

P&C Profit Sharing:

<u>Carrier</u>	<u>2021 estimated</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Auto-Owners	\$0 (losses)	\$0	\$15,742	\$58,119	\$0
Citizens	\$0 (losses)	\$0	\$39,169	\$40,567	\$20,585
Pioneer	\$0 (losses)	\$10,599	\$0	\$1,671	\$0
Frankenmuth	\$28,825	\$32,414	\$39,542	\$58,061	\$53,409
Michigan Millers	<u>\$9,325</u>	<u>\$15,875</u>	<u>\$0</u>	<u>\$11,591</u>	<u>\$0</u>
	\$38,150	\$58,888	\$94,453	\$170,009	\$73,994

Eligibility requires a premium volume which exceeds a carrier determined threshold.

Qualification requires premium growth, policy retention and an acceptable loss ratio.

Expense Reimbursement (override):

<u>Carrier</u>	<u>2021 estimated</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
AAIC (PPP)	\$36,500	\$36,970	\$36,257	\$36,445	\$35,726
Frankenmuth	<u>\$16,000</u>	<u>\$15,632</u>	<u>\$16,604</u>	<u>\$16,909</u>	<u>\$17,427</u>
	\$52,500	\$52,602	\$52,861	\$53,354	\$53,153