

CSA's Management Team Has Increased Investments Portfolio By \$5 Million Since 2009



*Brian Miller,
CSA Executive
Secretary/Treasurer*

Dear Brothers and Sisters,

We are having another great year financially; we are showing roughly \$500,000 in operating income through November 30 and hope to have a strong December to add to it. We have had a lot of positive things go on with our Society this year and I feel with all of the strides we have made this year that we will have an outstanding 2011.

We are in the final stages of offering our new Medicare Supplement program with Hannover Re, we have made a drastic turn-around in our Investment Portfolio this year, and we are continuing to look at new innovative ways to improve the profitability of our Society.

Our new Medicare Supplement program will be centralized primarily in the Midwest and potentially in the other remaining states after we get it up and running. As I have discussed in previous articles, this program could yield tremendous profits to add to our already very effective operating income. By adding additional income, it gives our Society more flexibility in offering new products to our membership.

Our Investment Portfolio at the end of 2009 was basically \$3,000,000 in the red and through November of this year we are in the money by roughly \$2,000,000. This is basically a \$5,000,000 turn around and shows the amount of dedication your current management team has to make this company as competitive as possible in the market place.

National Fraternal Congress Votes For Name Change

The National Fraternal Congress of America (NFCA) headquartered in Oak Brook, Ill., voted unanimously to change their name to the American Fraternal Alliance. The vote took place on September 11, 2010 at their annual meeting. The name change goes into effect January 1, 2011. The NFCA Board of Directors felt the name "Alliance" better describes their organization than a set of initials.

This alliance unites 69 not-for-profit fraternal benefit societies in all 50 states, the District of Columbia and Canada. The Alliance will represent nearly 9 million fraternalists, making it one of America's largest member-volunteer networks. Fraternal benefit societies such as CSA provide leadership, social, scholarship, and volunteer/service opportunities.

Our management team is continually looking at new innovative ways to improve our Society and add to its profitability. Two key components to this are currently underway with the Federal Home Loan Bank of Chicago and Marquette Bank. We are working with the Federal Home Loan Bank to borrow money at a very low interest rate and to reinvest it at a greater interest rate. This could potentially yield our Society an additional \$300,000 in annualized income over the next year. Also, we are working with Marquette Bank in a Sale/Lease-Back transaction that could grow our capital position by \$225,000. These are a couple of examples of how we are continually looking at new ways to grow our Society.

I would like to wish everyone a very Happy New Year and a blessed year in 2011.

*Fraternally, Brian Miller
CSA Executive Secretary/Treasurer*