

For the Board Meeting of: 6/16/2022

Executive Summary

What a year this is turning out to be. Our direct premiums written year to date did increase from last year by just over 5% and we are now less than 1% below budget. After reinsurance our net earned premiums are up 2.0%. Year to date the same two areas with significant changes from last year are claims incurred and investment market values. The windstorm in May increased our net claims incurred at the end of May to over \$6.5 million from last month to \$10.7 million, compared to last year's \$3 million year to date. Investments did make a modest improvement in market value of \$181,500. After sales and investment income our year to date investment loss changed from \$3,703,501 last month to \$3,677,666 at the end of May. A small improvement but hopefully it is a sign that market value declines are slowing. The overall results year to date is an underwriting loss of \$3.3 million, investment loss of \$3.7 million and after the estimated tax provision; our net loss is \$5.3 million.

Update on my Department

As I writing this and looking back on the month I am having such mixed feelings, happy for April going for her dreams, yet feeling very nostalgic after working closely with her for 15 years. April was able to spend significant time with Andrea and Jenn on the more complex accounts receivable and payable functions, which is beneficial for the department moving forward.

During the month, Carolynn and I did interviews for April's replacement and we hired Greg Biersteker to start June 1st. You may have met Greg at the BBQ, he is a CPA, graduating in 2018 and most recently commuted from Cobourg to Kellogg's as a Financial Analyst.

In addition, Jenn is finishing her Small Business Certificate from Sir Sandford Fleming College and is enrolled in the Fundamentals of Accounting course through CIAA in June. This is the course that Warren and April took last year, only this year it is updated for IFRS 17, so it will be even more challenging. She is looking forward to gaining some more knowledge on accounting for insurance.

Update on Major Goal(s)

May was very busy, with training and mentoring staff, and this left very little time to spend on IFRS 17. I did have a meeting with BizExcel for an update on the new IFRS 17 financial statements in Cognition; and will continue working on this over the next couple of months.

Emerging or Future Issues

My priority over the next several months is to work with Greg and the rest of my team to learn and grow in their roles.

Financial Results

Year to date our premiums are up 5 % over last year and our net claims incurred are up 250%. The result is an underwriting loss year to date of \$3,369,903 and after our investment market value and tax adjustments, our net loss is \$5.2 million.

Respectfully Submitted,

Donna White

*Striving to provide you with peace of mind by protecting your
tomorrows today.*