



PAMIC

Pennsylvania Association of
Mutual Insurance Companies



20

24

**SPONSORSHIP
OPPORTUNITIES**

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PAMIC

Pennsylvania Association of
Mutual Insurance Companies

The Pennsylvania Association of Mutual Insurance Companies (PAMIC) is a trade association that has proudly represented the mutual insurance industry since 1907.

The membership comprises some of the most historic companies in the industry, along with new companies who are thriving under the same model. Today the member groups represent many property and casualty insurers licensed to do business in Pennsylvania. While PAMIC is based in Pennsylvania, its membership represents the majority of the Mid-Atlantic region. PAMIC companies hail from:

- Pennsylvania
- Ohio
- Michigan
- Maryland
- New Jersey
- New York
- West Virginia
- Virginia
- California
- Maine

PAMIC MEMBER DEMOGRAPHICS

125
MARKET MEMBERS

Beyond mutual companies, PAMIC represents over 130 market members who are crucial in upholding the value and operations of its member groups. Some examples of associates are: law firms, accounting firms, reinsurance companies, restoration companies and technology firms.

PAMIC consists of two primary membership types: insurer member and associate member. Listed below is the breakdown of groupings within those two types.

MEMBERSHIP COMPANY TYPES

MUTUAL INSURER
MEMBER

46

NATIONAL INSURANCE
TRADE ASSOCIATION

2

GENERAL
INSURER

3

AUDITING, FINANCE &
ACCOUNTING

19

LAW
FIRM

18

OTHER INSURANCE
SERVICES

10

CLAIMS ADJUSTING &
FORENSICS

16

REINSURER

12

INFORMATION
TECHNOLOGY

15

INDUSTRY
EXPERTS

20

122

UNIQUE
INSURERS

\$ 29

BILLION IN NATIONAL
ANNUAL PREMIUM

\$ 4.6

BILLION IN PA
ANNUAL PREMIUM



SPONSORSHIP EXPOSURE/BENEFITS

What can PAMIC sponsorship do for your company?

EXPOSURE

- Put your company front and center, boosting credibility and giving your business authority over competitors
- Create a positive perception about your brand by supporting events that customers care about
- Promote your company in front of your target audience at specific industry-related seminars
- Grant your company brand awareness and media exposure
- Differentiate yourself from competitors by tying yourself to something positive in client's minds
- Improve your company's reputation for success and refinement

ENGAGEMENT

- Reconnect with clients in the industry
- Engage with a direct audience to maintain strong business relations
- Increase your reach to new clients, customers, and businesses, some of which you may not have even been aware
- Deliver great ROI by keeping sponsorship costs low compared to similar industry-related organizations
- Generate strong leads by drawing in interested clients

EVENT SPONSORSHIP OPPORTUNITIES

Annual Sponsorships (Platinum and Signature)

Platinum Sponsorships (All Events Package)

The Platinum program is an all-inclusive option for companies that desire to be promoted continuously year-round. This option allows for a one-time payment to sponsor PAMIC's entire calendar of events at a 20% discount off the base price. In addition, Platinum sponsors are promoted in areas where other sponsor levels are not, including the PAMIC website, email announcements, and more.

Signature Sponsorships (3+ Events Package)

The Signature program was designed for companies that would like to sponsor three or more annual events throughout the year. This package features a similar but upgraded list of benefits from the single events sponsorship and a 10% discounted price from the single events option. The Signature program allows companies a flexible way to plan their marketing strategies by allowing them to choose which events to sponsor ahead of time.

Program Sponsorships (Individual Event)

Interested companies can sponsor any annual PAMIC event (not including Convention). This is a one-time event sponsorship with a list of benefits and works well for associate companies such as law firms, financial advisors, and others that operate in a specific field of the Mutual insurance industry. This option allows for a one time payment, and registration for the event sponsorship within a 6-8 week time frame prior to the event.

2023 EVENT LISTING

Mutual Insurance Day

(May—tentative)

*Approximate attendance —
60–70 people*

Mutual Insurance Day gives members the opportunity to learn about how the current elections may impact the industry, find out about PAMIC's legislative and regulatory agenda, meet their legislators, acknowledge PAMIC's "Legislator of the Year," and network with current PAMIC members. The day ends with our traditional ice cream social in the Capitol Building.

Annual Spring Conference

(March)

*Approximate attendance —
100–120 people*

Annual Spring Conference is hosted in March to kick off PAMIC's annual events. Annual Spring Conference provides half a day of education on a wide variety of topics that are of interest to many insurance professionals in any area of the industry.

Claims Summit

(April)

*Approximate attendance —
300–350 people*

Each year PAMIC hosts the annual Claims Summit, which draws over 300 insurance professionals and 40 exhibiting companies including law firms, claims adjusters, forensic engineers and other related businesses. Offering a day and a half of education, an average of 9 CLE credits, and plenty of networking time, this is the Mid-Atlantic region's premiere claims related event.

Small Company Roundtables

(May)

*Approximate attendance —
25–30 people (members only)*

Conveniently located for our small company members in Eastern and Western Pennsylvania, this meeting is hosted in a roundtable structure and focuses on pertinent issues for insurance companies operating on a smaller scale.

Leadership Symposium

(June)

*Approximate attendance —
60–70 people*

This summertime event is geared toward education for C-Suite executives and board members of mutual insurance companies. Sessions focus on strategic planning, corporate governance, succession planning, and more.

Mid Atlantic Mutual Advantage Convention

(August)

*Approximate attendance —
300–350 people*

The annual convention is the most anticipated event of the year. Hosted in various locations around the Mid-Atlantic region, convention attendance reaches up to 400 attendees and provides a variety of education, guest, and programs. There are also numerous sponsorship and exhibitor opportunities available for this event.

Financial Management Seminar

(October)

*Approximate attendance —
80–90 people*

The Financial Management Seminar is an annual, single-day seminar that focuses on the pertinent financial topics of the industry such as insurance accounting, audits and basics of actuarial work, guidance on investments, and more.

Fall Conference

(November)

*Approximate attendance —
120 people*

The Fall Conference is geared towards those in the Insurance Technology and Underwriting & Loss Prevention. Attendees can expect combined general sessions, as well as break-out sessions dedicated to each topic. Attendees of our previous annual IT Seminars and annual Underwriting Seminars will find this to be valuable and the perfect improvement on our previous events!

PLATINUM SPONSORS



Member of the FM Global Group



SIGNATURE SPONSORS



OTHER SPONSORS

AAN, Inc.
 Andracki, Sysak & Artman, PC
 Berkley Re Solutions
 BriteCore
 Brown Schultz Sheridan & Fritz
 Buffamante Whipple
 Buttafaro, P.C.
 Capital Dynamics
 DiBella Weinheimer
 Donegal Insurance Company
 e2Value, Inc.
 ePay Policy
 EPOQ
 Federal Home Loan Bank
 of Pittsburgh
 Gaul & Associates, P.C.
 General Re Corp.
 Global X

Goodville Mutual
 Guy Carpenter
 Holborn Corporation
 HSB
 Ivera Group Forensic Consulting
 Janney Montgomery Scott LLC
 Litz Mutual Insurance Company
 Longacre Appraisal & Adjustment
 Services, Inc.
 Margolis Edelstein
 Millers Mutual Group
 MSO, Inc.
 Mutual Benefit Group
 Mutual Boiler Re, Member of
 the FM Global Group
 Mutual Capital Analytics
 Nous Infosystems
 OptimaSIU

Opus Investment Management
 Parkway Advisors
 Penn National Insurance
 Roanoke Valley Claims Services
 Segmiller & Associates, PC
 Service 1st Restoration/Advanced DRI
 Shelter Reinsurance Company
 Spartan Recoveries, LLC
 Stradley Ronan Stevens & Young, LLP
 The Philadelphia Contributionship
 Travelers Boiler Re (Travelers
 Insurance Company)
 Tuscarora Wayne Insurance Company
 ValueMomentum
 Wayman Irvin & McAuley, LLC
 Windsor-Mount Joy Mutual
 Insurance Company
 Wouch, Maloney & Co. LLP

ANNUAL EVENT SPONSORSHIP LEVEL PRICING

PLATINUM

\$ 8,000

Includes all events listed below.

BEST VALUE!

2024 PAMIC EVENTS

PLATINUM

SIGNATURE

PROGRAM

MUTUAL INSURANCE
DAY

\$ 800

\$ 900

\$1000

ANNUAL SPRING
CONFERENCE

\$ 800

\$ 900

\$1000

CLAIMS SUMMIT

\$ 880

\$ 990

\$1100

LEADERSHIP
SYMPOSIUM

\$ 880

\$ 990

\$ 1100

FINANCIAL MANAGEMENT
SEMINAR

\$ 800

\$ 900

\$1000

FALL CONFERENCE

\$ 640

\$ 800

\$1000

SPECIAL EVENTS

\$ 800

\$ 720

\$ 800

WEBINAR PARTNERED
PROGRAMS

\$1760

\$1980

\$2200

INSURANCE TRENDS
WEBINAR

\$ 640

\$ 720

\$ 800

\$ 8000

\$ 9000

\$10000

BEST VALUE

PLATINUM - PURCHASE ALL - 20% DISCOUNT

SIGNATURE - PURCHASE THREE OR MORE - 10% DISCOUNT

ANNUAL EVENT SPONSORSHIP BENEFITS

SPONSORSHIP BENEFITS	PLATINUM (ALL EVENTS)	SIGNATURE (3 OR MORE EVENTS)	PROGRAM (SINGLE EVENT)
PRE-EVENT RECOGNITION			
EXCLUSIVE ACCESS TO SMALL COMPANY COMMITTEE MEETINGS	●		
AUTOMATIC COMMITTEE MEMBERSHIP *MEMBERS ONLY	●		
LOGO DISPLAYED ON DIGITAL CONTENT AND EVENT MARKETING MATERIALS	●	●	●
EARLY ACCESS TO REGISTRATION LIST	●	●	●
SOCIAL MEDIA SPOTLIGHTS	●	●	●
ONSITE RECOGNITION			
COMPLIMENTARY REGISTRATION	●		
LOGO DISPLAYED PROMINENTLY AT CHOSEN EVENTS	●	●	●
NAME TAG RECOGNITION	●	●	●
SEMINAR LIVE STREAMING RECOGNITION	●	●	●
CONTINUOUS BENEFITS			
DIGITAL SPONSOR PROFILE ON PAMIC WEBSITE	●		
ANNUAL MEETING RECOGNITION	●		
LOGO DISPLAYED PROMINENTLY ON PAMIC WEBSITE	●		
WEBINAR RECOGNITION	●		
TARGETED ADVERTISING (\$1000 VALUE)	●		
SPONSORSHIP HIGHLIGHT IN THE PULSE, PAMIC 360 AND THE POST PUBLICATIONS	●	●	
ANNUAL SPONSOR SOCIAL MEDIA HIGHLIGHT	●	●	

CONVENTION SPONSORSHIP LEVELS

All sponsors receive the benefits listed in the **SILVER** level

DIAMOND

Choose one:

- Chairman's Dinner, Wine, and Entertainment
- Welcome Reception
- Keynote Speaker
- Convention Audio/Visual & WiFi
- Pre-Convention CEO Roundtable

\$10,000

SAPPHIRE

Choose one:

- Golf Outing & Farwell Reception
- Hotel Key Cards
- Chairman's Reception (Diamonds & Champagne)
- Programs
- Annual Meeting Luncheon

\$8,000

EMERALD

Choose one:

- Breakfasts & Refreshment Breaks
- Convention Attendee bags
- Convention Lanyards
- Late Night S'mores
- Sunday evening PAC Reception

\$6,000

GOLD

- Young Professional's Mix
- Guest/Spouse Program
- Convention Pins
- Past Chairperson's Breakfast
- Pool Cabana

\$4,000

SILVER

- Receive nametag recognition
- Receive recognition on general sponsorship signage
- Receive preliminary attendee list updates
- Receive recognition in the Convention program
- Able to contribute marketing items and materials for the convention bags

\$2,000

BRONZE

- Receive all recognition as the silver sponsors, but no opportunity to contribute items to attendee bags

\$1,000



Mutual Boiler Re is thankful of its ongoing partnership with PAMIC. PAMIC provides an excellent opportunity for networking and offers valuable educational resources. We are so appreciative of their commitment to the mutual insurance industry in the Pennsylvania region.

Mike Devlin, Mutual Boiler Re

Mutual Boiler Re®

Member of the FM Global Group



PAMIC

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4999 LOUISE DRIVE
SUITE 304
MECHANICSBURG, PA 17055
www.pamic.org