



**MICHIGAN MILLERS**  
**INSURANCE**

*Backing the Best in Business*

April 13, 2018

VTC Insurance Group  
1175 W Long Lake Road, Ste. 200  
Troy, MI 48098

Gentlemen,

Congratulations! It's my pleasure to inform you that VTC Insurance Group has been named Michigan Millers Agency of the Year for 2017! This award is based on your 2017 overall results and partnership in six areas – Written Premium (Over \$1.5m); Growth (Over 12%); New Business (Over \$300k); Loss Ratio (Under 40%); Contribution to Profit; and, probably the most important area, the unanimous recommendation of your Michigan Millers team.

Michigan Millers has made some excellent progress over the past few years in all areas. We're growing at a pace well above the industry, have added to surplus, strengthened our already redundant bulk reserves and are posting combined ratios in the 90's. VTC is a significant contributor to these results and supported us when we needed you most. You are now as our sixth largest agency with just over \$2m in DWP. Last year you grew by 15% with \$524k in new business primarily out of Farmington Hills and posted a 14% Loss Ratio.

On behalf of the Michigan Millers team, we couldn't be more proud and pleased to be associated with VTC and have you be recognized as our Agency of the year.

Let's find a convenient time in the next month or for a few of us to visit in your office with a small token of our appreciation. I also know that the agency is involved with several charitable organizations and we've participated with you in the golf outing for Boys and Girls Club of Southeast Michigan in the past. In recognition of your achievement with us we'd like to increase our financial participation with you this year and will work out the details when you begin the planning process.

Thank you all very much for your support and partnership. You had an outstanding year and we look forward to continued growth and mutual success in the future!

Best Regards,

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