

## **2020 ANNUAL GENERAL MEETING**

The 2020 Annual General Meeting was called to order on March 25, 2021 at 1:30 p.m. and held virtually via Zoom.

### **CHAIRMAN'S REPORT**

Board Chair Ross Smith called the meeting to order and welcomed those participating via electronic link to the 145<sup>th</sup> annual meeting of the Company. Ross noted that this was the first time in the Company's history that a virtual Annual Meeting has been held. Ross called upon Corporate Secretary, Deb Van Eyk, to confirm a quorum for this meeting. Deb confirmed that notice of the meeting was given in accordance with the By-laws of the Corporation and that 58 members had established a communications link to the meeting. Quorum having been met, Ross Smith declared that the meeting was duly constituted.

### **APPROVAL OF THE AGENDA**

Motion to approve the agenda as presented for this meeting was made by Sharon Plunkett, seconded by Ron White.

Motion Carried

### **WAIVE READING AND APPROVAL OF PRIOR YEAR MEETING MINUTES**

Copies of the Minutes from the 2019 Annual General Meeting were posted on the company's website. It was moved by Blair Williamson, seconded by Shawn Grogan that the reading of those minutes be dispensed with and that the Minutes be approved.

Motion Carried

## **FINANCIAL REPORT**

Jim DeJeu, Chief Financial Officer, presented the financial statements as at December 31, 2020. Gross premiums written increased to \$27.7 million, representing growth in excess of 10%. Reinsurance premiums of \$3.8 million increased by \$355,000. Direct losses incurred amounted to \$14.8 million, an increase of 3% over the prior year. Acquisition expenses totaled \$4.4 million, while operating and administrative expenses were \$3.2 million. The Company's claims ratio was 65.7%. The combined ratio for the year was 99%. 2020 generated an underwriting profit of \$219,000. Investment income was \$2.5 million, with an average yield of 4.5%. After investment income and taxes, the Net Comprehensive Income for the year totaled \$2 million.

Assets totaled \$80 million, representing an increase of \$7 million. Liabilities were \$39.4 million, an increase of 14% over the prior year. The surplus of the company has grown by 5.3% to \$40.6 million.

## **AUDITOR'S REMARKS**

Jeff Sawyer of BDO Canada LLP explained that the financial statements are the responsibility of the Board of Directors and Management. The task of the auditors is to express an opinion. The audit did not disclose anything significant and they are providing an unqualified opinion. The financial statements are a fair representation of the Company's position as at December 31, 2020.

## **MOTION TO ADOPT FINANCIAL STATEMENT**

It was moved by Harry Van Wieren, seconded by John Couwenberg that the Financial Statements for the year ended December 31, 2020 be adopted as presented.

Motion Carried

## **MOTION TO APPOINT AUDITORS FOR 2021**

It was moved by Melissa Bosch, seconded by Deb Parker that BDO Canada LLP be appointed as Company auditors for 2021.

Motion Carried

## **PRESIDENT'S REPORT**

Deb Van Eyk welcomed guests to the 145th Annual Meeting and she thanked Jennifer Ross from the Ontario Co-operatives Association for running the Zoom platform for today's virtual meeting. The Critical Health Index of the corporation was highlighted as similar to "vital signs" for a policyholder's understanding of key performance indicators:

- a) We increased our policies in force count.
- b) We achieved an underwriting profit.
- c) Net income for the year was just over \$2 million.
- d) We added to our surplus which now sits at \$40.6 million.

Deb spoke of the resiliency of the Lambton Mutual team during the pandemic. We looked after one another, but more importantly, we looked after the needs of our policyholders. The team transitioned to work from home seamlessly. Claims were paid, deadlines were met, statistics were submitted, policies were issued on time, financial results were audited virtually and scholarships were awarded.

- a) Barb McKellar – 35 years
- b) Cindy Blythe – 30 years
- c) Cheryl Muxlow – 25 years
- d) Kathleen Sansoucy – 10 years
- e) Mikayla Verberne – 10 years
- f) Melissa Bosch – 5 years

Retiring Director, Ross Smith was honoured for his 21 years of service to the Company, always with the policyholders' interests top of mind. His integrity, knowledge and calm demeanor will be sorely missed.

## **ELECTION OF DIRECTORS**

Ross Smith declared a Conflict of Interest and, therefore, Vice Chair, Clare Moffatt ran the Election of Directors.

### **Motion to Elect Lambton County Director**

As only one filed intention to stand was received, Clare Moffatt declared **Scott Elliott** elected by acclamation as Lambton County Director for a further 3-year term.

### **Motion to Elect Director at Large**

Two candidates were vying for the position of Director at Large; namely, Scott Smith and John Couwenberg. Each gentleman was given 3 minutes to address the policyholders prior to the vote.

As a result of the election poll, **Scott Smith** was elected for a 3-year term as Director at Large.

## **ADJOURNMENT**

The business of the meeting having been concluded; it was moved by Heather Straatman, seconded by Harry Van Wieren that the meeting be adjourned at 2:35 p.m.

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Deb VanEyck, President, Secretary

**APPROVED**

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Deb VanEyck, President, Secretary

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Clare Moffatt, Chair