



From the President's Desk



Steve Knutson

Following a profitable year in 2024, RAM has maintained strong operating performance through the first quarter. This winter was relatively mild, with intermittent cold snaps but low snowfall totals. With less snow accumulation, we're hoping for steady, soaking rains this spring to restore moisture levels and reduce fire risk ahead of green-up.

The lower snowfall has also minimized the usual winter-related risks, such as structural collapses and ice dams. However, despite below-average snow, we have still seen our share of ice- and snow-related automobile accidents, though workers' compensation claims for slip-and-fall incidents have been fewer.

For the first two months of 2025, RAM estimates a pre-tax profit of approximately \$5 million, providing a solid financial cushion. March has also seen strong operating performance, though the massive storm system that passed just south of us on March 14 was a close call. Severe convective storms, along with wind and hail damage, impacted our neighboring states of Iowa and Wisconsin. Hopefully, we can steer clear of these early spring storms.

RAM processed 764 direct lines claims in January and February, a decrease from the 983 recorded during the same period in 2024. Additionally, our member companies assumed reinsurance business has seen favorable results so far in 2025. Collectively, our membership incurred five recoverable reinsurance claims in the first two months of the year, up from four in 2024. Of these, four impacted Layer 1, with estimated losses of \$515,000, while three extended into Layer 2, totaling an estimated loss of \$403,800. The claims included three dwelling and contents fires, one farm outbuilding and UFPP fire, and one UFPP hay fire.

In the first two months of 2025, our insurance premium in force grew by 4.1 percent, while our total policy count declined by 335 through February. This includes a decrease of 364 policies in Minnesota, partially offset by an increase of 29 in North Dakota. With more controlled growth and a surplus increase in 2024, we are currently reassessing our growth restrictions. Additionally, we anticipate a rise to our assumed reinsurance premiums due to elevated exposure. As of now, we reinsure 51 member companies, down from 53, following two mergers that took effect on January 1, 2025.

Our membership demonstrated strong support for RAM in 2023 and 2024 by fully purchasing our \$15 million offering of guaranty fund certificates. At our March board meeting, the board of directors approved the payment of all outstanding interest for 2022, 2023, and 2024. We are now awaiting approval from the Minnesota Department of Commerce to distribute these interest payments. A heartfelt thank you to our member companies for their continued support of RAM!

On behalf of the RAM board of directors and staff, I want to express my sincere appreciation to our member companies, agents, and policyholders for your unwavering support.

This will be my final message in *RAMdom Thoughts* as President and CEO. It has been my pleasure working alongside so many wonderful people over the years. May God continue to richly bless each one of you.



94th ANNUAL MEETING

WEDNESDAY | APRIL 9, 2025

Holiday Inn & Suites - St. Cloud, MN

9:00 am

Registration with coffee, tea, and rolls.

10:30 am

Josh Lowe

RAM Mutual Insurance

12:00-noon

Be our guest for lunch.

1:00 pm

Annual Financial Report

Jim Williams

Vice President of Accounting and Treasurer

RAM Mutual Insurance

President's Report

Steve Knutson

President and CEO

RAM Mutual Insurance

This is a great opportunity to be directly involved in your reinsurance company; please invite your officers, directors, and staff to attend this event.



An election will be held during the business meeting to fill three positions on our board of directors whose terms will expire this year. There are four nominees for the three director positions.

Mutual Merger

Congratulations on the successful merger of Sverdrup Mutual Insurance Company and Prairie Pine Mutual Insurance Company, effective January 1, 2025.

Following the merger, the combined entity will operate under the name Prairie Lakes Mutual Insurance Company, maintaining the location in Underwood, MN.



PRAIRIE LAKES
MUTUAL INSURANCE COMPANY

BG Bray-Gentilly
Mutual Insurance

Celebrating 125 Years

MARSHALL
COUNTY
MUTUAL
INSURANCE COMPANY

Congratulations to Bray-Gentilly Mutual & Marshall County Mutual for reaching the impressive milestone of 125 years in service. The company's longevity is a testament to their ongoing commitment to meeting the insurance needs of Minnesotans.

Customer Kudos

TCI Insurance



TCI Insurance is a locally owned, full-service independent insurance agency dedicated to protecting clients since 1985.

Built on a strong foundation of values, they are a team-oriented, client-focused, family-owned business driven by an entrepreneurial spirit and a genuine commitment to their employees, clients, and community.

TCI's vision is to set the standard of excellence for independent insurance agencies by exceeding client expectations and fostering an exceptional workplace. Their mission is to safeguard clients' assets and provide peace of mind.

Committed to delivering financial security and protection for both today and future generations, TCI upholds honesty, sound judgment, and strong relationships through efficiency and open communication.

With convenient locations in West Fargo, Wimbledon, and Jamestown (opened in 2024), North Dakota, TCI takes a personalized approach—analyzing policies, reviewing claims, and truly listening to customers—rather than offering one-size-fits-all solutions.

Thank you, TCI Insurance, for your partnership and representing RAM. We are excited about working with you long into the future!

New & Retiring Managers



Tanya Kort

Tanya Kort became the manager of Oscar Parke Mutual in Rothsay, MN, on January 15, succeeding Lori Anderson. Lori managed the mutual since 1993 and previously served as the office secretary and assistant manager for nine years.

Chad Ste. Marie began managing Bray-Gentilly Mutual in Thief River Falls, MN, on February 1. He replaced Deb Liden, who managed the mutual for 27 years.

Congratulations and welcome to Tanya and Chad in your new roles. A heartfelt thank you to both Lori and Deb for your many years of dedicated service as mutual managers and for your loyal support of RAM.



Lori Anderson



Chad Ste. Marie



Deb Liden

MAFMIC Convention Held

Congratulations to Chairperson Vicki Hongerholt, the MAFMIC staff, and the Education and Convention Committees for providing delegates and guests with an interesting and informative convention. This year's convention had a western theme and was hosted from February 2-4 at the Viking Omni Lakes in Eagan, MN.

RAM was pleased to join MAFMIC in hosting the Tuesday luncheon. This year's luncheon featured speaker was David Horsager.

RAM is proud to extend our ongoing support to the newly elected Executive Committee: Roger Miller, chairman; Brad Kullot, chairman-elect; Steve Schwieters, vice-chairman; Jim Williams, secretary/treasurer; and Vicki Hongerholt, immediate past-chairman.



Steve Knutson & David Horsager



*Back: Dean Kerfeld, Jay Kleven, Jim Williams, Angie Salmi, Justin Pape, Tony Hughes, Amy McCarthy, Scott Thole, Colin Emans
Front: Missy Romano, Josh Lowe, Lindsey Abrahamson, Steve Knutson, Lia Pelletier, Tim Spreiter*



Josh Lowe, Jenny & Steve Schwieters, Dan Rupp, Vicki & Randy Hongerholt



Dean Kerfeld & Angie Salmi



Steve Knutson & Josh Lowe



Colin Emans



Justin Pape & Missy Romano



Dan Rupp, Kari & Steve Knutson

Spring Agents' Meetings

Register Online
Click [HERE!](#)

RAM will be hosting four, half-day agents' meetings followed by a virtual offering this April.

The topics for this year encompass the latest updates on RAM's auto, personal, and commercial programs, along with a comprehensive company update. Additionally, updates from both the Claims and Information Technology Departments will be discussed.

All five meetings will offer two continuing education credits for the below topics:

General Risk Management: General Hazards while Conducting Onsite Surveys

Dean Kerfeld, Director of Risk Management

The Rising Costs of Insurance: An Overview of Monetary Pressures

Tony Hughes, Manager of Claims Department

Monday, April 21, 2025

Courtyard by Marriott | Mankato, MN

12:30 pm - 4:30 pm

Registration and Lunch 12:30

Tuesday, April 22, 2025

The Park Event Center | Waite Park, MN

8:30 am - 12:30 pm

Registration 8:00; Lunch 12:30

Wednesday, April 23, 2025

Holiday Inn | Bismarck, ND

8:30 am - 12:30 pm

Registration 8:00; Lunch 12:30

Thursday, April 24, 2025

Alerus Center | Grand Forks, ND

8:30 am - 12:30 pm

Registration 8:00; Lunch 12:30

Tuesday, April 29, 2025

Virtual via Zoom | MN & ND

8:30 am - 12:30 pm

RAM MUTUAL INSURANCE

JUNE
18
Wednesday

GOLF
OUTING

Blackberry Ridge Golf Course

3125 Clubhouse Road | Sartell, MN

REGISTRATION LINK WILL EMAIL SOON

\$50

INCLUDES: GREEN FEES & CART
GRILLED BUFFET LUNCH
TWO BEVERAGES
APPETIZERS
GOLF BALLS
GOLF GIFTS & PRIZES

TOP 50 PRODUCERS

On behalf of RAM, a sincere thank you to our "TOP 50" agencies as well as each and every agency who places business with us. Your partnership is appreciated!

- 1 North Risk Partners, LLC, St. Cloud & affiliates
- 2 Heritage Insurance Services, Wishek & affiliates
- 3 World Insurance Associates, LLC, Fargo
- 4 IP Insurance Agency, LLC, Edgeley/Hunter
- 5 Ihry Insurance Agency, Inc., West Fargo
- 6 Insurance Avenues, Avon & affiliates
- 7 Beyer Insurance Agency, Wahpeton
- 8 Henke Insurance, Hutchinson
- 9 Princeton Insurance Agencies, Princeton & affiliates
- 10 Walock-Johnson Insurance, Inc., Lisbon & affiliates
- 11 Dale E. Schmidt Agency, Bemidji
- 12 Center Insurance Solutions, Litchfield & affiliates
- 13 Strand & Marcy Insurance Agency, Inc., Comstock
- 14 Dak Insurance Agency, Beach
- 15 C & H Insurance, East Grand Forks
- 16 Salmonson Insurance Agency, Mora
- 17 Billmark's Lakes Area, Alexandria/Sauk Centre
- 18 Insurance Brokers of MN, Inc., Anoka & affiliates
- 19 Range Reliable Agency, Inc., Virginia & affiliates
- 20 The Insurance Shoppe, Foley & affiliates
- 21 Boesch-CRT Insurance Agency, Amboy
- 22 Choice Insurance, A Vizance Company, Fargo
- 23 Ness Agency, Inc., St. James/Odin
- 24 Insurance Partners, Inc., Morris
- 25 Miller-Hartwig Insurance, Lakeville
- 26 Hanneken Insurance Agency, Inc., Little Falls & affiliates
- 27 Zachman Insurance Agency, Inc., St. Michael
- 28 Assured Partners of MN, LLC, Rochester
- 29 Security State Agency, Scandia
- 30 BBH Insurance, Inc., Stanley
- 31 RJR Faribo Insurance Agency, Faribault
- 32 Knakmuhs Agency, Storden
- 33 North Country Insurance, Roseau
- 34 George H. Altmann Agency, New Ulm
- 35 Agassiz Insurance Group, Greenbush & affiliates
- 36 Claremont Insurance Agency, LLC, Claremont
- 37 Borderland Insurance Agency, International Falls
- 38 Jordan Agency, Inc., Jordan
- 39 Insurance Services Plus, Inc., Lake Crystal/Madelia
- 40 Dan Solheid Agency, Belle Plaine
- 41 Krage Insurance Agency, Inc., Lanesboro
- 42 Moorhead Insurance Agency, Inc., Moorhead
- 43 Americana Insurance Agency, Danube
- 44 Security State Agency, Oklee & affiliates
- 45 Christensen Group, Inc., Waite Park/Monticello
- 46 Town & Country Insurance, Finlayson & affiliates
- 47 Dombrovski Insurance Agency, LLC, Paynesville
- 48 Bremer Insurance Agencies Inc., Lake Elmo & affiliates
- 49 Larson Insurance, Alexandria & affiliates
- 50 Hermann Insurance Services Inc., North Branch

TOP 25 PACKAGING AGENCIES

On behalf of RAM, a sincere thank you to our "TOP 25" producers of business written in partnership with Minnesota township mutuals on Farm Partner and homeowners lines. We appreciate each and every agency's support of RAM and the Minnesota township mutuals. Your partnership is appreciated!

- 1 North Risk Partners, LLC, St. Cloud & affiliates
- 2 Insurance Avenues, Avon & affiliates
- 3 Henke Insurance, Hutchinson
- 4 Boesch-CRT Insurance Agency, Amboy
- 5 Princeton Insurance Agencies, Princeton & affiliates
- 6 George H. Altmann Agency, New Ulm
- 7 Insurance Partners, Inc., Morris
- 8 Dale Schmidt Agency, Inc., Bemidji
- 9 Ness Agency, Inc., St. James/Odin
- 10 Insurance Services Plus, Inc., Lake Crystal/Madelia
- 11 Range Reliable Agency, Inc., Virginia & affiliates
- 12 Salmonson Insurance Agency, Mora
- 13 Assured Partners of MN, LLC, Rochester
- 14 Dan Solheid Agency, Belle Plaine
- 15 RJR Faribo Insurance Agency, Inc., Faribault
- 16 Jordan Agency, Inc., Jordan
- 17 Security State Agency, Scandia
- 18 Charlie Sticha Insurance Agency, LLC, Webster
- 19 Krage Insurance Agency, Inc., Lanesboro
- 20 Claremont Insurance Agency, LLC, Claremont
- 21 Center Insurance Solutions, Litchfield & affiliates
- 22 Strand Insurance Agency, LLC, Dawson
- 23 Community Insurance Agency, Lafayette/Gaylord
- 24 Insurance Brokers of MN, Inc., Byron & affiliates
- 25 Security State Agency, Oklee & affiliates

TOP 15 GENERAL AGENCIES

On behalf of RAM, a sincere thank you to our "TOP 15" general agencies and all township mutuals that partner with us in writing our farm and homeowners programs. Your partnership is appreciated!

- 1 Mid-Minnesota Mutual, Sartell
- 2 New Sweden Mutual, Nicollet
- 3 McPherson Minn Lake General Agency, St. Clair
- 4 Albany General Agency, Albany
- 5 Delaware General Agency, Herman
- 6 MinnValley Mutual, Blue Earth
- 7 Southeast Mutual General Agency, St. Charles
- 8 New Prague-Ceska-Louisville Mutual, New Prague
- 9 Dakota-Stanton Mutual, Farmington
- 10 Redwood County Farmers Mutual, Lamberton
- 11 Unity Insurance Services, Cold Spring
- 12 Manchester General Agency, Manchester
- 13 Holmes City General Agency, Alexandria
- 14 New Munich General Agency, Sauk Centre
- 15 Lac Qui Parle General Agency, Dawson

Staff News

New Hire



Scott Aberle Joins RAM

Scott joined RAM on March 10 as Senior Field Property Adjuster. He has a diverse background in property claims adjusting working with Heinrich and Company, Nodak, and USAA. Scott will be handling property claims in North Dakota.

Scott lives in Minot, ND with his wife Linnzi and their children.

Welcome, Scott!

Employee Accomplishments

Congratulations to the employees below who successfully completed the listed courses.

Matt Jaskowiak

AINS103: Exploring Commercial Insurance

Alex Johnson

API321: Effectively Managing a Personal Lines Portfolio

Jay Kleven

ARe322: Developing and Executing Treaty Reinsurance Contracts

Megan Bartell

AINS102: Understanding Personal Insurance

With this course completion, Megan earned her Associate in Insurance

Angie Salmi

ACRM401: Effectively Managing Cyber Risk

ACRM402: Successfully Implementing Cyber Coverages

ARM400: Risk in an Evolving World

With these courses completion, Angie earned her Associate in Cyber Risk Management.

RAM Gives

RAM's Community Involvement Committee provides opportunities for staff to participate in community outreach and involvement; read on for highlights of some of the committee's recent activities.

Second Harvest Backpack Program

Each month during the school year, RAM employees volunteer their time to assist in packing backpacks with food sourced from the Second Harvest Food Bank. These backpacks are then distributed to local children who benefit from federally subsidized school breakfast and lunch programs but may lack access to food during the weekends.



Jen Beck, Janelle Hennen, Katie Iverson

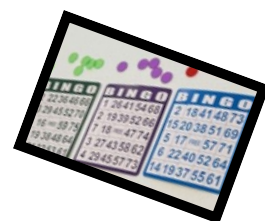
Annual Lumberjack Blue Jean Ball



RAM donated a Vikings-themed basket to the silent auction at the 23rd Annual Lumberjack Blue Jean Ball. The basket included a football autographed by CJ Ham, a Vikings t-shirt, and various other football-related items. Proceeds from the event support the Cloquet Educational Foundation, which upholds academic excellence in Cloquet Schools by funding innovative programs, initiatives, and learning opportunities that enrich student education both inside and outside the classroom.

Bingo Fundraiser

RAM staff enjoyed an afternoon of bingo and fundraising in support of the Salvation Army Christmas Toy Drive. Each year, RAM proudly contributes to the toy drive in memory of Sue Wischnewski, whose dedication to collecting toys and gifts helped brighten the holidays for local families in need.



Esko School Plastic Drive

RAM is actively gathering plastic bags, plastic wrap, plastic shipping envelopes, and similar items for Esko Schools. The school has joined the [NetTrex Recycling Challenge](#), aiming to secure a Trex Bench as the prize. RAM's efforts have resulted in the collection and donation of 10 large garbage bags filled with plastics.



THANK YOU

to RAM's Community Involvement Committee
for your dedication and commitment to
community engagement.

Lindsey Abrahamson	Amy Raisanen
Haley Lunde	Danielle Schaub
Cheri Olson	Jill Skowlund
Loretta Peterson	

Upcoming Events

RAM Annual Meeting

April 9 | Holiday Inn & Suites | St. Cloud, MN

Spring Agents' Meetings

April 21 | Courtyard by Marriott | Mankato, MN

April 22 | The Park Event Center | Waite Park, MN

April 23 | Holiday Inn | Bismarck, ND

April 24 | Alerus Center | Grand Forks, ND

April 29 | Virtual via Zoom

RAM Golf Outing

June 18 | Blackberry Ridge Golf Course | Sartell, MN

NAMIC Annual Convention

September 28 - October 1 | Manchester Grand Hyatt | San Diego, CA

RAMdom Thoughts is published by



RAM MUTUAL INSURANCE

for its Member Companies & Agents

Inquiries should be addressed to:

RAMdom Thoughts, "RAM"

PO Box 308 | Esko, MN 55733

(218) 879-3321 | (800) 727-1315

general@rammutual.com

Fax: (218) 879-7097

rammutual.com

Claims

claims@rammutual.com

Fax: (218) 879-1644

Auto

auto@rammutual.com

Auto (UW) Fax: (218) 879-2948

Commercial Lines

commercial@rammutual.com

Fax: (218) 879-0904

Personal Lines

personal@rammutual.com

Fax: (218) 879-3403

2025 Office Closures

RAM's office will be closed the following days:

Holiday

Good Friday afternoon

Memorial Day

Independence Day

Labor Day

Thanksgiving Day

Friday following Thanksgiving

Christmas Eve afternoon

Christmas Day

New Year Eve afternoon

Observed

Friday, April 18 (12 pm - 4:30 pm)

Monday, May 26

Friday, July 4

Monday, September 1

Thursday, November 27

Friday, November 28

Wednesday, December 24 (12 pm - 4:30 pm)

Thursday, December 25

Wednesday, December 31 (12 pm - 4:30 pm)