



PAMIC

Pennsylvania Association of
Mutual Insurance Companies



20

23

**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

130
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 47	RESTORATION SERVICES 3
GENERAL INSURER 3	AUDITING, FINANCE & ACCOUNTING 20
LAW FIRM 26	OTHER INSURANCE SERVICES 27
CLAIMS ADJUSTING & FORENSICS 21	REINSURER 12
INFORMATION TECHNOLOGY 21	REINSURANCE INTERMEDIARY 6
2 NATIONAL INSURANCE COMPANY TRADE ASSOCIATION	

122

UNIQUE INSURERS

\$26.4

BILLION IN NATIONAL ANNUAL PREMIUM

\$4.3

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

(February — 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.

Executive & Board Roundtable

(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.

116th Annual 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 children's programs. There are also numerous sponsorship and exhibitor opportunities available for this event.

Financial Management Seminar (September)

*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.

Insurance Technology Trends Seminar

(October)

*Approximate attendance —
60–70 people*

The IT Trends Seminar is an annual, single-day seminar that focuses on the emerging issues and trends in insurance technology, including customer service, artificial intelligence, catastrophe response, and more.

Underwriting & Loss Prevention Seminar

(November)

*Approximate attendance —
90–100 people*

The Underwriting & Loss Prevention Seminar is an annual, single-day seminar that focuses on tools available in underwriting, rates and form filing, pricing, and more.

PLATINUM SPONSORS



Member of the FM Global Group



SIGNATURE SPONSORS



OTHER SPONSORS

American Association of Insurance Services
 Andracki, Sysak & Artman, P.C.
 Aon
 Augusta Mutual
 Barry Isett & Associates
 Boenning & Scattergood Inc.
 BriteCore
 Buffamante Whipple Buttafaro, P.C.
 ConnorsOdell LLC
 Crawford & Company
 e2Value, Inc.
 Enquiron
 EPOQ
 Farmers Mutual Fire Insurance Company/McCandless Twp.
 Farmers Mutual Hail Insurance Company of Iowa
 FCNA DOVE

Federal Home Loan Bank of Pittsburgh
 Gaul & Associates, P.C.
 Gittings Investigations
 Grinnell RE
 Guidewire Software, Inc.
 Harford Mutual Insurance Company
 Holborn Corporation
 Huggins Actuarial Services, Inc.
 J.S. Held
 Lititz Mutual Insurance Company
 Macquarie Asset Management
 Margolis Edelstein
 MSO, Inc.
 Mutual Benefit Group
 Mutual Capital Analytics
 Mutual Expert
 Mutual Inspection Bureau, Inc.
 OptimaSIU

Opus Investment Management
 Origami Risk
 Parkway Advisors
 Penn National Insurance Company
 Roanoke Valley Claims Service
 Shelter Reinsurance Company
 SimpleSolve, Ltd
 Spartan Recoveries LLC
 Stradley Ronon Stevens & Young, LLP
 The Philadelphia Contributionship
 Town & Country Computer Services, LLC
 Travelers Boiler Re (Travelers Insurance Company)
 ValueMomentum
 Wayman Irvin & McAuley, LLC
 Windsor Mt. Joy
 Wouch, Maloney & Co. LLP

ANNUAL EVENT SPONSORSHIP LEVEL PRICING

PLATINUM \$7520

Includes all events listed below.

BEST VALUE!

2022 PAMIC EVENTS	PLATINUM	SIGNATURE	PROGRAM
MUTUAL INSURANCE DAY	\$760	\$855	\$950
ANNUAL SPRING CONFERENCE	\$760	\$855	\$950
CLAIMS SUMMIT	\$840	\$945	\$1050
EXECUTIVE AND BOARD ROUNDTABLE	\$840	\$945	\$1050
FINANCIAL MANAGEMENT SEMINAR	\$760	\$855	\$950
INSURANCE TECHNOLOGY TRENDS SEMINAR	\$600	\$675	\$750
UNDERWRITING AND LOSS PREVENTION SEMINAR	\$760	\$855	\$950
SPECIAL EVENTS	\$600	\$675	\$750
WEBINARS AND PARTNERED PROGRAMS	\$1600	\$1800	\$2000
	\$7520	\$8460	\$9400

BEST VALUE



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
- Monday's Keynote Speaker
- Tuesday's Keynote Speaker
- Convention Audio/Visual & Wi-fi

\$10,000

SAPPHIRE

Choose one:

- Tuesday Golf Outing and Closing Reception
- Hotel Key Cards
- Chairman's Reception (Diamond & Champagne)

\$8,000

EMERALD

Choose one:

- Breakfasts & Refreshment Breaks
- Convention Attendee bags
- Convention Lanyards
- Annual Meeting Luncheon
- Sunday evening PAC Reception

\$6,000

GOLD

- Children's program
- Spouse Program
- Convention Pins
- Convention Programs
- Past Chairperson's Breakfast

\$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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