden State Life Insurance Company (GSLIC)                    | Texas                    |
| Pacific Property And Casualty Company (Pacific)                | California               |
| Standard Life and Accident Insurance Company (SLAICO)          | Texas                    |

Other states participating in this examination were California, Louisiana, and Missouri.

This examination was conducted in accordance with the National Association of Insurance Commissioners (“NAIC”) Financial Condition Examiners Handbook (“Handbook”), which requires that we plan and perform the examination to evaluate the financial condition and identify prospective risks of the Company by obtaining information about the Company including corporate governance, identifying and assessing inherent risks within the Company and evaluating system controls and

procedures used to mitigate those risks. This examination also includes assessing the principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation, management's compliance with Statutory Accounting Principles and annual statement instructions when applicable to domestic state regulations.

All financially significant accounts and activities of the Company were considered in accordance with the risk-focused examination process. This examination also included a review and evaluation of the Company's own control environment assessment and an evaluation based upon the Company's Sarbanes Oxley documentation and testing. The examiners also relied upon audit work performed by the Company's independent public accountants where deemed appropriate.

This examination report includes a summary of significant findings for the following items as called for in the Handbook:

- Company history
- Management and control
- Territory and plan of operation
- Holding company description
- Reinsurance
- Loss review and analysis
- Financial statement presentation
- Significant subsequent events
- Summary of recommendations

A review was also made to ascertain what action was taken by the Company with regard to comments and recommendations contained in the prior report on examination.

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

## 2. DESCRIPTION OF COMPANY

The Company was incorporated under the laws of the State of New York on February 25, 1988, became licensed and commenced business on January 1, 1989.

Prior to December 2004, Farm Family Life Insurance Company (“FFLIC”) owned 100% of the outstanding shares of stock of the Company. On December 1, 2004, FFLIC transferred all of its outstanding shares of UFFIC to Farm Family Holdings, Inc. (“FFH”).

On August 23, 2007, American National Property and Casualty Holding Company LLC merged into Farm Family Holdings, Inc., with Farm Family Holdings, Inc. being the surviving entity. At the same time Farm Family Holdings, Inc. changed its name to American National Property & Casualty Holdings, Inc. (“ANPAC Holdings”).

Capital paid in is \$3,500,000 consisting of 10,000 shares of \$350 par value per share common stock. Gross paid in and contributed surplus is \$4,700,000. Gross paid in and contributed surplus and capital paid in did not change during the examination period.

### A. Management

Pursuant to the Company’s charter and by-laws, management of the Company is vested in a board of directors consisting of not less than seven or more than fifteen members. The board met at least four times during each calendar year for the period under examination. At December 31, 2015, the board of directors was comprised of the following eleven members:

| <u>Name and Residence</u>            | <u>Principal Business Affiliation</u>  |
|--------------------------------------|--|
| John J. Dunn, Jr.<br>League City, TX | Executive Vice President, Chief Financial Officer and<br>Treasurer,<br>ANICO |
| Irwin M. Herz, Jr.<br>Galveston, TX  | Partner/Attorney,<br>Greer, Herz & Adams, LLP                                |
| A. Ingrid Moody<br>Kemah, TX         | Volunteer worker and former farmer   |
| Edward J. Muhl<br>Malvern, PA        | Retired Partner,<br>PricewaterhouseCoopers, LLP                              |

| <u>Name and Residence</u>               | <u>Principal Business Affiliation</u>  |
|---|--|
| Gregory V. Ostergren<br>Springfield, MO | Chairman, President and Chief Executive Officer,<br>ANPAC                                      |
| Elvin J. Pederson<br>Galveston, TX      | Managing Director,<br>CitareTx Management, LLC   |
| James E. Pozzi<br>Galveston, TX         | President and Chief Executive Officer,<br>ANICO  |
| Victoria M. Stanton<br>Glenmont, NY     | Executive Vice President, General Counsel and<br>Secretary,<br>Farm Family Companies           |
| Timothy A. Walsh<br>Friendswood, TX     | President and Chief Executive Officer,<br>Farm Family Companies                                |
| Ronald J. Welch<br>League City, TX      | Retired Senior Executive Vice President, Corporate<br>Risk Officer and Chief Actuary,<br>ANICO |
| James D. Yarbrough<br>Galveston, TX     | Mayor<br>Galveston, TX   |

A review of the minutes of the board of directors' meetings held during the examination period indicated that the meetings were generally well attended and each board member had an acceptable record of attendance.

As of December 31, 2015, the principal officers of the Company were as follows:

| <u>Name</u>           | <u>Title</u>  |
|-----------------------|---|
| Timothy A. Walsh      | President and Chief Executive Officer                           |
| Victoria M. Stanton   | Executive Vice President, General Counsel and<br>Secretary      |
| Michele M. Bartkowski | Senior Vice President, Chief Financial Officer and<br>Treasurer |

B. Territory and Plan of Operation

As of December 31, 2015, the Company was licensed to write business in seven states: Delaware, Maryland, New Jersey, New York, Pennsylvania, Vermont and West Virginia.

As of the examination date, the Company was authorized to transact the kinds of insurance as defined in the following numbered paragraphs of Section 1113(a) of the New York Insurance Law:

| <u>Paragraph</u> | <u>Line of Business</u>                        |
|------------------|--|
| 4                | Fire   |
| 5                | Miscellaneous property                         |
| 6                | Water damage                                   |
| 7                | Burglary and theft                             |
| 8                | Glass  |
| 9                | Boiler and machinery                           |
| 10               | Elevator                                       |
| 11               | Animal   |
| 12               | Collision                                      |
| 13               | Personal injury liability                      |
| 14               | Property damage liability                      |
| 15               | Workers' compensation and employers' liability |
| 16               | Fidelity and surety                            |
| 19               | Motor vehicle and aircraft physical damage     |
| 20               | Marine and inland marine                       |
| 21               | Marine protection and indemnity                |
| 26(B)            | Motor vehicle lessee/debtor gap insurance      |

The Company is also authorized to transact such workers' compensation insurance as may be incident to coverages contemplated under paragraphs 20 and 21 of Section 1113(a), including insurances described in the Longshore and Harbor Workers' Compensation Act (Public Law No. 803, 69 Cong. as amended; 33 USC Section 901 et seq. as amended).

Based on the lines of business for which the Company is licensed and the Company's current capital structure, and pursuant to the requirements of Articles 13 and 41 of the New York Insurance Law, the Company is required to maintain a minimum surplus to policyholders in the amount of \$4,000,000.



The following schedule shows the direct premiums written by the Company both in total and in New York for the period under examination:

| <u>Calendar Year</u> | <u>New York State</u> | <u>Total Premiums</u> | Premiums Written in New York State<br>as a<br><u>percentage of Total Premium</u> |
|----------------------|-----------------------|-----------------------|--|
| 2012                 | \$1,389,865           | \$23,933,396          | 5.81%  |
| 2013                 | \$6,379,609           | \$32,967,338          | 19.35%   |
| 2014                 | \$12,629,954          | \$45,333,400          | 27.86%   |
| 2015                 | \$17,380,399          | \$74,543,242          | 23.32%   |

The largest lines of business for UFFIC are commercial auto liability, private passenger auto liability and workers' compensation, which account for 16.05%, 16.02% and 13.33%, respectively of the Company's 2015 direct premiums written. The "Special Farm Package 10" (SFP-10) is considered to be FFCIC's and UFFIC's ("the Pool group") flagship product. This policy is a flexible, multi-line insurance contract that combines property and liability coverages for farm owners and a wide array of other agricultural businesses such as horse breeding and training facilities, nurseries, wineries and greenhouses. Personal auto, the Pool group's second largest line of business is generally marketed in conjunction with other lines. The Pool group also offers business owners, artisan contractors, commercial automobile and workers' compensation products. Rounding out the primary product portfolio are commercial and personal umbrella policies, commercial general liability and a small number of claims-made pollution policies for farm risk.

As of December 31, 2015, the Company wrote business primarily through career (exclusive) agents.

### C. Reinsurance

Assumed reinsurance accounted for approximately 10% of the Company's gross premium written at December 31, 2015. Approximately 99.9% of the Company's assumed premium is attributable to the pooling agreement with the Company's affiliate, FFCIC. During the period covered by this examination, the Company's assumed reinsurance business has increased since the last examination. The Company utilizes reinsurance accounting as defined in Statement of Statutory Accounting Principle ("SSAP") No. 62R for all of its assumed reinsurance business.

Effective January 1, 2004 the Company entered into a pooling agreement with FFCIC. Under the terms of the agreement, UFFIC cedes 100% quota share of its assumed and direct business to the FFCIC, net of any external reinsurance. FFCIC then retrocedes 2% quota share of its net direct and assumed business to the Company. The pooling agreement allocation percentages have remained unchanged since inception, however, the agreement was amended effective March 5, 2010 modifying the terms of the provision relating to cash calls. Both the agreement and subsequent amendment were non-objected to by the Department in letters dated June 29, 2004 and March 5, 2010 pursuant to the requirements of 1505(d) (2) of the New York Insurance Law.

As a result of the pooling agreement, the Company has approximately \$81,673,000 in unsecured reinsurance from FFCIC in 2015, representing 655% of surplus.

#### Ceded reinsurance

The property and casualty members of the ANICO group purchase external reinsurance to manage catastrophe and other exposures on a combined basis, whereby the companies share limits and retentions. The group's reinsurance agreements are primarily excess of loss contracts, which are principally categorized as Corporate Catastrophe, Regional Covers, and Working Layers. The reinsurance agreements are placed with multiple reinsurers in multiple layers through the reinsurance intermediary/broker, Aon Benfield, Inc.

The Company has structured its ceded reinsurance program as of December 31, 2015, as follows:

#### Type of Treaty

#### Cession

#### Working Layers

#### Excess Multiple Line

Property Business: \$5 million excess \$1 million any one risk, each loss; limit \$10 million per occurrence.

Terrorism: \$5 million excess \$1 million any one risk each loss; limit \$10 million in all during the term of the contract and any runoff period.

Casualty Business: \$5 million excess \$1 million per occurrence (\$6 million as respects any one occurrence involving at least one \$2 million per occurrence policy issued by the Company in accordance with this contract).

Type of TreatyCession

As respects all Workers Compensation losses arising out of acts of terrorism \$5 million excess \$1 million; limit \$20 million as respects all Workers Compensation losses during the term of the contract and any runoff period.

Pollution Liability: \$5 million excess \$1 million any one policy, each pollution incident; limit \$5 million as respects all losses arising out of all pollution liability policies involved in all pollution incidents reported during the term of this contract and any runoff period.

Property Excess per Risk

\$14 million excess \$6 million any one risk, each loss any one loss occurrence; limit \$49 million during the term of the contract (or during any runoff period). Liability of the reinsurer for losses arising out of acts of terrorism or toxic mold shall not exceed \$ 14 million in all during the term of the contract or any runoff period.

Excess Casualty Clash (4 layers)

\$54 million excess \$6 million ultimate net loss per occurrence; limit \$108 million during the term of the contract (or during any runoff period). Liability of the reinsurer for all Workers Compensation losses arising out of acts of terrorism shall not exceed \$54 million in all during the term of the contract or any runoff period; Liability of the reinsurer for all toxic mold related losses shall not exceed \$54 million in all during the term of the contract or any runoff period.

(Note: For all layers above as respects any one occurrence involving at least one \$2 million per occurrence policy issued by the Company in accordance with the contract the Company's retention for each excess layer shall be increased by \$1 million).

Regional CoversEarthquake Property Catastrophe Excess of loss

100% of \$25 million in excess of \$10 million ultimate net loss each loss occurrence (two or more risks involved).

Property Catastrophe Excess of loss (Northeastern States)

66.67% of \$25 million in excess of \$10 million ultimate net loss each loss occurrence

Property Catastrophe Excess of loss (Southeastern States)

66.67% of \$25 million in excess of \$10 million ultimate net loss each loss occurrence

| <u>Type of Treaty</u>  | <u>Cession</u>   |
|--|--|
| <u>Property Catastrophe Excess of loss (TX, AR,OK)</u>               | 66.67% of \$25 million in excess of \$10 million ultimate net loss each loss occurrence  |
| <u>Property Catastrophe Excess of loss (American National-A)</u>     | 30.50% of \$25 million in excess of \$10 million ultimate net loss each loss occurrence  |
| <u>Property Catastrophe Excess of loss (American National-B)</u>     | 45.2125% of \$20 million in excess of \$15 million ultimate net loss each loss occurrence  |
| <u>Property Catastrophe Excess of loss (Stretch &amp; Aggregate)</u> | \$35 million or 8.75% part of \$400 million in excess of \$100 million ultimate net loss each loss occurrence  |
|  | \$35 million in excess of \$5 million excess of \$45 million aggregate incurred excess losses ultimate net loss each loss occurrence                             |
| <u>Aggregate Property Catastrophe Excess</u>                         | 97.5% of \$30 million in excess of \$90 million aggregate subject ultimate net loss arising out of loss occurrence commencing during the term of the contract    |
| <u>Corporate Catastrophe (3 layers)<br/>Layers 1 &amp; 2</u>         | 60% of \$165 million excess \$35 million ultimate net loss per occurrence; limit \$330 million during the term of the contract (or during any runoff period).    |
| Layer 3  | 62.5% of \$300 million excess \$200 million ultimate net loss per occurrence; limit \$600 million during the term of the contract (or during any runoff period). |
| <u>Property Catastrophe Excess Stretch Reinstatable</u>              | 25% of \$465 million excess of \$35 million ultimate net loss per occurrence.  |
| <u>Property Catastrophe Excess Stretch Single Shot</u>               | 12.5% of \$465 million excess of \$35 million ultimate net loss per occurrence.  |

It is the Company's policy to obtain the appropriate collateral for its cessions to unauthorized reinsurers. The Company's controls relative to obtaining letters of credit and trust accounts to take

credit for cessions to unauthorized reinsurers were reviewed and were found to be appropriate and strong.

All significant ceded reinsurance agreements in effect as of the examination date were reviewed and found to contain the required clauses, including an insolvency clause meeting the requirements of Section 1308 of the New York Insurance Law.

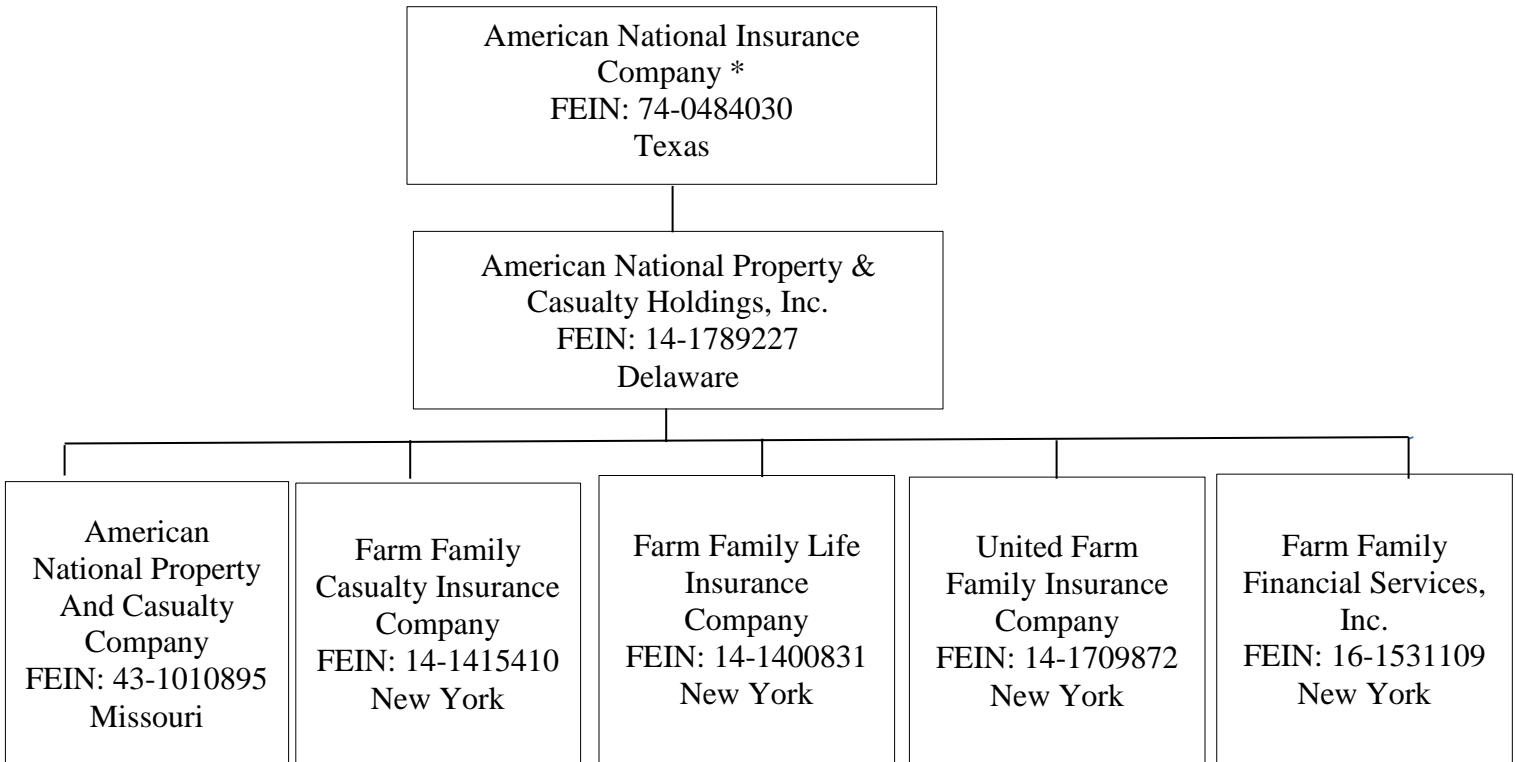
The examination review found that Schedule F data reported by the Company in its filed annual statement accurately reflected its reinsurance transactions. Additionally, management has represented that all material ceded reinsurance agreements transfer both underwriting and timing risk as set forth in SSAP No. 62R. Representations were supported by appropriate risk transfer analyses and an attestation from the Company's Chief Executive Officer and Chief Financial Officer pursuant to the NAIC Annual Statement Instructions. Additionally, examination review indicated that the Company was not a party to any finite reinsurance agreements. All ceded reinsurance agreements were accounted for utilizing reinsurance accounting as set forth in SSAP No. 62R.

D. Holding Company System

The Company is a wholly-owned subsidiary of ANPAC Holdings. All of the outstanding common stock of ANPAC Holdings is directly owned by American National Insurance Company ("ANICO"). The ultimate controlling persons of the Company are The Libbie S. Moody Trust, and The Moody foundation which owned 36.99 percent 22.79 percent, respectively of ANICO.

A review of the Holding Company Registration Statements filed with this Department indicated that such filings were complete and were filed in a timely manner pursuant to Article 15 of the New York Insurance Law and Department Regulation 52.

The following is an abridged chart of the holding company system at December 31, 2015:



\* The Libbie S. Moody Trust and The Moody foundation own 36.99% and 22.79%, respectively of ANICO.

As of December 31, 2015, the Company was party to the following agreements with other members of its holding company system:

Net Pooling Reinsurance Agreement

Refer to section 2.C. of this report for a description of the Net Pooling Reinsurance Agreement between the Company and Farm Family Casualty Insurance Company.

Service Agreement with Farm Family Casualty Insurance Company

Effective July 25, 1988, the Farm Family Mutual Insurance Company (predecessor in interest to the Farm Family Casualty Insurance Company) entered into a service agreement with the Company. The agreement provides that FFCIC will perform certain administrative and special services for the Company and allows the Company to make use of FFCIC's facilities. The Company reimburses FFCIC for all directly allocable expenses, reasonably and equitably determined to be attributable to the Company, plus a reasonable overhead charge determined periodically by the parties. The review of the allocation of expenses between the parties revealed that the charges are reasonable and in accordance with the requirements of Department Regulation No. 30.

This agreement predates April 6, 1999, the date Farm Family Life Insurance Company and UFFIC were acquired by Farm Family Holdings, Inc. and as such the agreement was not subject to the filing requirements of Section 1505 of the New York Insurance Law. The agreement was subsequently filed with this Department in July 2001 and was non-disapproved by the Department.

Amended and Restated Mortgage Loan and Real Estate Investment Services Agreement

The Company originally entered into this mortgage loan and real estate investment services agreement with FFCIC and ANICO effective June 1, 2001. Under the terms of the amended and restated agreement, effective March 11, 2010, ANICO agrees to solicit and underwrite proposed mortgage loans deemed by ANICO to be suitable mortgage loan investments for the Company and FFCIC and consistent with an Investment Plan approved by Company and FFCIC's Board of Directors.

The amended and restated agreement was filed with the Department pursuant to Section 1505(d) of the New York Insurance Law and was non-disapproved by the Department.

Amended and Restated Investment Advisory Agreement with ANICO

The Company and FFCIC entered into an investment advisory agreement with ANICO dated as of August 1, 2001. That agreement was amended and restated effective November 7, 2006, and March 11, 2010. Pursuant to the terms of the March 11, 2010 amended and restated agreement, ANICO shall act as the investment adviser and shall manage their investment portfolios in compliance with the laws and regulations of the State of New York. The agreement further states that the performance of services by ANICO as adviser pursuant to the agreement shall in no way impair the absolute control of the business and operations of FFCIC or UFFIC by their respective Boards of Directors.

This amended and restated agreement was filed with the Department pursuant to Section 1505(d) of the New York Insurance Law and was non-disapproved by the Department.

#### Tax Allocation Agreement

The Company participates in a tax payment allocation agreement with its ultimate parent, ANICO and American National Property and Casualty Holdings, Inc. for taxable years beginning January 1, 2008. This agreement provides that the tax charge or refund to the Company shall be the amount the Company would have paid or received if it had filed on a separate return basis with the Internal Revenue Service. The review of the agreement revealed that it is in substantial compliance with Department Circular Letter No. 33 (1979).

The agreement was filed with the Department pursuant to Section 1505(d) of the New York Insurance Law and was non-disapproved by the Department.

#### Renewal Note with American National Property & Casualty Holdings, Inc. (f/k/a Farm Family Holdings, Inc.)

Effective July 1, 2014, the Company entered into a renewal note with its immediate parent, note holder ANPAC Holdings for a \$5 million (principal amount), revolving line of credit.

The renewal note was filed with the Department pursuant to Section 1505(d) of the New York Insurance Law and was non-disapproved by the Department.

#### E. Significant Operating Ratios

The following ratios have been computed as of December 31, 2015, based upon the results of this examination:



|  |     |
|--|-----|
| Net premiums written to surplus as regards policyholders                               | 67% |
| Liabilities to liquid assets (cash and invested assets less investments in affiliates) | 61% |
| Premiums in course of collection to surplus as regards policyholders                   | 24% |

All of the above ratios fall within the benchmark ranges set forth in the Insurance Regulatory Information System of the National Association of Insurance Commissioners.

The underwriting ratios presented below are on an earned/incurred basis and encompass the four-year period covered by this examination:

|  | <u>Amounts</u>      | <u>Ratios</u>  |
|--|---------------------|----------------|
| Losses and loss adjustment expenses incurred | \$22,549,354        | 73.56%         |
| Other underwriting expenses incurred         | 9,165,797           | 29.90          |
| Net underwriting loss                        | <u>(1,060,153)</u>  | <u>(3.46)</u>  |
| Premiums earned                              | <u>\$30,654,998</u> | <u>100.00%</u> |

F. Accounts and Records

Compliance With Prior Report Recommendation: Timely update of bank account signatory cards

The review and test of the Company's corrective action to the prior report recommendation found that two individuals who resigned/retired in May 2015 were still listed as signors in September 2016.

Based on the foregoing, the examiner has determined that the signatory cards were not updated in a timely manner and therefore the Company did not comply with the above prior report recommendation.

It is recommended that the Company update in a timely manner all signatory cards for all of its bank accounts to reflect changes in authorization approved by the board of directors.

### 3. FINANCIAL STATEMENTS

#### A. Balance Sheet

The following shows the assets, liabilities and surplus as regards policyholders as of December 31, 2015 as reported by the Company:

| <u>Assets</u>   | <u>Assets</u>       | <u>Assets Not<br/>Admitted</u> | <u>Net Admitted<br/>Assets</u> |
|---|---------------------|--------------------------------|--------------------------------|
| Bonds   | \$ 9,814,793        | \$ 0                           | \$ 9,814,793                   |
| Cash, cash equivalents and short-term investments   | 3,305,446           |                                | 3,305,446                      |
| Investment income due and accrued   | 63,160              |                                | 63,160                         |
| Uncollected premiums and agents' balances in the<br>course of collection                    | 3,270,352           | 271,886                        | 2,998,466                      |
| Deferred premiums, agents' balances and installments<br>booked but deferred and not yet due | 13,781,770          | 52,741                         | 13,729,029                     |
| Amounts recoverable from reinsurers   | 2,304,824           |                                | 2,304,824                      |
| Current federal and foreign income taxes and<br>interest thereon                            | 180,235             | 180,235                        |                                |
| Net deferred tax asset  | 983,372             | 176,161                        | 807,211                        |
| Receivable from parent, subsidiaries, and affiliates  | 1,169,578           |                                | 1,169,578                      |
| Employee and agent balances   | 24,088              | 24,088                         |                                |
| Equities and deposits in pools and association  | <u>(2,696)</u>      | <u>0</u>                       | <u>(2,696)</u>                 |
| Total assets  | <u>\$34,894,922</u> | <u>\$705,111</u>               | <u>\$34,189,811</u>            |

Liabilities, surplus and other funds

|   | <u>Examination</u>      |
|---|-------------------------|
| <u>Liabilities</u>  |                         |
| Losses and Loss Adjustment Expenses                                   | \$ 9,712,856            |
| Reinsurance payable on paid losses and loss adjustment expenses       | 442,268                 |
| Commissions payable, contingent commissions and other similar charges | 85,947                  |
| Other expenses (excluding taxes, licenses and fees)                   | 100,770                 |
| Taxes, licenses and fees (excluding federal and foreign income taxes) | 79,533                  |
| Unearned premiums   | 4,045,347               |
| Advance premium   | 1,174,918               |
| Ceded reinsurance premiums payable (net of ceding commissions)        | 5,199,907               |
| Amounts withheld or retained by company for account of others         | 493,765                 |
| Remittances and items not allocated                                   | (5,978)                 |
| Payable to parent, subsidiaries and affiliates                        | 278,513                 |
| Uncashed check reserve  | <u>113,461</u>          |
| <br>Total liabilities   | <br>\$21,721,307        |
| <br><u>Surplus and other funds</u>                                    |                         |
| Common capital stock  | \$3,500,000             |
| Gross paid in and contributed surplus                                 | 4,700,000               |
| Unassigned funds (surplus)  | <u>4,268,504</u>        |
| <br>Surplus as regards policyholders                                  | <br><u>12,468,504</u>   |
| <br>Total liabilities, surplus and other funds                        | <br><u>\$34,189,811</u> |

Note: The Internal Revenue Service is currently auditing the Company's consolidated Federal Income Tax returns for tax years 2006 through tax year 2008. No material adjustment were made or proposed subsequent to the date of examination and arising from said audits, are reflected in the financial statements included in this report. The examiner is unaware of any potential exposure of the Company to any tax assessment and no liability has been established herein relative to such contingency.

B. Statement of Income

Net income for the four-year examination period, January 1, 2012 through December 31, 2015, as reported by the Company was \$1,238,498, detailed as follows:

Underwriting Income

|  |                  |                   |
|--|------------------|-------------------|
| Premiums earned                              |                  | \$30,654,998      |
| Deductions:                                  |                  |                   |
| Losses and loss adjustment expenses incurred | \$22,549,354     |                   |
| Other underwriting expenses incurred         | <u>9,165,797</u> |                   |
| Total underwriting deductions                |                  | <u>31,715,151</u> |
| Net underwriting gain or (loss)              |                  | \$(1,060,153)     |

Investment Income

|                               |                |           |
|-------------------------------|----------------|-----------|
| Net investment income earned  | \$1,744,897    |           |
| Net realized capital gain     | <u>374,425</u> |           |
| Net investment gain or (loss) |                | 2,119,322 |

Other Income

|   |                 |                    |
|---|-----------------|--------------------|
| Net gain or (loss) from agents' or premium balances charged off | \$(70,944)      |                    |
| Finance and service charges not included in premiums            | 205,921         |                    |
| Miscellaneous income  | <u>(18,643)</u> |                    |
| Total other income  |                 | <u>116,334</u>     |
| Net income before federal and foreign income taxes              |                 | \$1,175,503        |
| Federal and foreign income taxes incurred                       |                 | <u>(62,995)</u>    |
| Net income  |                 | <u>\$1,238,498</u> |

C. Capital and Surplus Accounts

Surplus as regards policyholders as reported by the Company increased \$4,600,126 during the four-year examination period January 1, 2012 through December 31, 2015, detailed as follows:

|  |                         |                          |                     |
|--|-------------------------|--------------------------|---------------------|
| Surplus as regards policyholders per report on examination as of December 31, 2011       |                         |                          | \$ 7,868,378        |
|  | <u>Gains in Surplus</u> | <u>Losses in Surplus</u> |                     |
| Net income   | \$1,238,498             |                          |                     |
| Net unrealized capital gains or (losses)   |                         |                          |                     |
| Change in net deferred income tax  |                         | \$247,394                |                     |
| Change in non-admitted assets  | 3,561,536               |                          |                     |
| Change in deferred tax on non-admitted items   | 75,994                  |                          |                     |
| Prior year adjustment - National Workers' Compensation Reinsurance Pool (NWCRP) reserves | <u>0</u>                | <u>28,508</u>            |                     |
| Net increase (decrease) in surplus   | <u>\$4,876,028</u>      | <u>\$275,902</u>         | <u>4,600,126</u>    |
| Surplus as regards policyholders per report on examination as of December 31, 2015       |                         |                          | <u>\$12,468,504</u> |

4. LOSSES AND LOSS ADJUSTMENT EXPENSES

The examination liability for the captioned items of \$9,712,856 is the same as reported by the Company as of December 31, 2015. The examination analysis of the Loss and loss adjustment expense reserves was conducted in accordance with generally accepted actuarial principles and statutory accounting principles, including the NAIC Accounting Practices & Procedures Manual, Statement of Statutory Accounting Principle No. 55 ("SSAP No. 55").

## 5. COMPLIANCE WITH PRIOR REPORT ON EXAMINATION

The prior report on examination contained two recommendations as follows (page numbers refer to the prior report):

| <u>ITEM</u>  | <u>PAGE NO.</u> |
|--|-----------------|
| <p>A. It was recommended that the Company include the above referenced language from Department Circular Letter No. 5 (1988) in all reinsurance contracts which make reference to a novation.</p> <p>The Company has complied with this recommendation.</p>                                  | 11              |
| <p>B. It was recommended that the Company update in a timely manner all signatory cards for all of its bank accounts to reflect changes in authorizations approved by the Board.</p> <p>The Company has not complied with this recommendation. A similar comment is made in this report.</p> | 16              |

## 6. SUMMARY OF COMMENTS AND RECOMMENDATIONS

| <u>ITEM</u>   | <u>PAGE NO.</u> |
|---|-----------------|
| <p>A. <u>Accounts and records</u><br/>It is again recommended that the Company update in a timely manner all signatory cards for all of its bank accounts to reflect changes in authorizations approved by the Board.</p> | 15              |

Respectfully submitted,

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Lamin Jammeh  
Senior Insurance Examiner

STATE OF NEW YORK     )  
  )ss:  
COUNTY OF NEW YORK    )

Lamin Jammeh, being duly sworn, deposes and says that the foregoing report, subscribed by him,  
is true to the best of his knowledge and belief.

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Lamin Jammeh

Subscribed and sworn to before me

this \_\_\_\_\_ day of \_\_\_\_\_, 2017.

APPOINTMENT NO. 31397

**NEW YORK STATE**

**DEPARTMENT OF FINANCIAL SERVICES**

I, Shirin Emami, 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:

**Lamin Jammeh**

as a proper person to examine the affairs of the

**United Farm Family Insurance Company**

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

**COMPANY**

with such other information as he shall deem requisite.

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

this 7th day of January, 2016

Shirin Emami  
Acting Superintendent of Financial Services



By:

*Eileen Fox*

Eileen Fox  
Assistant Chief Examiner