

# direction

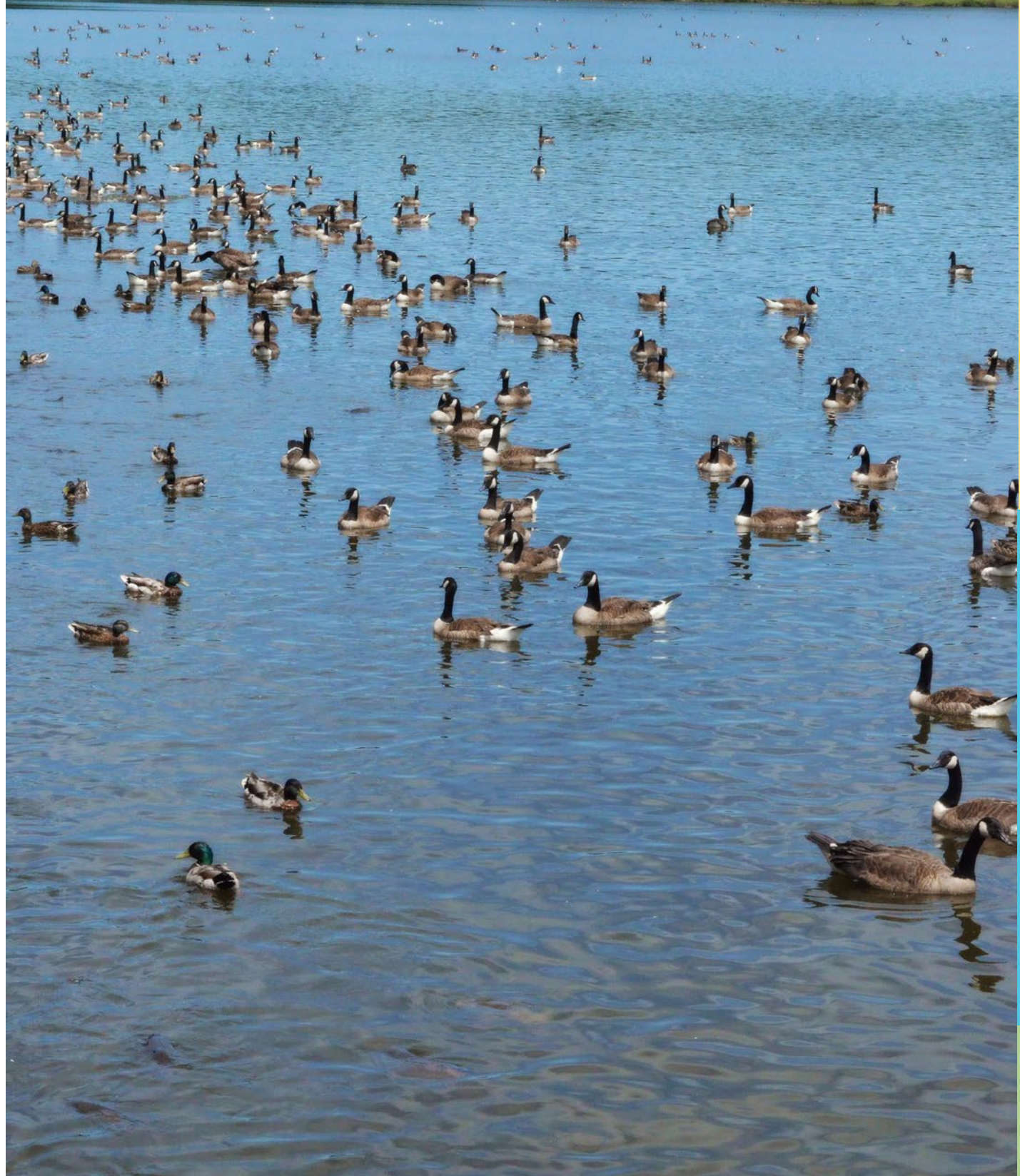


Quarterly Edition

SUMMER 2021

A QUARTERLY PUBLICATION OF  
LOYAL CHRISTIAN BENEFIT ASSOCIATION

Vol. 21  
Issue Q2





The election is over, the votes counted, all without controversy, fake news, or even negative campaigning. This past slate of candidates for the Board was probably the best qualified and most diverse group we have had in a contested election.

All of the candidates brought skills and perspectives that could benefit LCBA. However, there were only five seats available and seven candidates, so there had to be winners and losers. The membership spoke with a clear voice and re-elected all of the incumbents, indicating they were happy with how the Board represented them and the direction LCBA is going.

**Congratulations to incumbents Michael Courtad, Matthew Dupee, Karen LeVert, Robert Muth, and Richard Suchan. All retained their seats.**

Both well-qualified challengers, Adrienne Hirsch and Walter Losee, were defeated. While unsuccessful in their bids, I want to thank Ms. Hirsch and Mr. Losee for running. As I mentioned above, the entire slate of candidates was well qualified. I sincerely appreciate the challengers coming forth to offer their considerable expertise for the benefit of LCBA. The needs of the Board change over time, and I encourage both to try again.

On another matter, as you know, 2020 was a challenging year for all of us. At LCBA, virtually overnight, we had to transition the staff to work remotely from home, change the way we operate and how we communicate. I am proud of our team's effort over the past year to make the changes invisible to you, the member. Our turn-around times have not fallen and, in some cases, even improved. In short, we have thrived through a tough but phenomenal year.

A handwritten signature in black ink, appearing to read 'Douglas Tuttle', with a long horizontal flourish extending to the right.

Douglas Tuttle  
*President & CEO*

# Statement of Financial Position

As of March 31,

# Summary of Operations

Through March 31,

Assets	2021	2020
Bonds	93,129,523	80,863,813
Real Estate	1,517,593	1,549,221
Certificate loans	1,024,394	1,080,569
Cash & cash equivalents	4,387,828	7,784,306
Investment Income Due	1,175,578	1,038,026
Other Assets	1,666,225	1,509,157
<b>Total Assets</b>	<b>102,901,141</b>	<b>93,825,092</b>

## Liabilities & Surplus

Certificate reserves & claims	77,108,217	67,795,250
Deposit accumulations	5,223,952	5,523,360
Other liabilities	1,670,285	1,601,021
Investment reserves	7,836,711	8,429,425
Unassigned funds	11,061,976	10,476,036
<b>Total Liabilities &amp; Surplus</b>	<b>102,901,141</b>	<b>93,825,092</b>

Income	2021	2020
Life Premiums	2,710,967	4,675,638
Annuity Premiums	1,448,417	1,483,303
Investment income	1,174,197	1,305,815
Other income	380,415	557,428
<b>Total Income</b>	<b>5,713,996</b>	<b>8,022,184</b>

## Member Benefits & Expenses

Death benefits	1,039,480	967,164
Other member benefits	1,480,835	1,160,794
Reserve changes	1,653,412	4,113,002
Operating expenses	1,371,406	1,838,006
Dividends to members	73,579	47,236
<b>Total Benefits &amp; Expenses</b>	<b>5,618,712</b>	<b>8,126,202</b>

**Net Income** **95,284** **(104,018)**

## direction

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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:

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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

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PO Box 13005  
Erie, PA 16514-1305

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8811 Peach Street  
Erie, PA 16509

#### Phone:

800-234-5222 / 814-453-4331

## business hours:

Mon-Tues : 8 a.m. - 4 p.m.

Wed : 8 a.m. - 3 p.m.

Thurs-Fri : 8 a.m. - 4 p.m.

## holiday closings:

**Independence Day**

Monday, July 5

**Labor Day**

Monday, September 6



Facebook  
lcbalife



LinkedIn  
lcbalife



Twitter  
@LCBALife



As COVID-19 conditions improved and restrictions loosened, our Branches got back to business as usual! Whether they're providing food to those in need or putting together various fundraisers, our Branch members have surely made up for lost time. It's good to see all of these hard-working, smiling faces once again.

**Looking to get involved?**

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



BRANCH 49 / Erie, PA

May Branch Meeting

BRANCH 49 / Erie, PA



March Branch Meeting



BRANCH 1425 / Ford City, PA



April Branch Meeting

BRANCH 1425 / Ford City, PA



Members of Branch 1425 assisted the Knights of Columbus with delivering Easter meals to 100 shut-ins from their Parish on Saturday, April 3rd.

BRANCH 1425 / Ford City, PA



May Branch Meeting with two guest Federal speakers.

BRANCH 1425 / Ford City, PA



Branch 1425 working hard preparing vegetable soup for parish shut-ins.

**BRANCH EVENTS**

**BRANCH 867 / Dover, OH**



Branch members are making 50 warm hats to contribute to the Knights of Columbus fall coat donations.



Handmade towels to be sold at fundraisers.

**BRANCH 867 / Dover, OH**

**BRANCH 867 / Dover, OH**



Branch members regularly make dresses to send to *Remember Nhu*, an organization that works to prevent child trafficking and provide a support network for at-risk children.

[remembernhu.org](http://remembernhu.org)



**BRANCH 867 / Dover, OH**



The members of Branch 867 are still busy making lappans to donate to the local VFW for veterans.



Branch members made bibs to sell at the St. Joseph Festival.

**BRANCH 867 / Dover, OH**

BRANCH 1557 / Ephrata, PA



Members of Branch 1557 met to discuss preparations for a BINGO fundraiser, to be held on July 18.



BRANCH 1557 / Ephrata, PA



May Branch Meeting



Branch members meet biweekly to cut out patterns to donate to Unto®, an organization that strives to be responsive to the physical and spiritual needs of people around the world. After donation, the patterns will be constructed into sanitary pads for women in impoverished countries. Missionaries then distribute the pads and teach the gospel.

[unto.com](http://unto.com)

BRANCH 1557 / Ephrata, PA



**BRANCH EVENTS**

**BRANCH 654 / Salem, OH**



March Branch Meeting

**BRANCH 654 / Salem, OH**



April Branch Meeting

**BRANCH 1290 / Altoona, PA**



Selling tickets for a basket raffle.

**BRANCH 1290 / Altoona, PA**



First Reconciliation Luncheon.





March Branch Meeting



BRANCH 1155 / Findlay, OH

# Pennsylvania Fraternal Alliance

## 2021 SCHOLARSHIP PROGRAM



The Scholarship Committee of the Pennsylvania Fraternal Alliance has announced that 2021 applications are now available for the annual Scholarship Program. Applications can be obtained through LCBA's website (see below) or by contacting the Pennsylvania Fraternal Alliance Secretary-Treasurer at [Theresa@lpsc.org](mailto:Theresa@lpsc.org) or 888-834-6614. Return the completed application, essay and letter of recommendation, postmarked no later than **September 1, 2021**.

PFA SCHOLARSHIP

### Applicants must:

- Be a resident of Pennsylvania and a member of a Fraternal Benefit Society that is a member of the Pennsylvania Fraternal Alliance.
- Be a 2021 high school graduate attending an accredited college, university, trade school, etc. in the summer/fall of 2021 as a full-time student (twelve semester credits).
- Obtain a recommendation letter from your Fraternal Benefit Society.
- Submit a 500-word essay on: *"What does fraternal mean to you? What would you do to increase the relevance of fraternalism to you and your peers?"*

### CURRENT BRANCHES

Branch	City	State	Zip
49	Erie	PA	16502
654	Salem	OH	44460
867	Dover	OH	44622
892	New Philadelphia	OH	44663
909	Leetonia	OH	44431
1155	Findlay	OH	45840
1198	Altoona	PA	16601
1290	Altoona	PA	16601
1415	Toledo	OH	43605
1425	Ford City	PA	16226
1538	Linesville	PA	16424
1556	National Branch		
1557	Ephrata	PA	17522
L017	Berea	OH	44017
V001	Buffalo	NY	14207

### Want to Get Involved?

If you live outside the area of one of our local branches, you will be part of our larger national branch. We encourage members of this National Branch to join together at a local level to support organizations and activities in their local communities.

Want to join in? Please contact Samantha at [toscamos@lcbalife.org](mailto:toscamos@lcbalife.org) or 800-234-5222.

You can also download the application at [www.lcbalife.org/pages/news.aspx](http://www.lcbalife.org/pages/news.aspx).

Full instructions are listed on the application.

At least one \$500 scholarship will be awarded. Additional scholarships may be awarded depending upon available funds.



# LCBA Board 2020 Winter Board Meeting

December 12, 2020

*GoTo Meeting Video  
Conference*

**SATURDAY,  
December 12, 2020**

## **LCBA Winter Board Meeting**

Chair of the Board Karen Balaban called the Winter Board Meeting to order.

### **Approval of Minutes**

A motion to approve the 2020 Fall Board minutes was made and carried unanimously.

### **Business Insurance Update**

Jeremy Biddle from Insurance Management Company spoke about all the Insurances LCBA carries.

### **YTD Results**

#### **Sales/Fraternal/Marketing**

Mr. Barr spoke about YTD CFP and GCI/PreNeed production, CFP and PreNeed mix over the past three years and EPO's by month of issue. Mr. Barr also gave an update on CFP, PreNeed and other potential groups as well as 2020 goals in review and 2021/future goals.

Mr. Barr gave a fraternal update on Bereavement Benefits, Pay it Forward donations, 2019 Fraternalist of the Year, and LCBA/Board COVID-19 donations. Mr. Barr also gave an update on social media and website statistics, and chat usage.

## **Administration**

### **Death Claim & NB Stats**

Ms. Rebecca Black gave an update on the death claims processed through 11/30/20, average days from application received to policy issue and applications received/issued.

### **Health Care**

Ms. Black spoke about the new insurance coverage for 2021. LCBA's cost went up by 11%- The employee contribution for individual coverage went from 19.23/per pay to 25.00/per pay.

### **Operations**

Mr. Alex Miller spoke about the two factor authentication security that has been mandated for the company's domain and disaster recovery exercises.

Mr. Miller also gave an update on ERM Committee work.

### **Financial Update**

Ms. Courtney Hagmaier spoke about 2020 Q3 Balance and Operation Sheet Highlights, Heritage Life Treaty YTD through 09/30/20, Q3 actual vs projected analysis.

Ms. Hagmaier also discussed 11/30/20 YTD paid premiums, benefit expenses, and expense analysis.

### **Medicare Supplement**

Mr. Doug Tuttle gave an update on the Medicare Supplement line of business.

## **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

Richard Suchan

Anne Sweigart

Michael Courtad

## **Guests:**

**VP Operations -**  
Alex Miller

**VP Administration/Secretary -**  
Rebecca Black

**VP Sales -**  
Matthew Barr

**Treasurer -**  
Courtney Hagmaier



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



**Michael Courtad**  
Pittsburgh, PA



**Pat DiCesare**  
Burnt Hills, NY  
Port St. Lucie, FL



**Matthew K. Dupee**  
Nazareth, PA



**Paul Kenny**  
Erie, PA

**Corporate**

***Growth Plan Update***

Mr. Tuttle gave an update on the 2020 Strategic Growth Plan.

***Goals Update***

Mr. Tuttle gave an update on the April 2020- April 2021 goals.

***Fraternal Merge***

Chair Balaban spoke about a fraternal that is winding down and could possibly merge.

Discussion ensued.

LCBA will take the opportunity to speak with the fraternal’s actuary.

.....

**Projection and Preliminary Budget**

Mr. Tuttle spoke about the 2021 Annual Budget Analysis.

A motion was made to approve the 2021 preliminary budget as submitted was made and carried unanimously.

.....

**Chairperson Report**

***Board Evaluation Results***

Chair Balaban spoke about the 2020 Full Board Evaluation results.

***2022 Board Meeting Dates***

Defer discussion until the Summer 2021 Board Meeting.

.....

**Committee Reports**

***Nominating***

Ms. Anne Sweigart gave an update on the Minority Scholarship.

Ms. Sweigart proposed LCBA offer a yearly scholarship to both Gannon and Mercyhurst Universities to a minority student for \$1,250. Discussion ensued.

Mr. Bob Muth suggested LCBA add two general scholarships to each university for insurance-related degrees.

If either of the scholarships is not awarded that calendar year it will be held over to the next year. A student may only be awarded one scholarship per year. The committee will re-evaluate the Minority/General Scholarship in 3 years.

A motion was made to accept the scholarship as submitted. -Passed unanimously.

A motion was made to add 2 additional general scholarships to each University with the same scholar requirements as the minority scholarship.

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***Audit/Finance***

A motion to accept investment purchases and sales from 7/1/20 through 9/30/20.- Passed unanimously.

.....

***Governance***

***President/CEO Annual Evaluation Form***

Mr. Dupee stated there are no recommended changes to the President/CEO Annual Evaluation Form.

***President/CEO Annual Performance Review Policy***

Mr. Dupee stated there are no recommended changes to the President/CEO Annual Performance Review Policy.

***President & CEO Position Description***

Mr. Dupee stated there are no recommended changes to the President & CEO Position Description.

A motion was made to remove the Engagement Letter Expiration Date line.- Passed unanimously.

***Nominating Committee Charter***

Mr. Dupee stated there was one proposed change to the Nominating Committee Charter. Under Duties and Responsibilities add "reviewing and evaluating the current fraternal benefits and programs" .

A motion was made to accept the proposed changes to the Nominating Committee Charter.-Passed unanimously.

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**Motion to Adjourn**

Chair of the Board declared the meeting adjourned.



# Did You Know?

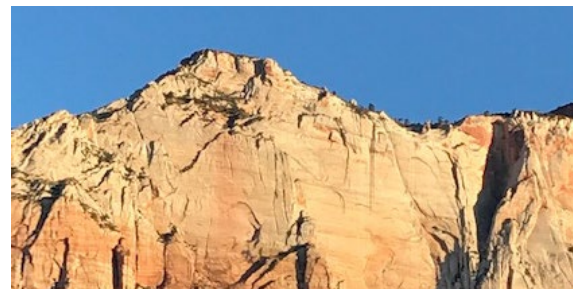
You could take a **free trip** on LCBA.

*Many of the trips are budget friendly which means that your trip, even with a guest, may cost you nothing!*

- Road Scholar offers 5,500 programs in all 50 states and 150 countries around the world.
- Road Scholar offers exceptional, lifelong learning programs at a remarkable value. The average cost for programs is \$173/day on adventures in the U.S. and \$351/day (not including airfare) on international adventures and includes accommodations, meals, lectures, activities, transportation within the program, taxes, gratuities and a travel assistance and insurance plan.
- Road Scholar programs are assigned an Activity Level rating from Easy to Challenging for participants to select the appropriate programs for their physical ability.

## ELIGIBILITY:

- Applicant must be a benefit member or be the natural or legally adopted child or grandchild of a benefit member. The LCBA life or annuity certificate qualifying the applicant must be issued no later than the application deadline.
- Applicant must be 55 years of age as of the application deadline.
- Applicant must enroll in a program listed in the Road Scholar® program guide or on their website at [www.road scholar.org](http://www.road scholar.org).
- Applicant must complete the approved application form found at [www.lcbalife.org](http://www.lcbalife.org).



**ROAD SCHOLAR®**



Visit  
**[www.lcbalife.org](http://www.lcbalife.org)**  
to apply online or to download  
the form. You can also call  
**800-234-5222**  
to request an application  
be sent to you.



**Applications will be accepted from July 1 - August 31!**

***Worried about current travel restrictions?***

**This award can be saved and used when travel is open and safe.**