





2024 ANNUAL REPORT

Loudoun Mutual's 175th Year of Serving Our Policyholders

LOUDOUN MUTUAL

A CULTURE OF CARING

SINCE 1849

VIRGINIA'S PROPERTY INSURANCE SPECIALISTS

HOMES • FARMS • ESTATES • RENTALS • COMMERCIAL



To Our Policyholders and Friends:

2024 was eventful in many regards. Most notably, it marked our company's 175th year of serving Virginians. It was also a time of leadership transition, as President Chris Shipe retired after twenty years of dedicated service. Chris leaves behind a lasting legacy of integrity, compassion, and commitment to our mission.

During his tenure as president, Chris led with passion and a deep belief in the mutual insurance concept. It is an honor to follow in his footsteps and continue the important work that has brought us to where we are today. As the new president, I am both humbled and excited to lead our team into the next chapter, building upon the strong foundation already in place and looking forward to what we can accomplish together.

As for 2024, it is reasonable to expect that roughly 5-6% of our policyholders will experience a claim in any given year, a metric commonly referred to as "claim frequency". This held true in 2024. However, what did not develop as anticipated was a 19% increase in overall claims settlement costs. This rise was driven primarily by a notable increase in fire related losses. In fact, total fire related claim costs rose 54% year over year, a significant impact on our overall claims performance.

In response to the challenging claims environment, and in order to maintain the sustainability and long-term viability of Loudoun Mutual, we enacted several strategic initiatives focused on addressing both the rising cost of claims and increasing operational expenses. These efforts centered on ensuring rate adequacy, managing reinsurance costs, and improving operational efficiencies. Through these initiatives, we are aiming to reduce our overall expense ratio in 2025 while continuing to achieve rate adequacy to ensure a stable future for our policyholders and our company.

Loudoun Mutual's financial position remains strong. The company continues to maintain a highly liquid and conservatively managed balance sheet, and in 2024, we achieved a 5.5% increase in total admitted assets. Strong investment returns helped offset a majority of the operational losses, minimizing the impact on our policyholder surplus.

To our existing policyholders – THANK YOU! We sincerely appreciate your business and we look forward to continuing our tradition of service to you. We encourage you to contact your Loudoun Mutual agent periodically to have your policy reviewed. Regular review of your insurance policy ensures we are doing everything we can to properly serve you and you are receiving the best value for your premium dollar.

If you are a new policyholder to Loudoun Mutual – WELCOME! We hope to establish a tradition of service with you, demonstrating the long-term value, stability and security of placing your insurance with a mutual company that exists to serve you.

Thank you all for allowing us to serve your insurance needs.



Todd Robertson, AIT, AIAF, CPCU

President

Loudoun Mutual 175th ANNUAL REPORT

For the Year Ended December 31, 2024

ADMITTED ASSETS	2024	2023
Bonds	$64,397,812	$63,806,452
Common and Preferred Stocks	33,977,381	32,686,185
Cash and Cash Equivalents	11,488,209	7,953,043
Premiums Receivable	9,742,201	8,474,748
Reinsurance Recoverable	412,075	291,296
Accrued Interest and Dividends	551,402	481,230
Income Tax Recoverable and Deferred Tax Asset	1,772,820	1,850,468
Land, Buildings, Equipment	1,342,185	1,360,882
Receivables from Affiliates	883,138	1,123,212
Other Assets	527,143	496,805
Total Admitted Assets	$125,094,366	$118,524,321
LIABILITIES AND POLICYHOLDER SURPLUS	**2024**	**2023**
Unearned Premiums	$44,879,320	$40,533,569
Unpaid Losses and Adjustment Expense	12,492,348	9,677,524
Reinsurance Payable	633,798	356,244
Commissions Payable	3,628,519	3,421,830
Premiums Paid in Advance	2,046,601	1,704,370
Accrued Expenses and Other Liabilities	456,406	986,041
Deferred Tax Liability and Taxes Payable	404,258	422,706
Total Liabilities	$64,541,250	$57,102,284
Policyholder Surplus Account	$60,553,116	$61,422,037
Total Liabilities and Policyholder Surplus	$125,094,366	$118,524,321
UNDERWRITING INCOME	**2024**	**2023**
Net Premiums Earned	$71,050,246	$65,712,433
Losses Incurred	46,151,941	36,134,978
Loss Adjustment Expense	6,223,981	5,605,649
Underwriting Expense	26,412,240	23,788,932
Underwriting Profit (Loss)	$(7,737,917)	$182,874
OTHER INCOME	**2024**	**2023**
Net Investment Income	$5,102,873	$2,653,249
Other Income	94,622	119,010
Federal Income Expense	(1,074,420)	392,225
Net Income (Loss)	$(1,466,002)	$2,562,908
SUMMARY	**2024**	**2023**
Direct Written Premium	$83,289,104	$76,145,422
Total Written Premium	$89,408,185	$80,767,515
Total Admitted Assets	$125,094,366	$118,524,321
Policyholder's Surplus	$60,553,116	$61,422,037
OPERATING RATIOS	**2024**	**2023**
Loss Ratio	73.70%	63.50%
Expense Ratio	34.90%	34.30%
Combined Ratio	108.60%	97.80%



Loudoun Mutual Insurance Company maintains an A.M Best's rating of A- (Excellent)

2024 OFFICERS

Richard C. Shickle
Chairman of the Board

Robert W. Smalley, Jr.
Vice Chairman of the Board

Todd E. Robertson, AIT, AIAF, CPCU
President/CEO

Christopher G. Shipe, AIT, CPCU
President Emeritus

Timothy J. Koppenhaver, ARM, PFMM
Executive Vice President &
Underwriting Manager

Dorothea C. Rohde
Corporate Secretary

Selena S. Duggar
Vice President Claims

Kimberly A. Fry, CPA
Vice President,
Chief Financial Officer

Charles I. Good, IV
Vice President Marketing

2024 DIRECTORS

Marilyn M. Adams
Purcellville, VA

J. Stanley Crockett, III
Winchester, VA

Mary M. Finnell
Charlottesville, VA

Paul S. Fleming, II
Midlothian, VA

Erecka L. Gibson
Berryville, VA

M. Byrd Inskeep
Culpeper, VA

J. David King
Elkton, VA

Mitchell L. Moore
Dayton, VA

C. William Orndoff, Jr.
Clearbrook, VA

Todd E. Robertson
Winchester, VA

Richard C. Shickle
Winchester, VA

Robert W. Smalley, Jr.
Berryville, VA

LOUDOUN MUTUAL

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