

## OFFICERS

Paul J. Ritter, III, President & CEO  
Richard M. Ritter, Exec. Vice President & COO  
David F. Raczenbek, Esq., Chief Legal Officer & Secretary  
Keith A. Maxfield, Sr. Vice President & CUO  
Rob L. Musick, Sr. Vice President & CIO  
Neal G. Pierce, CPA, Director of Finance & Treasurer  
Steve J. Catranis, Sr. Vice President of Marketing  
Jamie P. Gibbins, Sr. Vice President Business Development  
Harold P. Gunning, Sr. Vice President of Casualty Claims  
Lisa C. Koelln, Sr. Vice President of Product Management  
William F. Fowler, Vice President of Underwriting  
Adam M. Lamanteer, Controller  
Kenneth M. Mailley, Vice President of Property Claims  
Linda M. May, Vice President of Product Development  
Cheryl G. Oswald, Vice President of Marketing  
Patrick M. Padalik, Vice President of Product & Pricing  
Glenn W. Watkins, Vice President of Marketing  
R. Frank Wilson, CPA, Vice President of Investment Accounting  
William D. Harmer, Asst. Vice President

## DIRECTORS

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Robert L. Davis  
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Bruce R. Hankins\*  
Stephen P. Hoyt\*  
Clarence D. McCormick  
Clair H. Miller, Jr.\*  
Lawrence A. Pepper, Jr.\*  
Paul J. Ritter, III  
Donald E. Strang\*

\*Executive Committee

## PRODUCTS

### Personal Lines

Homeowner  
Combination Dwelling  
Inland Marine  
Personal Umbrella  
Personal Auto (PA and MD)  
Tenant/Homeowner



### Commercial Lines

Commercial Automobile  
Businessowner  
Farm  
General Liability  
Special Contractor's Policy  
Commercial Inland Marine  
Commercial Property  
Commercial Umbrella  
Commercial Multi-Peril  
Workers' Compensation  
(NJ, PA, and DE)

## LOCATIONS

### NEW JERSEY

Corporate Headquarters  
633 Shiloh Pike  
Bridgeton, NJ 08302  
Telephone: 856-451-4050



### PENNSYLVANIA

101 Independence Way  
Coatesville, PA 19320  
Telephone: 610-857-9900



### MARYLAND

440 Solomons Island Road  
Suite 214  
Prince Frederick, MD 20678  
Telephone: 410-535-1444



### OHIO

1154 National Parkway  
Mansfield, OH 44902  
Telephone: 419-525-4443

# CUMBERLAND INSURANCE GROUP



## 2013 ANNUAL REPORT



[WWW.CUMBERLANDGROUP.COM](http://WWW.CUMBERLANDGROUP.COM)

To Our Mutual Friends:

The Cumberland Insurance Group, containing the oldest mutual insurance company in the State of New Jersey, Cumberland Mutual Fire Insurance Company, is uniquely positioned to provide for the insurance needs of its policyholders through its personal service and its network of independent agents.

We have long been dedicated to ensuring our financial stability by focusing upon increasing policyholder surplus and despite multiple severe weather events that have stricken the Northeast over the course of the past several years, we still achieved an increase in policyholder surplus during the period. As of year-end 2013, our policyholder surplus has grown to nearly \$136,000,000 providing Cumberland policyholders the assurance of long-term financial stability of the Group and the peace of mind that our Companies will be able to provide for our policyholders in their future time of need.

In 2014, we will be introducing a new business owner policy in the states of New Jersey, Pennsylvania, Maryland and Delaware and shortly thereafter we will be enhancing our commercial automobile and commercial umbrella products in an effort to provide the policies sought by our present and future policyholders. We continue to examine methods to use technology to provide convenience and accessibility of our products and services to both our policyholders and our independent agents. In the near future, we will be expanding our policyholder portal giving our policyholders access to even more information about their policy.

We look forward to celebrating our 170th anniversary with our independent agents at an open house this spring and after 170 years we remain firmly committed to the mutual concept of insurance focusing on the needs of our policyholders.

Sincerely,



Paul J. Ritter, III  
President & CEO



## THE CUMBERLAND INSURANCE GROUP

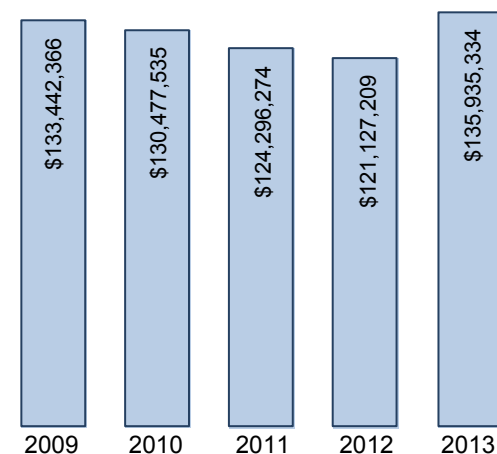
### Consolidated Statutory Statement of Admitted Assets, Liabilities, and Policyholders' Surplus (Unaudited)

	December 31, 2013	December 31, 2012
<b>ADMITTED ASSETS</b>		
<b>Cash and Invested Assets:</b>		
Bonds – at Book Value	\$197,494,593	\$198,640,733
Common Stocks – at Market Value	41,210,308	36,422,319
Real Estate – at Book Value	11,330,841	11,924,684
Cash and Short Term Investments	<u>27,403,513</u>	<u>23,224,230</u>
<b>Total Cash and Invested Assets</b>	<b>277,439,255</b>	<b>270,211,966</b>
Uncollected Premiums Receivable	17,908,126	15,290,098
Accrued Investment Income	2,088,164	2,123,210
Reinsurance Recoverable on Paid Losses	835,889	1,211,899
Federal Income Tax Recoverable	2,518,176	2,029,614
Net Deferred Federal Income Tax	8,244,696	6,137,209
Other Assets	<u>1,612,658</u>	<u>2,370,176</u>
<b>Total Admitted Assets</b>	<b><u>\$310,646,964</u></b>	<b><u>\$299,374,172</u></b>
<b>LIABILITIES AND POLICYHOLDERS' SURPLUS</b>		
	December 31, 2013	December 31, 2012
<b>Liabilities:</b>		
Reserve for Losses	\$75,883,934	\$78,939,002
Reserve for Loss Adjustment Expenses	16,500,000	17,910,105
Commissions Payable (Including Contingent)	3,940,904	2,835,458
Accrued Expenses and Other Payables	5,287,866	5,018,978
Accrued Taxes, Licenses and Fees	912,218	900,147
Unearned Premiums	66,767,271	63,455,492
Ceded Reinsurance Premiums Payable	1,487,348	6,586,477
Other Liabilities	<u>3,932,089</u>	<u>2,601,304</u>
<b>Total Liabilities</b>	<b><u>\$174,711,630</u></b>	<b><u>\$178,246,963</u></b>
Policyholders' Surplus	<u>135,935,334</u>	<u>121,127,209</u>
<b>Total Liabilities and Policyholders' Surplus</b>	<b><u>\$310,646,964</u></b>	<b><u>\$299,374,172</u></b>

### Direct Written Premiums 2009—2013

2009	\$125,650,297
2010	\$125,539,401
2011	\$122,550,915
2012	\$126,073,050
2013	\$135,030,967

### Policyholders' Surplus 2009—2013



### 2013 Premium Volume

