

KSKJ VOICE

2020 - SPRING EDITION



STRENGTH in **UNITY**



"We are committed to protect our members' assets and, as a fraternal benefit society, we will always be here to help."

A LETTER FROM THE CHAIR

Dear Members and Friends of KSKJ Life:

Each year as we close out the past activities of KSKJ Life, we look back and assess our successes and identify opportunities that might be waiting for us in the future. This year's publication is another proud example of the successful efforts that our organization has experienced for the past several years. The stability of our fraternal society and the success we have endured, favorably position KSKJ Life to face the very uncertain events of the current state of our economy.

This past year we celebrated another historic earmark, our 125th Anniversary as an organization. The focus of serving our members as a fraternal society and providing financial products has never wavered since our inception. There has been a very positive growth trend of membership the past few years and again we experienced it in 2019. Our products and charitable opportunities have been an enticement to potential members. Being a formidable alternative to other fraternal and financial groups has positioned us well to attract members. We are certainly proud of the services we provide and the evolution of our products that help to protect our members. We were there for our members at the beginning and we are here for our members now.

Currently our country, as well as the rest of the world, is experiencing a pandemic crisis the likes of which we have not seen before. There will always be the externalities of life that show up unexpectedly, but nothing so devastating that we haven't been able to quickly assess and overcome. Somehow this time it doesn't seem to follow the usual pattern. Although we will eventually recover and survive this current storm, it is important for our members to know that KSKJ Life is here and watching out for you. We are committed to protect our members' assets and, as a fraternal benefit society, we will always be here to help.

When the year 2020 comes to an end, it will no doubt go into the history books as a time of fear, reflection and a test of our endurance. The KSKJ Life Board of Directors and Home Office are closely monitoring the ongoing economic events. As decisions need to be made, we will remain vigilant and consistent in protecting the future of the organization. We expect that this will be a trying year but are confident that the prudent decision-making of past years will ensure that we emerge stronger and more sustainable. Our KSKJ founders had it right when they chose the motto "Strength in Unity." Together we can get through this. Thank you for being a member of KSKJ Life!

Fraternally,

A handwritten signature in black ink that reads "Rudolph Krasovec, Jr." The signature is fluid and cursive, written in a professional style.

Rudolph Krasovec, Jr.

Chair, KSKJ Life National Board of Directors



Standing (left to right): Philip Hrvatin, Daniel Mihelich, Robert J. Lokar, Jr., Anthony Menart, Daniel Golob, Tony Mravle
Seated (left to right): Julie Schneller, Rudolph Krasovec, Jr., MaryLou Stefanick

KSKJ Life Board of Directors

Chair of Board
 Rudolph Krasovec, Jr.

Vice Chair of Board
 Philip Hrvatin

Chief Executive Officer
 Tony Mravle

Audit Committee Chair
 Anthony Menart

Audit Committee
 Robert J. Lokar, Jr.
 Julie Schneller

Finance Committee Chair
 Daniel Mihelich

Finance Committee
 Daniel Golob
 MaryLou Stefanick

Home Office Executive Committee

Chief Executive Officer
 Tony Mravle

Chief Operations Officer and Business Development
 Stuart Buchanan

Chief Information Officer
 Brian Sharp

Vice President, Marketing and Fraternal Services
 April Sleyko

Advisors to Executive Committee

Director, Agent Sales
 Paul Kaiser

Investment Manager
 Anthony T. Mravle

KSKJ Life Spiritual Advisor
 Rev. Richard W. Gielow C.M.



A MESSAGE FROM KSKJ LIFE'S CEO

In 2019 KSKJ Life celebrated 125 years of service. This is an extraordinary milestone for any organization, and as a member-owned not-for-profit we share the pride of this accomplishment with all our members (insurance and annuity policy holders), families, agents, board of directors, and home office staff.

I'm reminded of lines in the opening section of A Tale of Two Cities – *"It was the best of times; it was the worst of times."*

Over the past 125 years our members fought in wars, suffered genocide, scrapped through depressions, and battled natural disasters. We have celebrated the end of those struggles and beyond – births, baptisms, weddings, and much more.

As an organization, KSKJ Life has endured for more than a century and a quarter for many reasons, including:

- A commitment to our members, core values and faith
- Calm, conservative yet innovative approach to sales and investments and operations
- Managing the present moment while navigating towards a vision for the future

The recent global events that have affected our health and finances are incredibly challenging for everyone. There is a good deal of fear and unknown – how bad will things get? How will it affect me, my family, and my community? How long will it last?

As a stakeholder in KSKJ Life this is one time in the midst of uncertainty that you can take a deep breath with confidence because you made a smart, key decision to do business with KSKJ Life. We have a proven track record of stability and growth and stand by the promise we make to every insurance and annuity policy we have issued.

When this storm passes, there will inevitably be another. While it may be difficult to predict where the storm will come from, rest assured that you have security in the policy you own with us. Please contact us with any questions about your policy or to request information on additional financial products that can help provide security for you and your loved ones. **Our best wishes and prayers to all of you for good personal and financial health this spring.**

Tony Mravle, CEO

"We have a proven track record of stability and growth and stand by the promise we make to every insurance and annuity policy we have issued."

A Time For Prayer

Greetings to KSKJ Life Members. For sure this is a difficult time for all. In the book of Ecclesiastes, we read there is a time for everything . . . This is a time for Trust, Faith and Prayer. We want things to go back to the way they were. We must trust that God told us He would be with us forever.

St. Vincent de Paul said, "The hand of God is always outstretched for those who wish to clasp it."

A simple prayer in these most challenging times . . . Lord, what would I ever do without your support? Take my hand and lead me because so often I don't know where to go or what to do.

Prayers are being said for all KSKJ Life members every day at Mass at the Vincentian Parish Mission Center in Kansas City.

Reverend Richard Gielow, *KSKJ Life's Spiritual Advisor*





KSKJ Life agent and Celebrating Seniors founder Jim F. (left) volunteering at the local community market. Photos: Matt, Inside Edge PR.

STRENGTH in AGENTS

KSKJ Life’s agents play a crucial role in our success as an organization. Whether it’s their commitment to providing the life insurance and annuity products that you need, or contributing to our various charitable campaigns such as Supporting Soldiers and Educational Grants, KSKJ Life agents embody the values that built our foundation: service, empathy and integrity, among others. We consider ourselves blessed to have such knowledgeable and kind-hearted agents representing KSKJ Life.

On Saturday, September 7, 2019 KSKJ Life agent Jim F. from Downers Grove, IL set up a booth at a local farmers market selling doughnuts and coffee to raise funds and awareness for the Celebrating Seniors Coalition, a nonprofit organization he founded that supports seniors in need in the northwest suburbs of Illinois.

"For about five months of the year, the Farmers' Market truly is our community's premier gathering place," said Jim. "We appreciate the partnership of organizations like KSKJ Life that understand the importance of service, particularly to those who need additional support."

Members of the community helped raise over \$3,500 to help support older adults in need and their much-needed programs - here are some examples of what the coalition has already accomplished:

- paid utility bills so people have heat and running water
- purchased mattresses and provided moving services to those in need
- funded refrigerators, washers, hot water heaters, furnaces and air conditioners
- changed locks as a rapid response to keep people safe.

"It's been a pleasure doing business with KSKJ Life because they are a perfect example of stability and consistency. With everything going on in the world right now it's comforting that our clients can sleep well at night with the knowledge that they will have the protection they need because they have placed their trust in KSKJ Life.

What you see really is what you get."

**Jimmy J., - KSKJ Life Agent
Virginia, MN**



Financial Report of KSKJ Life

Periods: December 31, 2019 & December 31, 2018

ASSETS

	12/31/19	12/31/18
Bonds, Preferred Stocks, Common Stock and Other Assets	\$ 486,163,081	\$ 490,507,992
Properties Occupied By Society	\$ 1,251,711	\$ 1,301,901
Certificate Loans	\$ 1,989,991	\$ 1,809,514
Cash	\$ 23,398,402	\$ 12,079,532
Investment Income Accrued	\$ 7,147,241	\$ 7,444,011
Electronic Data Processing Equipment & Software	\$ 418,000	\$ 190,500
TOTAL ASSETS:	\$ 520,368,426	\$ 513,333,450

LIABILITIES, SURPLUS

Reserves-Life, Accident & Health, Annuity	\$ 473,364,881	\$ 466,079,076
Deposit Contracts	\$ 15,970,360	\$ 17,382,994
Refunds Payable	\$ 344,425	\$ 437,045
Other Liabilities	\$ 4,438,216	\$ 3,820,398
Asset Valuation Reserve	\$ 3,966,888	\$ 3,748,420
Interest Maintenance Reserve	\$ 2,574,909	\$ 2,920,519
TOTAL LIABILITIES:	\$ 500,659,679	\$ 494,388,452

SUMMARY OF OPERATIONS

Premiums and Annuity Income	\$ 67,941,722	\$ 54,319,444
Supplementary Contract Considerations	\$ 533,837	\$ 191,145
Net Investment Income	\$ 25,684,473	\$ 25,578,512
Miscellaneous Income	\$ 1,189,527	\$ 1,471,917
TOTAL INCOME:	\$ 95,349,559	\$ 81,561,018

EXPENSES

Certificate Benefits-Life, Accident & Health & Annuities	\$ 70,120,871	\$ 58,305,100
Increase In Reserves	\$ 7,285,807	\$ 6,440,443
General Expenses & Taxes, Licenses & Fees	\$ 8,359,619	\$ 7,375,639
Commissions & Expense Allowance	\$ 7,838,433	\$ 6,508,189
TOTAL EXPENSES:	\$ 93,604,730	\$ 78,629,371

NET INCOME

Net Gain Before Refunds To Members	\$ 1,744,829	\$ 2,931,647
Refunds To Members	\$ (375,906)	\$ (488,124)
Net Gain After Refunds To Members	\$ 1,368,923	\$ 2,443,523
Net Realized Gains/Losses	\$ (418,778)	\$ 36,689
TOTAL NET INCOME:	\$ 950,145	\$ 2,480,212

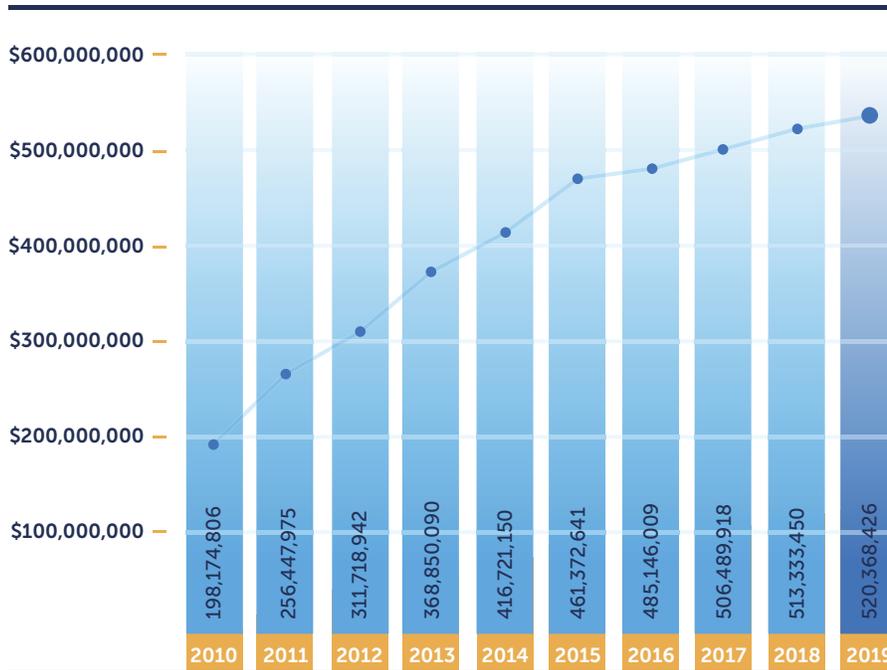
SURPLUS

Prior Year Surplus:	\$ 18,944,998	\$ 16,824,681
Net Income	\$ 950,145	\$ 2,480,207
Miscellaneous Changes	(\$186,397)	(\$359,890)
TOTAL SURPLUS:	\$ 19,708,746	\$ 18,944,998

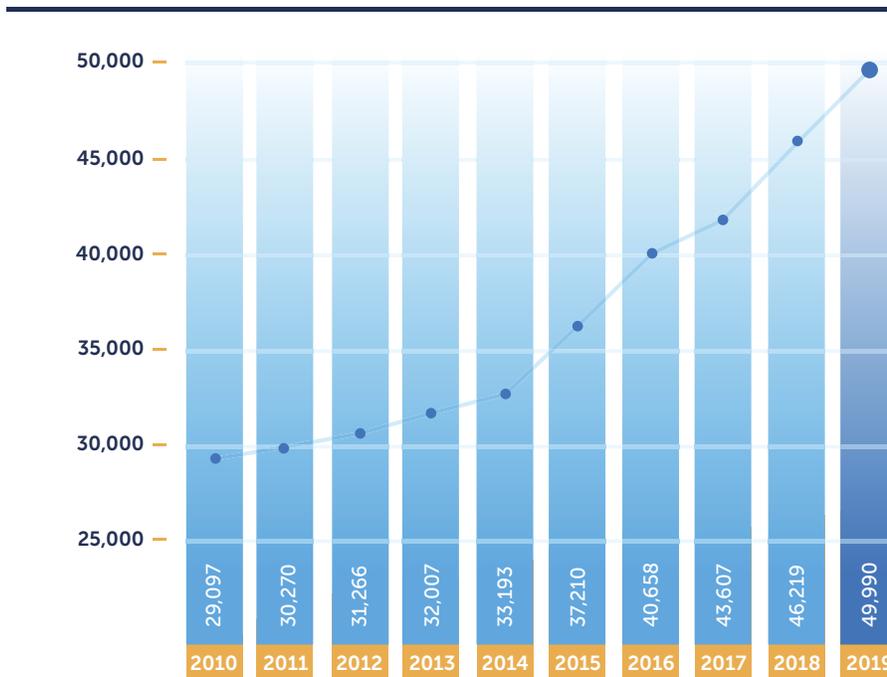
STRENGTH in NUMBERS

Being regulated by various state insurance departments, KSKJ Life is subject to all governance and insurance laws and regulations, the same as other insurers. Our insurance liabilities and benefits are calculated by an independent actuarial firm, and appropriate reserves are set aside as required. Additionally, an independent CPA firm audits KSKJ Life on an annual basis, providing extra assurance that our financial statements are accurate and in compliance.

Total Assets



Total Number of Policies in Force





STRENGTH in PHILANTHROPY

Providing Support to Service Members & Veterans

“Thank you for collecting to get socks to soldiers. My wife and I always keep some new socks in the car. We put a dollar in each pair and give them to homeless people we see in Chicago, some of whom are veterans.”

**Joseph Z., - KSKJ Life member
Chicago, IL.**

The Supporting Soldiers Campaign was created in 2015 as an effort to show our support and gratitude towards our active and retired military and their families. Each December, we choose a charitable organization whose mission is to assist our brave American soldiers. This past holiday season, the military-based charity selected was Operation Care Package, a 501(c)(3) organization dedicated to supporting our Soldiers, Marines, Sailors and Airmen through care packages and letters of encouragement.

For this year’s campaign, we asked for help collecting socks to send to soldiers overseas. We received over 1,075 pairs of socks and monetary donations received were an incredible \$2,665, which the Home Office matched. For each lodge that participated, the Home Office also donated \$50 to Operation Care Package as part of our Charitable Giving program. A total of \$6,480 was presented to this very deserving charity.

Thank you to all our generous members, lodge officers, agents and employees who participated in this year’s Supporting Soldiers Campaign and organized collection drives on behalf of the campaign. Donations were received from high school students, military officers, churches and other fraternal organizations. We loved reading all the heart-felt stories from those who have a personal connection to the cause. Another military-based charity will be selected for our Supporting Soldiers Campaign next Christmas season. Suggestions are welcome if you have a military-based charity in mind. Please email fraternal@kskjlife.com with your recommendation.

SUPPORTING SOLDIERS

Since this program’s inception, over \$18,000 has been raised for military-based charities.

Years	Donations from Members	Total Funds Donated to Charity
2015	\$0.00	\$850.00
2016	\$646.00	\$2,492.00
2017	\$1,506.25	\$3,012.50
2018	\$2,116.00	\$5,232.00
2019	\$2,665.00	\$6,480.00
2020	\$6,933.25	\$18,066.50

STRENGTH in UNITY



Uniting to Fight Hunger Campaign

As a fraternal benefit society, KSKJ Life has been offering community outreach and charitable support for members and their communities since 1894. We want to ensure that every person and child can access the food they need by supporting our local food banks. During these difficult times, families struggling with food insecurity are relying on food banks more than ever to help put food on the table. Feeding America estimates the coronavirus crisis could mean a 46% increase - that's 17.1 million - at risk of hunger.

That's why KSKJ Life is starting a Uniting to Fight Hunger Campaign to benefit Feeding America and support the communities where our members live.

KSKJ Life will match donations collected up to \$5,000 total through June 12, 2020.

Join us in helping those in need during this especially critical time. Whether you can donate a little or a lot, your contribution will have an incredible impact!

Visit kskjlife.com/fighthunger to donate today.



STRENGTH in COMMUNITY

KSKJ Day - A Day to Give Back

Giving back has always been at the heart of who we are as a fraternal benefit society. Each year we celebrate "KSKJ Day", a day dedicated to helping our communities. Over Memorial Day weekend in 2019, KSKJ Life sponsored a grocery truck through Feeding America food banks to benefit Midwest Veterans Closet, a Northern Chicago-based charity that supports veterans. Local KSKJ Life members and staff helped pass out groceries for veterans, active military and their families. In just two hours, volunteers helped provide groceries for 323 military heroes, of which 103 were under the age of 18.

STRENGTH in COMMUNITY

10 Ways to Help Your Community

Part of our mission as a fraternal benefit society is to help out those around us when they need it most. During this pandemic, we have seen countless ways people are stepping up to give aid to those most affected, such as patients, healthcare workers, nursing homes residents and those who are struggling financially. We will continue to share ideas, resources and feel-good stories through our monthly e-newsletter The KSKJ Buzz and on our Facebook page on ways our members are helping out - and how you can too! Below are 10 ways you can still embrace our mission and give back to your local community from the comfort of your home during this time.

- 1. Check in With Your Neighbors - Especially Those Most At-Risk** - Call to check in with your relatives and neighbors who might be more at-risk. If you are healthy and can make the trip, see if you can pick them up groceries, medicine or other essential needs. Some volunteers are even "adopting" seniors who are most vulnerable or setting up their own micropantries in their yard so others can take what they need. In addition, Nextdoor - an online community of your own local neighbors - has introduced the Help Map - an interactive map of your area where neighbors can mark themselves as someone who can pitch in for those who need help. Add yourself to the Help Map and share how you can help support others in your area.



- 2. Make Masks for Hospital Staff and Front-Line Workers** - Many communities are experiencing a shortage of face masks and other protective gear to help in the fight against the coronavirus. Check to see if a hospital or charity near you is collecting masks before you begin. There are several tutorials available on YouTube that teaches how to sew them.
- 3. Support Your Local Food Bank** - (or support KSKJ Life's fundraising campaign for Feeding America - see page 9) With the increase in unemployment, many people are now depending on their local food banks more than ever before. Check with your local food pantry or through organizations like Feeding America and Family-to-Family, and donate food or money if you can.



- 4. Help Set up Technology for Those Who are Homebound** - Technology can go a long way to ease the loneliness of being stuck at home to avoid coronavirus exposure. If you're technologically savvy, offer to help a neighbor, friend or relative get set up streaming, video chat apps, or telemedicine visits or offer to help troubleshoot if they're having problems.
- 5. Donate Blood** - Blood supplies are critically low due to the cancellation of many drives, and donated blood is crucial for patients who need surgery, suffer severe injuries or are fighting cancer. If you are healthy, consider setting up a virtual drive through the American Red Cross.

6. Engage in Online Storytelling - If you are an educator or just enjoy storytelling, you can organize a Facebook event and read to kids online. Many celebrities are already reading for kids through a new initiative by Save The Children, which also provides books and food for kids affected by coronavirus.



7. Send a Handwritten Card - Lots of people are becoming "Pandemic Pen Pals" so it's a great opportunity to get back to the basics! Love For the Elderly is an organization that accepts handwritten letters for nursing home residents and other elders who need extra support during this time.

8. Send a Virtual Card- Send a virtual card to elderly neighbors who are in quarantine or socially distancing. Or set up a Skype Call, Google Hangout or Zoom video chat to keep in touch with your loved ones.

9. Support Local Restaurants - Many restaurants still offer food delivery and carry-out options. Show your support for restaurant workers by purchasing a gift card to use later and continue supporting local businesses.

10. Raise Funds or Donate for a Worthy Cause - Set up an online fundraiser for a local charity or one that holds dear to your hearts, such as the American Red Cross, No Kid Hungry or Meals on Wheels. Or consider crowdfunding for employees of a local restaurant or store that had to close due to the coronavirus, or for neighbors/ loved ones out of work.



STRENGTH in FRATERNALISM

Giving back and practicing philanthropy has always been a key focus of KSKJ Life's mission. In order to promote this across the nation, KSKJ Life lodges have helped raise funds for various organizations, charities or families in need within their local communities. Donations are then matched by the KSKJ Life Home Office through the Matching Funds Program.

In collaboration with other non-profit groups, KSKJ Life has donated over \$3.5 million since 1994 to benefit charitable organizations, churches and schools. In 2019 alone, KSKJ Life lodges helped raise over \$441,925 for charity, with the Home Office matching over \$75,570.



Lodge 115 - Kansas City, KS

Last summer, St. Veronica Lodge #115 from Kansas City, KS partnered with the local Police Athletic League to hold a Slovenian Wine Tasting and 50/50 raffle Matching Funds Event. The mission of the Police Athletic League of Kansas City is to offer youth the opportunity to interact with police officers in a positive setting while participating in cultural, mentoring and sports programs with the main emphasis being placed on academics. Partnering with another organization lead to a very successful fundraiser, with over 160 local members and guests attending to help raise nearly \$5,000 for this fantastic organization.



Lodges 146 & 150 - Cleveland, OH

KSKJ Life Lodges #146 and #150 from Cleveland, OH teamed up with VeloSano for a fundraising bike ride in July 2019. VeloSano is a year-round, community-driven fundraising initiative to support lifesaving cancer research at Cleveland Clinic. Since the inaugural ride in 2014, more than \$21 million has been raised and 100% of those funds are hard at work in the fight against cancer. Several members from KSKJ Life Cleveland lodges participated in the bike ride itself and plan to continue to do so in the future. \$3,650 was presented to this life-saving organization on behalf on KSKJ Life.

Stepping Up Program

The Stepping Up Program will return this fall! Stay tuned for more details about this KSKJ Life program designed to encourage physical activity for all of our members. We look forward to Stepping Up with you!

KSKJLIFE

STEPPING

UP

a better you

a better future

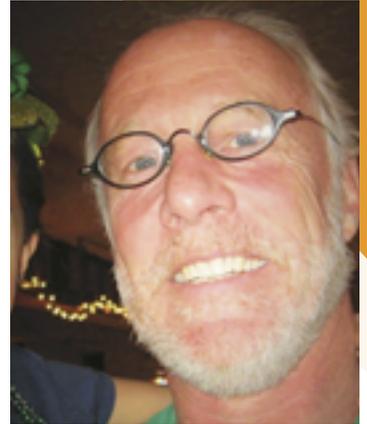
STRENGTH in SERVICE

National Recognition

As a member-owned not-for-profit organization, some of our values include stewardship, empathy and integrity. We commend our members who reflect this mission by recognizing two deserving individuals each year who go above and beyond for their communities and fellow members.

National Service Award Winner – Gary Sackman

Gary Sackman was chosen for KSKJ Life's 2019 National Service Award. Gary belongs to St. Joseph Lodge #53 in Waukegan, IL. Gary has spent his life impacting the local community through his generosity and kindness. From donating winter clothes and Thanksgiving turkeys to families in need, to offering pro bono services through his work as a financial adviser, Gary is always on the lookout for ways to make his hometown of Waukegan a better, more enjoyable place to live. Gary is involved in several charitable organizations, but the majority of his attention and efforts are aimed towards helping children with cancer. He does this through a deep involvement with the St. Baldrick's Organization. St. Baldrick's raises money to fund life-saving cancer research in the severely underfunded area of childhood cancers. Gary has been involved with the St. Baldrick's charity for over 10 years now, and along with his family has helped raise over \$65,000 to support their mission. Gary is also instrumental in helping the charity host their annual head shaving event by donating and gathering items for the silent auction. Gary shaved his head with St. Baldrick's on March 7 to raise money for lifesaving research to find cures and better treatments for kids.



National Lodge Person of the Year – Joanna Pucel

Joanna Pucel was selected for KSKJ Life's 2019 National Lodge Person of the Year. Joanna belongs to St. Stephen Lodge #197 in St. Cloud, MN. As an active lodge member, Joanna has served as the lodge's Vice President for several years. Fellow lodge officers describe her as an instrumental member who can be relied on to take charge and help out at any given time. This past year, Joanna took the lead in organizing and raising funds for the 8th Annual Stearns Bank Mended Hearts Golf Tournament held in Sartell, MN, a charitable event that raised awareness and funds for heart disease. Joanna also was pivotal in several other fundraisers in 2019 and was provided great assistance for her lodge's Slovenian History Project. A former professor at St. Cloud State University and past president of American Association of University Women, Joanna is very active in her community and routinely volunteers on church committees and the State Board representing MN colleges and universities. She created the Mended Hearts Chapter 10 cardiac support group in St. Cloud 35 years ago and helps distribute AED's and Safe Stations across the St. Cloud region. She chose to dedicate her NLPTY award money to Pathways 4 Youth, a local resource center for youth experiencing or at risk of homelessness.



STRENGTH in PRODUCTS

MyLIFE Series

WHOLE LIFE INSURANCE

At **KSKJ Life**, we've helped members protect their families since 1894. We know that everyone's situation and budget is different – that's why we created our MyLIFE Series of Whole Life Insurance Products.

Our **10-Pay, 20-Pay and Continuous Pay Whole Life Products** offer two plan options:

- **MyLIFE Plus** - This plan includes all of our whole life guarantees and features, **PLUS DIVIDENDS***
- **MyLIFE Secure** - This plan includes all of our whole life guarantees and features with **LOWER PREMIUMS (No anticipated dividends*)**



CALL 1-800-843-5755
VISIT ksklife.com

**Dividends are not guaranteed. KSKJ Life Insurance Products subject to underwriting.*

KSKJ Life, American Slovenian Catholic Union is an Illinois fraternal benefit society located at 2439 Glenwood Ave., Joliet, IL 60435.



BE PREPARED FOR LIFE'S MOMENTS

As your life changes, so should your life insurance. KSKJ Life's MyLIFE series can help keep your lifestyle and family secure – no matter what stage of life you're in.

Meet Jack...

When Jack was born, his grandparents purchased him a **MyLIFE Secure** 20-Pay Whole Life policy.

At age 25, Jack's grandparents decided it was time to transfer ownership of the policy to Jack. By this time, the policy has started to accumulate some cash value.

At age 30, Jack got married and increased his life insurance coverage with a **MyLIFE Plus** Continuous Pay Plan to provide protection for his wife, naming her the new beneficiary. He also purchased a **MyLIFE Plus** 10-Pay for his new bride.

At age 35, Jack and his wife welcomed twin boys to their family. He bought a new home and increased his coverage once again. He also purchased a **MyLIFE Secure** 10-Pay for each of his baby boys.

At age 55, Jack paid off his mortgage and now looks forward to retiring in the next few years. He opts to use his accumulated cash value to pay his remaining premiums.

Be like Jack and connect with KSKJ Life to ensure you're receiving the proper coverage for your stage of life.




125 Years Strong

2019 marked the 125th Anniversary of KSKJ Life. The year was full of celebrations, paving the path for a strong future.

A national event was held on August 17, 2019 in Joliet, IL where KSKJ Life's roots are and where its Home Office is still located. Approximately 200 guests enjoyed an evening filled with music, merriment and memories.





2439 Glenwood Ave,
Joliet, IL 60435



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YOUR COMMUNITY CONNECTION

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KSKJ Life, American Slovenian Catholic Union, is an Illinois Fraternal benefit society located at 2439 Glenwood Ave, Joliet, IL 60435. V 2019 – 04.2020