



PAMIC

Pennsylvania Association of
Mutual Insurance Companies



2020

2020

SPONSORSHIP
PACKET

TABLE OF CONTENTS

1	Description of PAMIC
2	PAMIC Member Demographics
3	Sponsorship Exposure/Benefits
4	Event Listing
6	Event Sponsorship Opportunities: Single & Annual
8	Annual Event Sponsorship Benefits
9	Annual Event Sponsorship Level Pricing
10	113th Convention Description
11	Testimonials from the 112th Convention
12	Convention Sponsorship Opportunities
13	Association Descriptions <ul style="list-style-type: none">• PAMIC• MAMIC• WVAIC• VAMIC



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:

- Ohio
- Michigan
- Maryland
- New Jersey
- New York
- West Virginia
- Virginia

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.

109

UNIQUE INSURERS

\$34

BILLION IN SURPLUS

\$66

BILLION IN NATIONAL ANNUAL PREMIUM

\$4

BILLION IN PA ANNUAL PREMIUM

\$140

BILLION IN PA ANNUAL TAXES PAID

\$570

MILLION IN COMMISSIONS PAID

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 48	RESTORATION SERVICES 2
GENERAL INSURER 4	AUDITING, FINANCE & ACCOUNTING 17
LAW FIRM 23	OTHER INSURANCE SERVICES 18
CLAIMS ADJUSTING & FORENSICS 10	REINSURER 12
INFORMATION TECHNOLOGY 12	REINSURANCE INTERMEDIARY 5
NATIONAL INSURANCE COMPANY TRADE ASSOCIATION 2	



SPONSORSHIP EXPOSURE/BENEFITS

What can PAMIC sponsorship do for your company?

At any level, sponsoring PAMIC can:

- Generate strong leads by drawing in interested clients
- Put your company front and center, boosting credibility and giving your business authority over competitors
- Promote your company in front of your target audience at a specific industry-related educational seminar (i.e. Claims, Underwriting, Financial Management)
- Grant your company brand awareness and media exposure via LinkedIn, Facebook, Twitter, and more
- Increase your reach to new clients, customers, and businesses, some of which you may not have even been aware
- Reconnect with clients and engage with an audience to maintain strong business relations
- Deliver great ROI by keeping sponsorship costs low compared to similar industry-related organizations, but promoting to a more direct audience

2020 EVENT LISTING

Mutual Insurance Day

(February 3 — *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.

Meet the Mutuals Day & Annual Spring Conference

(March 4–5)

Approximate Attendance — 100–120 people

Meet the Mutuals Day and Annual Spring Conference are hosted in conjunction to kick off PAMIC's annual events. Partnered with the Insurance Agents & Brokers, PAMIC hosts Meet the Mutuals Day to provide member companies the opportunity to meet independent agents looking for appointments in Pennsylvania. The following day, 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 7-8)

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.

Eastern & Western Small Company Meetings

(April)

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 10-11)

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 9-11)

Approximate attendance — 350–400 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 childrens 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.



“Our years of involvement with PAMIC have helped our insurance industry specialists develop strategic relationships with insurance companies across Pennsylvania, as well as with the PAMIC team.”

— Baker Tilly,
3-year platinum sponsor

EVENT SPONSORSHIP OPPORTUNITIES

SINGLE EVENT SPONSORSHIPS

Interested companies can sponsor any annual PAMIC event (not including Convention) at the Gold, Silver, or Bronze level. 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.

ANNUAL EVENT SPONSORSHIPS (Platinum & Flex)

Flex Sponsorship (3+ Event Package)

The Flex program was designed for companies that would like to sponsor three or more annual events throughout the year. Also available at the Gold, Silver, or Bronze level, this package features a similar but upgraded list of benefits from the single event sponsorship and a 10% discounted price from the single event option. The Flex program allows companies a flexible way to plan their marketing strategy by allowing them to choose which events to sponsor ahead of time.

Platinum Sponsorship

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 each year at a 20% discount off the Gold level base price. In addition, Platinum sponsors are promoted in areas where other sponsor levels are not, including the PAMIC Pulse, website, email announcements, and more.

2019 SPONSOR LISTING

PLATINUM SPONSORS

Baker Tilly

Donegal Insurance Group

Gen Re

Guy Carpenter

Marcum

Munich Re/Hartford Steam Boiler

Mutual Boiler Re

Pennsylvania Lumbermens Mutual
Insurance Company

Swiss Re

Willis Re

FLEX GOLD SPONSORS

Brown Schultz Sheridan & Fritz

Berkley Re Solutions

ValueMomentum

Mazars USA LLP

Stradley Ronon Stevens & Young, LLP

FLEX SILVER SPONSORS

Farmers Mutual Fire Insurance Company/McCandless Twp.

FLEX BRONZE SPONSORS

Tuscarora Wayne Group of Companies

Westmont Associates

Opus Investment Management

INDIVIDUAL EVENT SPONSORS

American Express Company
Andracki, Sysak & Artman, P.C.
AON Benfield, Inc.
Augusta Mutual Insurance
Company
Barker Claims Services
BELFOR Property Restoration
BMS Intermediaries
Boening & Scattergood, Inc.
BriteCore
Brown Schultz Sheridan & Fritz
Buffamante Whipple Buttafaro,
P.C.
Capstone ISG, Inc.
Carey & Grossi
Certified Restoration Drycleaning
Network
ConnorsO'Dell LLC
Cornerstone Advisors Asset
Management, LLC
Crawford & Company
Cumberland Mutual Fire
Insurance Company

D.L. Dravis & Associates
DiBella, Geer, McAllister & Best
P.C.
e2Value, Inc.
EDT Engineers
Encova Mutual Insurance Group
Farmers Fire Insurance Company
Farmers Mutual Hail Insurance
Co. of Iowa
Fioravanti Construction Services
Garvin-Allen Solutions Limited
Grace & Kennedy, PC
Grinnel Mutual Reinsurance
Company
Guidewire Software, Inc.
Harford Mutual Insurance
Company
Holborn Corporation
Houston Harbaugh, P.C.
Insurance Data Processing, Inc.
Insuresoft
JLT Re

Law Office of George J. Grochala,
Esq.
Lititz Mutual Insurance Company
Longacre Appraisal & Adjustment
Services, Inc.
Madison Consulting Group, Inc.
Maiden Re
Margolis Edelstein
Mark Irwin Associates, Inc.
Mason Claims
Merlinos & Associates, Inc.
Meyer, Darragh, Buckler,
Bebenek & Eck, PLLC
Millers Mutual Group
Moreira & Moreira, P.C.
MSO, Inc.
Mutual Benefit Group
New England Asset Management
Optima Investigations
Pa Defense Institutue
Penn National Insurance
Pennsylvania Trust

RGA Claims Management, Inc.
Roanoke Valley Claims Service
ServiceMaster Fire & Water Clean
Up Services
Shelter Reinsurance Company
Swiss Re
The Federal Home Loan Bank of
Pittsburgh
The Philadelphia
Contributionship
Thomas Thomas & Hafer
Transatlantic Reinsurance
Company
Travelers Boiler Re (Travelers
Insurance Company)
ViP Insurance Housing Options,
Inc.
Wayman Irvin & McAuley, LLC
Windsor Mount Joy Mutual
Insurance Company
Work At Home Vintage Experts
Zimmer Kunz, PLLC

ANNUAL EVENT SPONSORSHIP BENEFITS

	PLATINUM	GOLD	SILVER	BRONZE
PRE-EVENT RECOGNITION				
Exclusive access to small company committee	•			
Prominent logo display on event marketing materials (emails, sendouts, etc.)	•	•	•	•
Prominent logo displayed on all event digital content (web page)	•	•	•	•
Access to registrations list	•	•	•	•
Social media spotlight	•	•	•	•
ONSITE RECOGNITION				
Logo displayed on event signage	•			
Logo on event agenda	•	•	•	•
Name tag recognition	•	•	•	•
Two complimentary registrations for all PAMIC events	•			
One complimentary registration for all PAMIC events		•	•	•
CONTINUOUS BENEFITS				
Digital sponsor profile on PAMIC website	•			
Company social media spotlight	•			
Sponsorship highlighted in the <i>Pulse</i> publication (quarterly magazine)	•			
Discount on total price of sponsorship	•			
PAMIC webinar recognition	•			
Logo prominent on PAMIC website	•			
Logo displayed on PAMIC sponsorship page	•	•	•	•
Sponsorship highlighted in the <i>PAMIC 360</i> publication (bi-weekly e-publication)	•	•	•	•
Chairman recognition at annual meeting	•	•	•	•
Annual report recognition at convention	•	•	•	•

Flex sponsorships are 3 or more events packaged together for a list of unique sponsorship benefits and a 10% discount off the Gold, Silver, or Bronze level pricing.

ANNUAL EVENT SPONSORSHIP LEVEL PRICING

PLATINUM

\$6640

Includes all events listed below.

Best Value!

2020 PAMIC EVENTS	PLATINUM	GOLD Gold Flex 10% Discount	SILVER Silver Flex 10% Discount	BRONZE Bronze Flex 10% Discount
Mutual Insurance Day	\$720	n/a	n/a	n/a
Meet the Mutuals Day	\$560	n/a	n/a	n/a
Annual Spring Conference	\$720	\$900	\$700	\$500
Claims Summit	\$800	\$1,000	\$800	\$600
Executive Roundtable	\$800	\$1,000	\$800	\$600
Financial Management	\$720	\$900	\$700	\$500
IT Seminar	\$560	\$700	\$500	\$300
Underwriting Loss & Prevention	\$720	\$900	\$700	\$500
Special Events (2)	\$560	n/a	n/a	n/a
Webinars (6)	\$480	n/a	n/a	n/a
	\$6640	\$5400	\$4200	\$3000

Flex sponsorships are at Bronze, Silver and Gold levels after three or more events are chosen. Each Flex Sponsorship receives a 10% discount from the original event prices.

113th CONVENTION

The state insurance trade associations of
Pennsylvania, Maryland, Virginia, and West Virginia
invite you to attend the



to be hosted at the luxurious and historic
Greenbrier Resort in White Sulphur Springs, West Virginia
on August 9–11, 2020.

Situated on 11,000 acres of land in the Allegheny Mountains, this Historic National Landmark and world-class resort has been welcoming U.S. Presidents, celebrities, and business leaders since 1778.

Although the natural mineral springs are what originally drew the firsts guests to the resort, the Greenbrier now boasts a casino, 20 restaurants and lounges, 55 indoor/outdoor activities, 5 golf courses, an array of spa services, 710 guest rooms, and much more.

The Mid-Atlantic Mutual Advantage Convention in 2020 will feature:

Group activity opportunities on Saturday, August 8th.

Welcome Reception in the resort's historic declassified congressional bunker

A guest program: Culinary Demonstration and Tasting in the Vineyard Lounge

FMDC Credits

Golf Outing and Farewell Reception

An expanded and exciting list of sponsorship opportunities
to award your company advertising and promotion

And much more!

112th CONVENTION TESTIMONIALS

“I enjoyed myself while being informed. It was a great experience. I am looking forward to attending more events now that I got my feet wet. Everyone was very friendly and not pushy.”

“Seminars were informative and dinner entertainment was fantastic!”

“The sessions were very educational and we had to think outside the box.”

“All topics were relevant and important to me and our board members that attended.”

“Thanks to the PAMIC staff for coordinating another successful Convention!”

CONVENTION SPONSORSHIP LEVELS

All sponsors receive the benefits listed in the GOLD level

(with exception of SILVER — see note below)

<p style="text-align: center;">DIAMOND</p> <p>Choose one:</p> <ul style="list-style-type: none"> • Chairman’s Dinner, Wine, and Entertainment • Welcome Reception in Greenbrier’s Bunker Hall (and specialty bar) • Monday’s Keynote Speaker • Tuesday’s Keynote Speaker • Convention Audio/Visual & Wi-fi <p style="text-align: center;">\$10,000</p>	<p style="text-align: center;">SAPPHIRE</p> <p>Choose one:</p> <ul style="list-style-type: none"> • Tuesday Golf Outing and Closing Reception • Hotel Key Cards • Saturday & Sunday Afternoon Activities (Gun Club, Horseback Riding, Segway Tours, Spa Packages, Golf lessons) — will coordinate options with Andrea • Chairman’s Reception (Diamond & Champagne) • Convention mobile App <p style="text-align: center;">\$8,000</p>	<p style="text-align: center;">EMERALD</p> <p>Choose one:</p> <ul style="list-style-type: none"> • Breakfasts & Refreshment Breaks • Convention Attendee bags • Convention Lanyards • Annual Meeting Luncheon • Sunday evening PAC Reception <p style="text-align: center;">\$6,000</p>
<p style="text-align: center;">PLATINUM</p> <p>Choose one:</p> <ul style="list-style-type: none"> • Children’s program • Spouse Program — Culinary Demonstration & Tasting in the Vineyard Lounge • Convention Pins • Convention Programs • Past Chairperson’s Breakfast • Infinity Poolside Cabanas <p style="text-align: center;">\$4,000</p>	<p style="text-align: center;">GOLD</p> <ul style="list-style-type: none"> • 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 <p style="text-align: center;">\$2,000</p>	<p style="text-align: center;">SILVER</p> <ul style="list-style-type: none"> • Receive all recognition as Gold sponsors, but no opportunity to contribute items to attendee bags <p style="text-align: center;">\$1,000</p>

ADVERTISING OPPORTUNITIES (AGENDA)

1/4 Page Ad **\$200** • 1/2 Page Ad **\$400** • Full Page Ad **\$500**

ASSOCIATION DESCRIPTIONS



Pennsylvania Association of Mutual Insurance Companies

<https://www.pamic.org>

The Pennsylvania Association of Mutual Insurance Companies (PAMIC) is a trade association that has proudly represented the Mutual Insurance Industry since 1907. Our membership comprises some of the most historic companies in the industry, along with new companies who are thriving under the same model. Today our member groups represent many property and casualty insurers licensed to do business in Pennsylvania. While we are based in Pennsylvania, PAMIC membership represents the majority of the Mid-Atlantic region. Our companies hail from: Ohio, Michigan, Maryland, New Jersey, New York, West Virginia and Virginia.



Maryland Association of Mutual Insurance Companies

<https://www.marylandmutuals.org/>

The Maryland Association of Mutual Insurance Companies (MAMIC) is an education and trade advocacy trade association and is comprised of mutual insurance companies that write insurance business in the State of Maryland. The mission of MAMIC is multifaceted, but generally is to promote and protect the principles of mutuality and cooperation upon which the member companies are founded and to do any and all things that may be of service and benefit to mutual insurance generally, including the policyholders they serve.



West Virginia Association of Mutual Insurance Companies

<https://wvaic.org/>

Organized in 1915, the purpose of the Association is to protect, foster, and advance the insurance industry in West Virginia, and to promote the well-being and education of the members. In 1934, at the request of the WV Insurance Commissioner, our Legislative Committee played a major role in helping to develop Insurance Code within the State. We continue to serve in this capacity when called upon.



Virginia Association of Mutual Insurance Companies

<https://www.vamic.org/>

The Virginia Association of Mutual Insurance Companies (VAMIC) is an education and advocacy trade association comprised of mutual insurance companies domiciled in the Commonwealth of Virginia. The member companies specialize in property and casualty insurance. The VAMIC membership also includes associate members, such as reinsurers, claims & inspection professionals, research and information technology companies. The associate members provide valuable support to the association and the insurance industry.



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