

# direction



Quarterly Edition

**SCHOLARSHIP  
WINNERS  
INSIDE!**

**BRANCH  
UPDATES**

**ALL NEW  
MEMBER  
DISCOUNTS!**

A QUARTERLY PUBLICATION OF LOYAL CHRISTIAN BENEFIT ASSOCIATION

FALL

Vol. 20 / Issue Q3



## Missing you!

Whether it is at home, at work, in school, or just life in general, we have all had to learn to cope with the current reality with little end in sight. I find that it is not all bad as I have had more time with my family, and have gotten more done around the house; however, I really miss some things.

What I think I miss most of all is going out into the real world, meaning the world where we all actually live. Not the world I see every night on TV and hear about in seemingly every political ad – where everyone is either incompetent, stupid, or a crook. I miss the real world where we all live and work—the world where LCBA works to make communities stronger, safer, and happier.

I usually put between 25 and 30 thousand miles a year on my vehicle, traveling to branch meetings and events, seeing and hearing all of the wonderful things that you do help each other, and those that you serve.

I know you are still working to help your communities, making masks, raising money, helping people stay healthy, and more. We get reports and have conversations, but I miss getting out and being a part of it and seeing all of the people I have come to know over the years.

The same goes for the homefront, right here at LCBA headquarters. Most of our staff are still working remotely, so we get to see far less of each other. While Zoom™ and other similar technologies help, I miss seeing everyone each day. You can't just "drop by" an office to say hi, and see how things are going. You have to schedule a call or video chat.

I don't have an answer or great insight regarding our current situation. I just wanted to let you all know that we, like you, will continue to work and try to make things better. And as soon as we can, we will be coming to see you, because we do miss you!



Douglas Tuttle  
*President & CEO*



# Statement of Financial Position

As of June 30,

# Summary of Operations

Through June 30,

Assets	2020	2019
Bonds	85,867,429	182,798,605
Real estate	1,541,022	1,573,811
Certificate loans	1,055,859	1,095,397
Cash & cash equivalents	4,343,777	7,535,530
Investment income due	1,118,015	2,126,180
Other assets	1,306,979	456,114
<b>Total Assets</b>	<b>95,233,081</b>	<b>195,585,637</b>

## Liabilities & Surplus

Certificate reserves & claims	71,199,589	181,052,876
Deposit accumulations	5,469,993	7,062,764
Other liabilities	1,638,980	2,627,032
Investment reserves	8,147,778	1,235,581
Unassigned funds	9,376,741	3,607,384
<b>Total Liabilities &amp; Surplus</b>	<b>95,833,081</b>	<b>195,585,637</b>

Income	2020	2019
Life premiums	7,970,146	7,620,084
Annuity premiums	2,299,444	6,019,386
Investment income	2,474,957	4,363,231
Other income	944,026	2,407,243
<b>Total Income</b>	<b>13,688,573</b>	<b>20,409,944</b>

## Member Benefits & Expenses

Death benefits	1,956,060	3,937,274
Other member benefits	2,252,234	7,589,232
Reserve changes	7,685,289	4,904,661
Operating expenses	2,789,391	3,906,802
Dividends to members	129,348	381,495
<b>Total Benefits &amp; Expenses</b>	<b>14,812,322</b>	<b>20,719,464</b>

**Net Income** (1,123,749) (309,520)

## direction

**Publisher** ..... Douglas Tuttle, Erie, PA  
tuttled@lcbalife.org

**Executive Editor** ..... Michael Mursch, Erie, PA  
murschm@lcbalife.org

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Communications for publication will not be admissible unless accompanied by the name and address of the writer. Contact us at the above address or at:

814-453-4331 –or– 800-234-LCBA (5222)  
Telecommunications Relay Service: Dial 711

Fax: 1-888-316-0471

www.lcbalife.org / info@lcbalife.org

### LCBA BOARD OF DIRECTORS

**Chair of the Board of Directors**  
Karen Balaban, Esq, Harrisburg, PA

**Board of Directors**  
Michael Courtad, Pittsburgh, PA  
Pat DiCesare, Burnt Hills, NY  
Matthew Dupee, Nazareth, PA  
Paul Kenny, Erie, PA  
Karen LeVert, Durham, NC  
Robert Muth, Conneaut Lake, PA  
Richard Suchan, Buffalo, NY  
Anne Sweigart, Bluffton, OH

**Mailing Address:**  
PO Box 13005  
Erie, PA 16514-1305

**Physical Address:**  
8811 Peach Street  
Erie, PA 16509

**Phone:**  
800-234-5222 / 814-453-4331

### business hours:

**Monday - Friday**  
8:00 a.m. - 4:00 p.m.

### holiday closings:

**Columbus Day**  
Monday, October 12



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lcbalife



**LinkedIn**  
lcbalife



**Twitter**  
@LCBALife

# Congratulations to our Winners!

ELEMENTARY/  
SECONDARY  
\$350



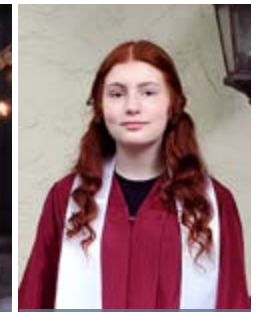
ALLISON



AMALA



AUDREY



AUDREY



BRYCE



CAROLINE



CODY



DANIEL



GREYSON



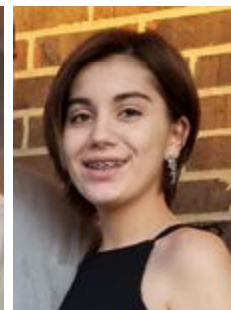
JACOB



JACOB



JARED



JULIA



KATIE



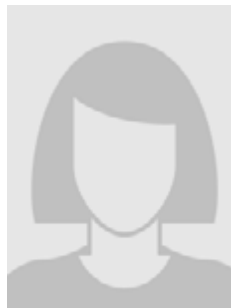
LIAM



MACY



MADELINE



MAKAYLA

*"Thank you so much for the scholarship you awarded Macy. She is the youngest of 4 siblings that have/are going through Christian schools/ Christian education can be expensive and every bit helps, but the education they have received has been a real blessing. In this crazy world, the help of a Christian school has supported what we have taught at home and at church to our kids." - Kraig & Tracy K.*



SOPHIA



VINCENT

## DETAILS

- Twenty scholarships of \$350 are awarded each year via a lottery.
- Student applicants may attend any accredited Christian elementary or secondary school in the United States and must be entering kindergarten to 12th grade.



To learn more about scholarships for your children, grandchildren and great-grandchildren visit [www.lcbalife.org](http://www.lcbalife.org). The application period opens in February and applications are due by May 1<sup>st</sup> each year.

## POST-SECONDARY \$2500

A maximum of five (six were awarded this year) \$2,500 one-year scholarships for students attending or entering an accredited degree or certificate granting institution and working towards their first degree/certificate.



BRANDON



JESSICA



MATTHEW



RIO



RYAN



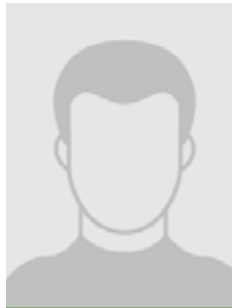
SHAY

*"My plans to obtain a degree have definitely become more attainable through LCBA's amazing educational assistance. I grew up on a rural farm in Northwest Ohio and have been very active in the local 4H and FFA programs. Through these experiences I have chosen to pursue a degree in Animal Nutrition. Thank you for giving scholarships to college students so that we may follow our dreams and reach our career goals." - Brandon Z.*

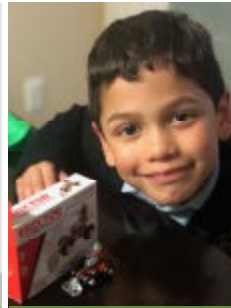
## CAMPING \$200



BIANCA



GABRIEL



JAMES



JAMISON



LEVI



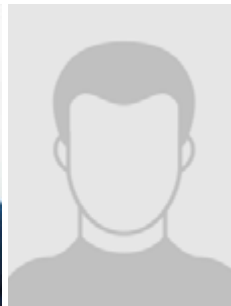
NICHOLAS



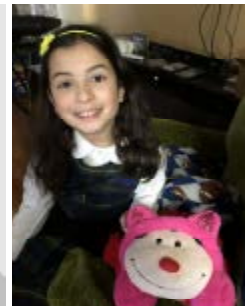
PETER



QUENTIN



TANNOR



VICTORIA

*"My Son Levi Received a scholarship to soccer camp this summer. Due to the pandemic, soccer camp was the first thing he was able to do in over 4 months. Despite some changes to health/safety procedures and smaller group sizes, he was able to spend time playing a sport he loves!" - Sarah C.*

## DETAILS

- LCBA will award ten \$200 camping scholarships each year via a lottery to members to attend a camp of their choice.
- Camps may be recreational, nature, sports or special interest oriented.

**LCBA BOARD**  
**2020 Spring Board Meeting**  
 Friday, April 17, 2020  
 Conference Call – GoTo Meeting

**PRESENT WERE:**

Chair of the Board – Karen Balaban  
 President/CEO – Douglas Tuttle

**Directors of the Board**

Pat DiCesare	Matthew Dupee
Paul Kenny	Karen LeVert
Robert Muth	Rick Suchan
Anne Sweigart	Michael Courtad

**Guests**

VP Operations - Alex Miller  
 VP Administration/Secretary - Rebecca Black  
 VP Sales - Matthew Barr  
 Treasurer – Courtney Hagmaier

**Friday, April 17, 2020**

**LCBA Spring Board Meeting**  
 Chair of the Board Karen Balaban called the Spring Board Meeting to order.

**Approval of Minutes**  
 A motion to approve the 2019 Winter Board minutes was made and carried unanimously.

**YTD Results**

**Financial Update**  
 Ms. Courtney Hagmaier spoke about 2019 Operational and Balance Sheet Highlights, 12/31/2019 YTD paid premiums, benefit expenses and expense analysis.

Ms. Hagmaier also gave an update on the 2019 audit.

**Sales/Fraternal/Marketing**  
 Mr. Matt Barr spoke about 2019 CFP and PreNeed production, YTD CFP, and PreNeed production.

Mr. Barr also gave an update on CFP, and spoke about the impact/solutions to COVID-19.

Mr. Barr gave a fraternal update on Bereavement Benefits, Pay it Forward donations, Road Scholar, and 2019 branch BROOM award winners.

Mr. Barr also gave an update on the digital *Direction*, website statistics, and chat usage.

**Administration**

**Year End Review**  
 Ms. Rebecca Black spoke about 2019 death claims processed as well as applications received and issued in 2019.

**Year to Date**  
 Ms. Black spoke about death claims processed 01/01/2020-03/31/2020, year-to-date death claims processed, as well as YTD applications received and issued.

**Operations**  
 Mr. Alex Miller spoke about LCBA's adjustment to working remotely from home, new/replacement phone system, and e-signing application.

**Corporate**  
 Mr. Doug Tuttle spoke about 2019 year in review.

**Investment Presentation**  
 Mr. Theron Holladay and Chad Hoes from Parkway Advisors gave a reinsurance summary.

Mr. Hoes gave a portfolio review as of 03/31/20 and spoke on corporate sector distribution, LCBA assets vs liabilities, US Treasury Yield Curve and portfolio holdings.

**Actuarial Presentation**  
 Mr. Douglas Brown from Allen Bailey & Associates presented the 2019-2020 Actuarial Report and discussed the 2019 Cash Flow Testing Results.

Mr. Brown spoke about annuity and life insurance liability, assets and investment income, 2019 Asset Adequacy Analysis, capital and surplus, pandemic shock analysis, 2019 baseline projection, 2020 model office pro forma.

**Financial Projections and Final Budget**  
 Mr. Doug Tuttle spoke about sales projections, PreNeed Reserves, 2020 projection and final 2020 budget analysis.

A motion to approve the final 2020 budget was made and carried unanimously.

**Annual Resolutions**

**Insurance Related**  
 Mr. Tuttle recommended no change to the Insurance Resolutions.

A motion to approve the Insurance related Resolutions in their entirety was made and carried unanimously.

**Fraternal Benefits and Programs**  
 Ms. Mizikowski stated there were no changes to the 2020 Fraternal Resolutions.

A motion to approve the Fraternal Benefits and Programs for 2020 as





presented was made and carried unanimously.

**Corporate**

Mr. Tuttle did not have any corporate resolutions that were needed at this time.

**Committee Reports**

**Audit/Finance**

**Purchases and Sales**

A motion was made to accept Disposals and Acquisitions for the first quarter. -Passed unanimously.

**Investment Policy**

A motion was made to accept the ratified investment policy previously adopted and reformatted. -Passed unanimously.

**Nominating**

Mr. Suchan spoke about the review of the 2020 election timeline. He also stated the following directors are up for re-election in 2021: Michael Courtad, Matthew Dupee, Karen LeVert, Robert Muth, Richard Suchan. If they seek re-election they need to notify Rick Suchan/ Nominating Committee by the Summer Board Meeting. The Spring *Direction* will include a call for Directors submission over the summer and the Fall *Direction* will announce and include the bios of the candidates. The election process will happen between then and the Winter *Direction*.

Mr. Richard Suchan spoke about the Board Self Evaluation.

**Governance**

**Association Bylaws Review**

Mr. Dupee stated there are no recommended changes to the Association Bylaws.

**Branch Rules and Regulations**

Mr. Dupee stated there are no recommended changes to the Branch Rules and Regulations.

**Executive Level Succession Policy**

Mr. Dupee stated there are no recommended changes to the Executive Level Succession Policy.

**Executive Level Succession Plan Review**

Mr. Tuttle stated that the sudden loss contact name has been changed from Tim Goldsmith to Richard Brough at BKD.

A motion to approve the Executive Succession Plan as submitted was made and carried unanimously.

**Other Business**

Discussion ensued regarding COVID-19 Paycheck Protection Program funding.

A motion was made to apply for the max amount of Paycheck Protection Program funds if they become available and LCBA is eligible.

Status: Failed

Yes: Robert Muth, Anne Sweigart, Richard Suchan

No: Douglas Tuttle, Matthew Dupee, Karen Balaban, Paul Kenny, Michael Courtad, Pat DiCesare, Karen LeVert

**Election of the Board Chair**

Chair Balaban turned the chair over to Mr. Tuttle.

Mr. Tuttle called for nominations for the chair of the Board.

Rick Suchan nominated Karen Balaban to be re-appointed as Chair of the Board.

Mr. Tuttle closed the nominations.

A motion was made to close the nominations of the Election of the Chair of the Board. -Passed unanimously.

**Days/Dates for 2021 Board Meetings**

**2021 LCBA Board Meeting Dates**

Spring Board Meeting- April 16<sup>th</sup>

Summer Board Meeting- June 11<sup>th</sup>

Fall Board Meeting- Sep 17-18<sup>th</sup>

Winter Board Meeting- Dec 10-11<sup>th</sup>

**Motion to Adjourn**

Chair of the Board declared the meeting adjourned.

**ARE YOU READY FOR THE UPCOMING ELECTION?**

**VOTE FOR YOUR BOARD OF DIRECTORS IN JANUARY!**

Check for the election feature in the Winter edition of *Direction*!



**Karen LeVert**

Durham, NC



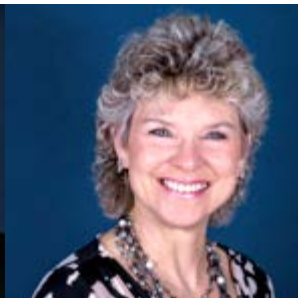
**Robert Muth**

Conneaut Lake, PA



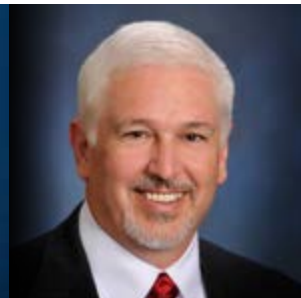
**Richard Suchan**

Buffalo, NY



**Anne Sweigart**

Bluffton, OH



**Douglas Tuttle**

Erie, PA  
President/CEO



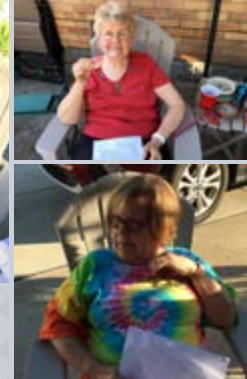
# BRANCH EVENTS

Monthly meetings, collecting and donating school supplies, and holding restaurant fundraisers are some of the ways our Branches have continued to help their communities and beyond, while keeping themselves and others safe.

**Looking to get involved? Visit [www.lcbalife.org](http://www.lcbalife.org) to find a complete list of our Branches.**

LCBA BRANCHES

BRANCH 49 / ERIE, PA



August Branch meeting.

BRANCH 654 / SALEM, OH



On September 2 Branch 654 held the "Dine to Make a Difference" community fundraiser at the Salem, OH Bob Evans. The restaurant donated 15% of each diner's check to benefit Branch 654's charitable endeavors.

BRANCH 49 / ERIE, PA



Branch 49 collected and delivered school supplies to a local school.

BRANCH 1557 / EPHRATA, PA



Branch members use donated materials to trace, cut, and sew patterns for sanitary pads from which are then distributed to impoverished countries.

## Branch 1556 Meeting Minutes

LCBA Branch 1556 Officers met on June 18, 2020 via videoconference.



Donated \$250 to Dash's BBQ Benefit

Tickets@Work- Sam's Club Membership \$24.88(\$45) for one year. \$89.88(\$100) for 1 year plus membership. All other giftcards are for the dollar amount requested.

It was decided to add \$1,450 to each of the Board directed donations of \$1,050 to EUMA, Second Harvest Food Bank, and LOVE, Inc. Each charity will now receive \$2,500. The Branch is also donating \$2,500 to Meals on Wheels.

Branch 1556 is LCBA's largest branch and is always looking for ways to engage its members and support the communities they live in. If any members have ideas for events they would like to attend, a cause we could support or maybe you are already involved in a local organization and would like Branch 1556 to support you and your community please contact Samantha Mizikowski at [mizikowskis@lcbalife.org](mailto:mizikowskis@lcbalife.org) or 800-234-5222 ext. 234.

LCBA's Branch Rules & Regulations require minutes for the National Branch overseen by the LCBA Home Office, to be published in Direction magazine.

## LCBA Member Discounts!

### Sam's Club Memberships

1-year NEW\* Club Membership - \$20

1-year NEW\* Plus Membership - \$85

\*Not valid for membership renewals

\$25 Gift Cards for \$20!

\$25

### DINING

Applebee's IHOP  
Papa John's GrubHub  
Burger King

### RETAIL

Amazon Target

### MOVIES

Regal Theatres

Questions? Call 800-234-5222. Visit [www.lcbalife.org](http://www.lcbalife.org) to download order form.

We cannot take orders via phone. Pricing and availability are subject to change.

You MUST BE A BENEFIT MEMBER of LCBA to purchase discounted items. A maximum of 4 discounted items per Benefit member are available for purchase. Checks only will be accepted. No cash or credit/debit cards.

