



# Technology Strategies to address Statutory Reporting Challenges

June 2025

# Speakers



**Burch LaPrade**  
CEO



Burch LaPrade leads the company’s strategy as well as overseeing the organization’s operations. Gain Compliance leverages a semantic modeling approach to solve the hard problems of data meaning and consistency across the enterprise.

Previously Burch worked on a pure startup, a turnaround, and a late-stage enterprise; each of these endeavors resulted in a successful outcome for investors and owners. The common thread was a willingness to not just think strategically, but to execute with a very high level of focus, determination, and persistence.

Burch was awarded a BA, economics, from Yale University. And an MBA (information technology) from the University of California at Berkeley.



**Andrew Baxter**  
Managing Director



Andrew has over 15 years of experience helping companies with internal audit, controls, and operational excellence. His experience spans the insurance industry: P&C, life, financial guaranty, health, reinsurance, as well as agents/brokers and MGAs/TPAs.

Andrew has extensive experience providing internal audit services, as well as SOX/MAR compliance engagements. He has also been involved in a variety of management consulting projects focused on operational improvement and transformation.

Andrew earned a BS in Finance from Georgetown University. He is a member of the Institute of Internal Auditors, and a member of the President’s Advisory Council of the SIFM.

# Overview

## Four trends shaping statutory reporting



*Spoiler alert: they are all inter-connected*



# ≡ HR Trends

# HR Trends

## Level Setting:

**This is a really hard job.**

- Deadline-driven cadence
- Reporting is reviewed by high-profile audience
  - Both internal and external
- Constantly evolving regulatory environment



# Deadline-driven Cadence: The Fun Never Ends....

## State filing checklist for a P&C filer with activity in Illinois

- Runs to 21 pages
- It's not just about the March 1st filing

PROPERTY & CASUALTY INSURERS  
NAIC Company Code: \_\_\_\_\_

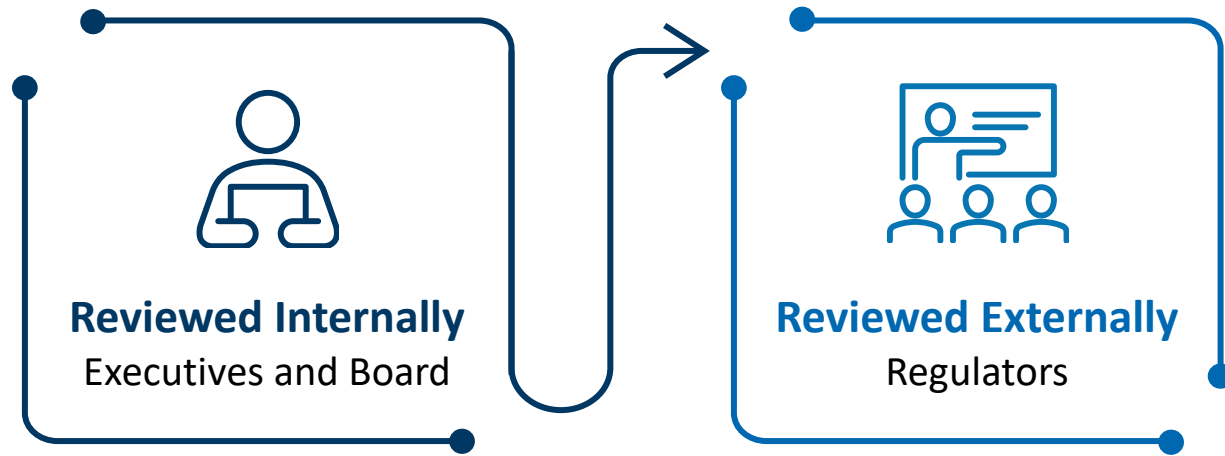
COMPANY NAME: \_\_\_\_\_  
Contact: \_\_\_\_\_

REQUIRED FILINGS IN THE STATE OF: Illinois Filings

(1) Check list	(2) Line #	(3) REQUIRED FILINGS FOR THE ABOVE STATE	NUMBER Documents	State	N
<b>I. NAIC FINANCIAL STATEMENTS</b>					
1		Annual Statement (8 1/2" x 14")	1		
1.1		Planned Investment Schedule (8 1/2" x 14") (101-E29)	1		
2		Quarterly Financial Statement (8 1/2" x 14")	1		
3		Protected Cell Annual Statement	N/A		
4		Combined Annual Statement (8 1/2" x 14")	N/A		
<b>II. NAIC SUPPLEMENTS</b>					
11		Accident & Health Policy Experience Exhibit	xxx	EO	
12		Actuarial Opinion	1		
13		Actuarial Opinion Summary	EO		
14		Bond Bond Supplement	xxx	EO	
15		Combined Insurance Expense Exhibit	N/A	EO	
16		Credit Insurance Experience Exhibit	xxx	EO	xxx 4/1 NAR
17		Cybersecurity Insurance Coverage Supplement	xxx	EO	xxx 4/1 NAR
18		Director and Officer Insurance Coverage Supplement	xxx	EO	xxx 3/1, 5/15, 8/15, 11/15 NAR
19		Exhibit of Other Liabilities By Lines of Business as Reported on Line 17 of the Exhibit of Premiums and Losses	xxx	EO	xxx 3/1 NAR
20		Financial Guaranty Insurance Exhibit	xxx	EO	xxx 3/1 NAR
21		Insurance Expense Exhibit	xxx	EO	xxx 4/1 NAR
22		Life, Health & Annuity Guaranty Association Assessable Premium Exhibit, Part 1 and 2	xxx	EO	xxx 4/1 NAR
23		Long Term Care Experience Reporting Forms	xxx	EO	xxx 4/1 NAR
24		Management Discussion & Analysis	1		EO
25		Market Conduct Annual Statement Premium Exhibit for Year	xxx	EO	xxx 3/1 Company
26		Medicare Part D Coverage Supplement	xxx	EO	xxx 3/1, 5/15, 8/15, 11/15 NAR
27		Medicare Supplement Insurance Exp. Exhibit	xxx	EO	xxx 3/1 NAR
28		Mortgage Guaranty Insurance Exhibit	xxx	EO	xxx 4/1 NAR
29		Premiums Attributed to Protected Cells Exh.	N/A	EO	N/A 3/1 NAR
30		Private Flood Insurance Supplement	N/A	EO	N/A 4/1 NAR
31		Reinsurance Allocation Supplement	xxx	EO	xxx 3/1 Company
32		Exceptions to Reinsurance Attestation Supp.	xxx	N/A	xxx 3/1 Company
33		Reinsurance Summary Supplemental	xxx	EO	xxx 3/1 NAR
34		Risk-Based Capital Report	1		EO
35		Schedule SIS	1		N/A N/A 3/1 NAR
36		Supplement A to Schedule T	xxx	EO	xxx 3/1, 5/15, 8/15, 11/15 NAR
37		Supplemental Compensation Exhibit	1		N/A N/A 3/1 NAR
38		Supplemental Health Care Exhibit (Parts 1 and 2 and 3)	xxx	EO	xxx 4/1 NAR
39		Supplemental Investment Risk Interrogatories	xxx	EO	4/1 NAR
40		Supplemental Sched for Reinsurance Counterparty Reporting Exception -Asbestos and Pollution Contracts	xxx	EO	xxx 3/1 NAR
41		Trusted Surplus Statement	xxx	EO	xxx 3/1, 5/15, 8/15, 11/15 NAR
<b>III. ELECTRONIC FILING REQUIREMENTS</b>					
61		Annual Statement Electronic Filing	xxx	EO	xxx 3/1 NAR
62		March PDF Filing	xxx	EO	xxx 3/1 NAR
63		Risk-Based Capital Electronic Filing	xxx	EO	N/A 3/1 NAR
64		Risk-Based Capital PDF Filing	xxx	EO	N/A 3/1 NAR
65		Combined Annual Statement Electronic Filing	xxx	EO	xxx 5/1 NAR
66		Combined Annual Statement RBE Filing	xxx	EO	xxx 5/1 NAR



## High-Profile Audience: The Stress is Real....



**Success in financial reporting is defined as the avoidance of failure.**

- Teams are often under-resourced
- Challenges are poorly understood internally
- Compounded by other trends (HR, Regulatory)
- Can be alleviated by Technology trend, however



# Shifting Regulatory Environment – the NAIC Never Sleeps....

NAIC/SAPWG/BWG –  
Ever-changing framework and requirements

- LDTI
- Principles-Based Bond Definition
- “Routine” changes

*Regulatory Environment Trends:  
we’ll return to this one....*

### Gain Compliance Resources

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SSAP and Blank Updates to the Statutory Financial Statements – March 6, 2025 BWG Conference Call

Tricia Henderson; March 6, 2025

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SSAP and Blank Updates to the Statutory Financial Statements – February 25, 2025 SAPWG Conference Call

Tricia Henderson; February 25, 2025

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Alert: Schedule P Update

Tricia Henderson; February 13, 2025

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2024 Annual Instructions Update – Schedules

Tricia Henderson; December 1, 2024

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2024 Annual Instructions Update – Notes

Tricia Henderson; December 1, 2024

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SSAP and Blank Updates to the Statutory Financial Statements – November 17, 2024 SAPWG Fall National Meeting

# HR Trends

## Brain Drain from the stat. accounting world:

- Success in this domain positions folks well for non-stat opportunities
- Retirements
- 6% statistic
- Lack of new talent and training resources

*Supply ≠ Demand*



# HR Trends

## How Companies are Adapting

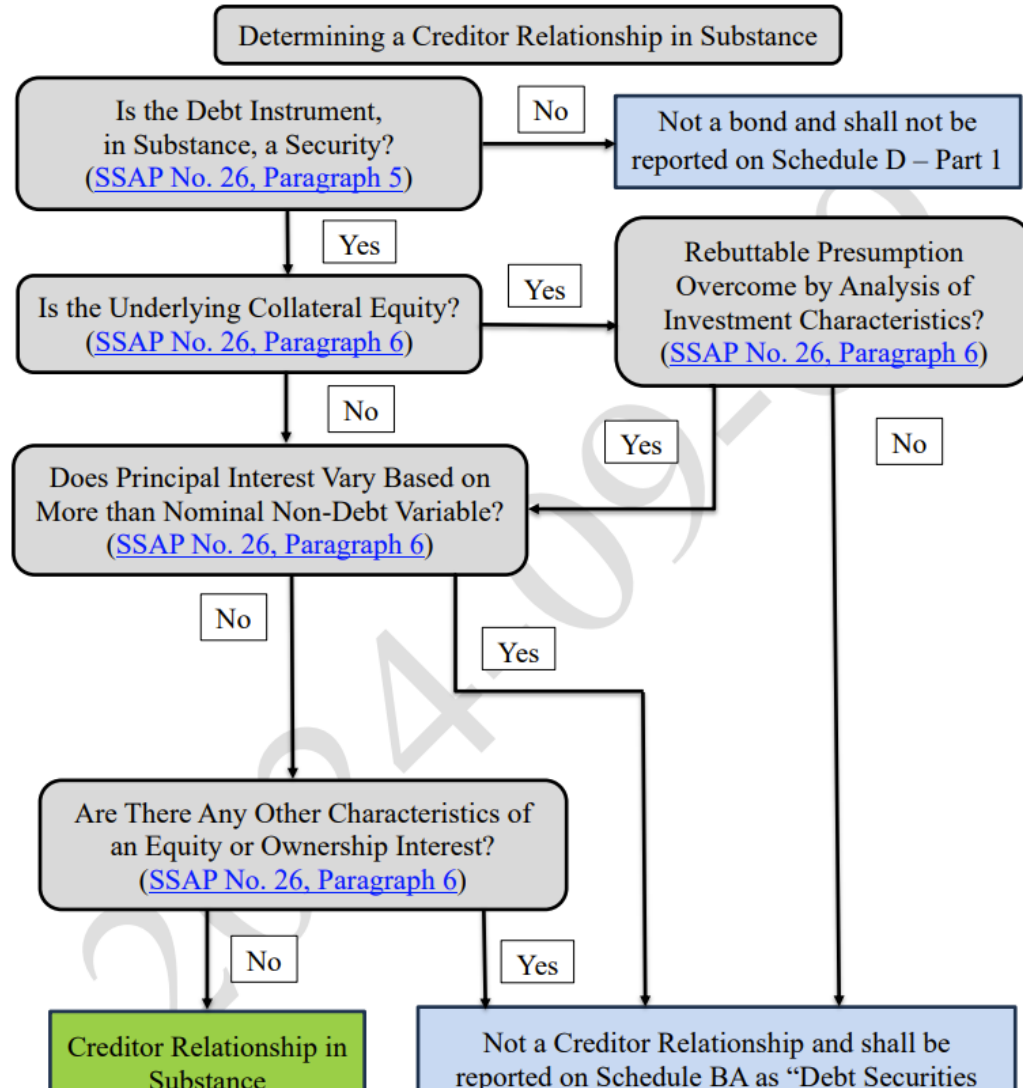
- Outsourcing
- Technology – better tools improve outcomes:
  - Efficiency – eliminate manual steps
  - Training & educational resources – embedded in software
- Digital transformation initiatives





**Regulatory Trends:  
The External Reporting  
Framework is Ever-Changing**

## Principles-Based Bond Definition Flowchart



# Shifting Regulatory Environment – the NAIC Never Sleeps...

## NAIC/SAPWG/BWG – Ever-changing framework and requirements

- LDTI
- Principles-Based Bond Definition
- “Routine” changes

### Gain Compliance Resources



SSAP and Blank Updates to the Statutory Financial Statements – March 6, 2025 BWG Conference Call

*Tricia Henderson; March 6, 2025*



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2024 Annual Instructions Update – Schedules

*Tricia Henderson; December 1, 2024*



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*Tricia Henderson; December 1, 2024*



SSAP and Blank Updates to the Statutory Financial Statements – November 17, 2024 SAPWG Fall National Meeting

# The NAIC Never Sleeps...

## 2024-13BWG Modified

This item updates the annual investment schedules for editorial items to the bond project (Schedule D Verification, Schedule D, Part 1A, Schedule BA, Schedule D, Parts 1 through 6, Schedule DA, Schedule DL, Parts 1 and 2 and Schedule E, Parts 1 and 2). It provides further updates to the Annual Investment Schedule General Instructions for the Restricted Asset Code label and clarifying instruction to some of the new ABS categories. The editorial revisions are in reference to the adopted proposal 2023-06BWG Modified. (L/P/H/T/SA)

## 2024-14BWG Modified

This item updates one of the investment schedules' issuer credit obligation line categories to "Bonds Issued by Funds Representing Operating Entities", replacing "Bonds Issued from SEC-Registered Business Development Corps, Closed End Funds & REITS" and is associated with SAPWG Ref #2024-01. The modifications to SSAP No. 26 – Bonds were added to clarify guidance in the principles-based bond definition on the treatment of debt securities issued by funds. (L/P/H/T/SA)

## 2024-15BWG

This removes the ACA disclosure on the transitional reinsurance program and the risk corridors program from the Supplemental Health Care Exhibit as both programs have expired. (L/P/H)

## 2024-16BWG

This item removes the quarterly investment interrogatory, line 13, for reporting mortgages and real estate in short-term investments. All subsequent lines have been renumbered. With the adoption of 2024-02BWG, there was added guidance indicating mortgages and real estate should not be included in short-term investments. This adoption is effective January 1, 2026. (L/P/H/T)

# The NAIC Never Sleeps...

## 2024-17BWG

This item adds a line for Pet Insurance Plans to the MCAS Premium Exhibit. (L/P/H)

## 2024-18BWG

This item adds a footnote to the Supplemental Health Care Exhibit, Part 2 to report the amount of premium deficiency reserves that are included in different lines of Part 2. This modification should help alleviate cross-check errors between Column 13 of this exhibit and the Accident and Health Policy Experience Exhibit for those filers that report premium deficiency reserves. (L/P/H)

## 2024-20BWG Modified

This item adds an electronic-only contact information field to the annual and quarterly Jurat page for the Guaranty Association Assessment Contact. This will allow members to contact insurers about Guaranty Association operations (class A Assessments) and for specific insolvencies (Class B Assessments). (L/P/H)

## 2024-21BWG

This item adds language to the annual and quarterly instructions to clarify that the sale of a security that is reacquired with different terms should be reported as a sale on Schedule D, Part 4 and as a new acquisition on Schedule D, Part 3. It is associated with the SAPWG Ref #2024-16, adopted on February 25, 2025. (L/P/H/T/SA)



# Business Strategy



# Business Strategy

## Doing More with Less...

- Increased business complexity
- Financial reporting expectations:
  - Transforming from endpoint filing to value-added activities



# Business Strategy

## Doing a Lot More (with less)....

- Increased business complexity
- Increased richness around business combinations
  - Carriers expanding and contracting entities
  - Entering new markets – often with unique filing requirements
- Ballooning investment schedules & reinsurance reporting data



# Increased investment complexity means Investment accounting teams playing catch up....

	A	B	C	D	E	F	G	H	I	J	
1	<b>Top 10 Lists (by Record Count) for Select Investment Schedules</b>										
2	<i>Note, we only have data for these select schedules</i>										
3	<b>Schedule Level</b>					<b>Range Level</b>					
4	<b>Schedule B - Part 1 - Mortgage Loans</b>					<b>Schedule B - Part 1 - Mortgage Loans</b>					
5	<b>Entity Name</b>	<b>Filer Type</b>	<b>Rec Count</b>	<b>Bldg + Land Value</b>	<b>entity_name</b>	<b>naic_filer</b>	<b>naic_schedule_reported</b>	<b>asset_type_reported</b>	<b>issuer_type_reported</b>	<b>record_cc</b>	<b>mortgage_loan_b</b>
6	Athene Annuity & Life Co.	Life	85,866	125,275,707,000	Athene Annuity & Life Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		82,802	54,964,825,000
7	Metropolitan Life Insurance Co	Life	40,774	95,352,353,000	Metropolitan Life Insurance Co	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		37,645	15,803,317,000
8	Forethought Life Insurance Co.	Life	35,771	58,543,145,000	Forethought Life Insurance Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		35,377	13,856,649,000
9	Cmnwlth Annty & Life Ins Co.	Life	35,281	49,761,473,000	Cmnwlth Annty & Life Ins Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		34,746	13,271,895,000
10	American General Life Ins Co.	Life	34,157	70,097,095,000	American General Life Ins Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		33,644	18,073,711,000
11	Oceanview Life & Annuity Co.	Life	16,235	12,469,018,000	Oceanview Life & Annuity Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		14,896	7,411,870,000
12	First Allmerica Finl Life Ins	Life	15,006	7,702,718,000	First Allmerica Finl Life Ins	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		14,855	1,885,496,000
13	Reliance Standard Life Ins Co.	Life	14,388	45,665,322,000	Reliance Standard Life Ins Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		10,777	5,768,346,000
14	Brighthouse Life Ins Co.	Life	10,401	26,189,031,000	Brighthouse Life Ins Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		9,676	5,932,873,000
15	Lincoln National Life Ins Co.	Life	10,143	35,580,663,000	Amer Equity Invt Life Ins Co.	Life	SCHEDULE B PART 1	Long-term Residential Mortgage, Other		8,416	4,205,360,000
16											
17	<b>Schedule D - Part 1 - Bonds</b>					<b>Schedule D - Part 1 - Bond</b>					
18	<b>Entity Name</b>	<b>Filer Type</b>	<b>Rec Count</b>	<b>Carrying Value</b>	<b>entity_name</b>	<b>naic_filer</b>	<b>naic_schedule_reported</b>	<b>asset_type_reported</b>	<b>issuer_type_reported</b>	<b>record_cc</b>	<b>carrying_value</b>
19	New York Life Insurance Co.	Life	13,847	146,410,487,000	New York Life Insurance Co.	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	8,450	92,135,407,000
20	The Northwestern Mutl Life Ins	Life	13,551	201,490,542,000	The Northwestern Mutl Life Ins	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	7,738	137,869,220,000
21	NY Life Ins & Annuity Corp	Life	13,396	102,078,181,000	NY Life Ins & Annuity Corp	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	7,545	59,367,091,000
22	Massachusetts Mutl Life Ins Co	Life	12,153	163,515,686,000	Massachusetts Mutl Life Ins Co	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	6,558	75,933,645,000
23	Metropolitan Life Insurance Co	Life	11,098	128,377,220,000	State Farm Mutl Automobile Ins	P&C	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Subdiv US States	5,985	14,315,827,000
24	State Farm Mutl Automobile Ins	P&C	10,995	68,666,025,000	Metropolitan Life Insurance Co	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	5,227	54,441,790,000
25	American General Life Ins Co.	Life	10,315	117,030,990,000	Teachers Ins & Annty Assn.	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	5,147	120,833,849,000
26	Teachers Ins & Annty Assn.	Life	9,991	199,929,517,000	Thrivent Finl for Lutherans	Fraternal	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	5,142	40,417,309,000
27	Athene Annuity & Life Co.	Life	8,909	130,924,003,000	American General Life Ins Co.	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	4,275	63,164,992,000
28	State Farm F&C Co.	P&C	7,317	37,893,853,000	Pacific Life Insurance Co.	Life	SCHEDULE D PART 1	Long-term Bond, Issuer Obligations	Industrial	4,071	54,218,711,000
29											
30	<b>Schedule D - Part 2 - Section 2 - Common Stock</b>					<b>Schedule D - Part 2 - Section 2 - Common Stock</b>					
31	<b>Entity Name</b>	<b>Filer Type</b>	<b>Rec Count</b>	<b>Carrying Value</b>	<b>entity_name</b>	<b>naic_filer</b>	<b>naic_schedule_reported</b>	<b>asset_type_reported</b>	<b>issuer_type_reported</b>	<b>record_cc</b>	<b>carrying_value</b>
32	United Svcs Automobile Assn	P&C	2,301	22,211,464,000	Amer Family Mutl Ins Co S.I.	P&C	SCHEDULE D PART 2 S	Common Stock	Industrial & Misc: Publicly Traded	2,285	1,228,716,000
33	Amer Family Mutl Ins Co S.I.	P&C	2,292	4,256,367,000	United Svcs Automobile Assn	P&C	SCHEDULE D PART 2 S	Common Stock	Industrial & Misc: Publicly Traded	2,273	1,542,252,000
34	USAA General Indemnity Co.	P&C	2,272	890,378,000	USAA General Indemnity Co.	P&C	SCHEDULE D PART 2 S	Common Stock	Industrial & Misc: Publicly Traded	2,271	886,797,000

# Business Strategy – Doing a Lot More (with less)....

## Transforming from endpoint filing to value-added activities:

- Internal reporting
- RBC modeling



# Technology Trends: A Recap

**HR** – challenging environment; no cavalry coming to save the day

**Regulatory** – constant change

**Business Strategy** – “do (a lot) more with less”



# Technology Trends

*A more hopeful message...*

# Technology Trends

## Trends:



Modern Solutions



Interoperability



Tooling to create bespoke workflows and outputs

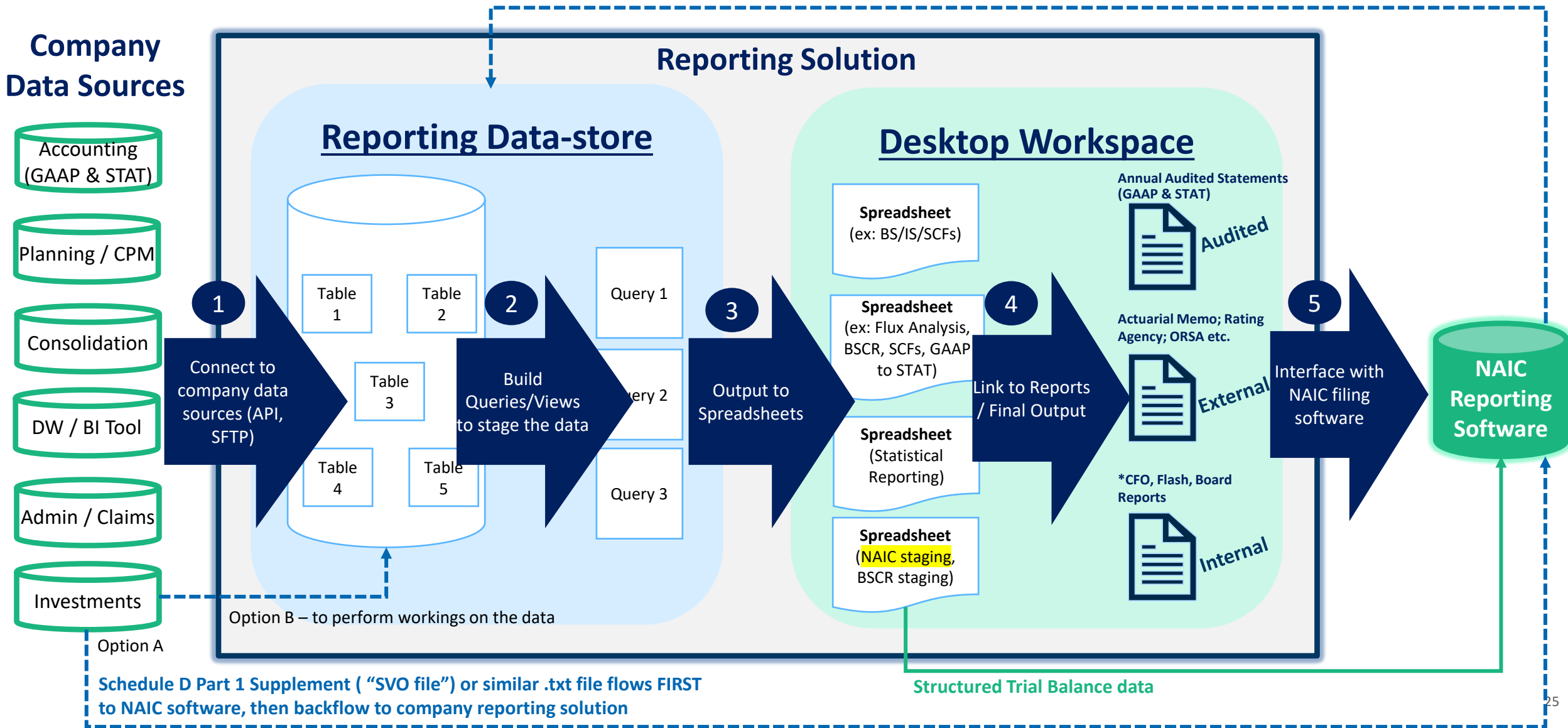
## Modernizing “last mile” financial reporting is a cost-effective, high ROI technology improvement tactic:

- **Automated flows of financial information** (GAAP & STAT TBs, Investment data, etc.) through to final reporting outputs, with limited manual intervention:
  - TB linked to FSLI and footnotes...*and STAT annual statement lines*
  - All reported figures update automatically
  - Rounding/footing differences cleaned up automatically
  - Automated validations, cross-checks
  - Automated Rollforward (dates update automatically, no copy/pasting, etc.)
- **Task-based workflows** for data-inputs (e.g., for footnotes, MD&A, etc.) and certification checklists
- **Streamlined auditor review** by attaching tie-out support directly within the report at the point where a figure/data-point appears (vs. network folder, auditor portal, or email – all disconnected from the document)
- **Narrative efficiencies** including templated and linked language, leveraging generative AI to draft content
- **Change control and collaboration** -- Single source of truth for data and document, with the ability to collaborate, and a full digital audit trail
- **Inter-operability** – used for BOTH quarterly/annual NAIC reporting AND annual audited STAT (& GAAP) statements

Automating last mile reporting creates value with considerably less risk, cost, and effort relative to new Accounting, Consolidation, and Planning tools



# Insurance Financial Reporting Data Flows – Automation Last Mile Reporting



# Best Practice Data Model – Mapping TB to FSLI and Annual Statement

workiva AFS Template - Annual Statement / ...

File Edit Data View Review

Table (Normal) Arial 10

AFS Template - Annual Statement / ...

account number	account description	nonadmitted	as page number	as page description	as line number	as line description	as inset number
10000	Cash & Equivalents						
10109	Operating - DHP OH		2	Assets	5	Cash, cash equivalents and short-term investments	5-1
10209	Investment - DHP OH						
10211	Sweep - DHP OH		2	Assets	5	Cash, cash equivalents and short-term investments	5-2
10309	Restricted Cash - DHP OH		2	Assets	5	Cash, cash equivalents and short-term investments	5-1
10504	Claims - DHP of OH (HMO)		2	Assets	5	Cash, cash equivalents and short-term investments	5-1
10604	Service Fund - DHP of OH		2	Assets	5	Cash, cash equivalents and short-term investments	5-1
10703	Medical Operating - DHP of OH (HMO)		2	Assets	5	Cash, cash equivalents and short-term investments	5-1
10809	Tipalti Clearing (DHP OH - USD)		2	Assets	5	Cash, cash equivalents and short-term investments	5-1
12200	Accounts Receivable - Medical						
12140	Accounts Receivable - Medicare Part D Plan-to-Plan (P2P)		2	Assets	24	Health care and other amounts receivable	24-1
12205	Accounts Receivable - Member Premium Revenue		2	Assets	15.1	Uncollected premiums	
12206	Bad Debt Reserve - Member Premium	True	2	Assets	15.1	Uncollected premiums	
12210	Accounts Receivable - CMS Premium Revenue - Part C		2	Assets	15.3	Accrued retrospective premiums and contracts subject to redetermination	15.3-2
12211	Accounts Receivable - CMS Premium Revenue - Part D		2	Assets	15.3	Accrued retrospective premiums and contracts subject to redetermination	15.3-2
12219	Accounts Receivable - Part C Rebates		2	Assets	24	Health care and other amounts receivable	24-1
12220	Accounts Receivable - Part D Rebates		2	Assets	24	Health care and other amounts receivable	24-1
12230	Accounts Receivable - CGDP Manufacturers		2	Assets	17	Amounts receivable relating to uninsured plans	
12231	Accounts Receivable - Prospective Coverage Gap Discount						
12235	Accounts Receivable - Prospective Federal Reinsurance						
12240	Accounts Receivable - Prospective LICs						
12260	Accounts Receivable - Reinsurance Recovery						
12271	Accounts Receivable - Provider Claims						
12272	Receivable Reserve - Provider Claims						
12281	Accounts Receivable - Risk Share						
12282	Bad Debt Reserve - Risk Share						
13000	Other Current Assets						
14300	Prepaid Expenses - Claims						
14400	Prepaid Expense - Benefit Expense						
19000	Other Assets						
19300	Due from Parent						
19320	Due from Subsidiary						
19700	Non-Admitted Assets						
19701	Non-Admitted Assets: Accounts Receivable - MOF						
19702	Non-Admitted Assets: Accounts Receivable - Part D Rebates						
19704	Non-Admitted Assets: Accounts Receivable - Provider Claims						
19707	Non-Admitted Assets: Prepaid Expenses - Claims						
19709	Non-Admitted Assets: Receivables from Parent, Subsidiaries &						
19711	Non-Admitted Assets: Accounts Receivable - Member Premium Re						
20100	Accounts Payable						
20109	Accounts Payable - Elimination						
21000	Other Current Liabilities						
22245	AE - Claims Admin Fee						
22250	AE - Other						
23100	Unearned Premium Revenue						
23104	Unearned Premium Revenue - Prepaid Member Premiums						
25209	DMG IBNR - Part C - Interco.						
23101	Prospective Funding - Part D CGD						

## Annual Statement for the Year 2023 of the HARVARD PILGRIM HEALTH CARE, INC.

### ASSETS

	Current Year			Prior Year
	1	2	3	4
	Assets	Nonadmitted Assets	Net Admitted Assets (Cols. 1 - 2)	Net Admitted Assets
1. Bonds (Schedule D).....	206,126,958		206,126,958	219,980,832
2. Stocks (Schedule D):				
2.1 Preferred stocks.....				
2.2 Common stocks.....	409,302,521	1,312,478	407,990,043	425,210,832
3. Mortgage loans on real estate (Schedule B):				
3.1 First liens.....				
3.2 Other than first liens.....				
4. Real estate (Schedule A):				
4.1 Properties occupied by the company (less \$ encumbrances).....	18,882,913		18,882,913	20,257,912
4.2 Properties held for the production of income (less \$ encumbrances).....				
4.3 Properties held for sale (less \$ encumbrances).....				
5. Cash (\$ 25,276), Schedule E - Part 1), cash equivalents (\$ 18,811,090, Schedule E - Part 2) and short-term investments (\$ 0, Schedule DA).....	18,785,814		18,785,814	14,471,168
6. Contract loans (including \$ premium notes).....				
7. Derivatives (Schedule DB).....				

# Best Practice Data Model – Export to NAIC Filing Software

AFS Template - Annual Statement / ...					F	G	H	I	J
#	[GAIN-X-2022-LIAB]	(AS Page)	(Line)	(Formatted Line)	(Label)	inside_amt_1	inside_amt_2	inside_amt_3	
						1	2	3	
125	D	3	3098	3098	Summary of remaining write-ins for Line 30 from overflow page				
126	D	3	3099	3099	Totals (Lines 3001 through 3003 plus 3098) (Line 30 above)				
127									
128	#								
129	[GAIN-X-2022-LIAB]	(AS Page)	(Line)	(Formatted Line)	(Label)				
130	I	3	1	1	Claims unpaid (less \$ ___ reinsurance ceded)				
131	I	3	4	4	Aggregate health policy reserves, including the liability of \$ ___ for medical loss ratio rebate per the Public Health Service Act				
132	I	3	10.1	10.1	Current federal and foreign income tax payable and interest thereon (including \$ ___ on realized capital gains (losses))				
133	I	3	14	14	Borrowed money (including \$ ___ current) and interest thereon \$ ___ (including \$ ___ current)				
134	I	3	19	19	Funds held under reinsurance treaties (with \$ ___ authorized reinsurers, \$ ___ unauthorized reinsurers and \$ ___ certified reinsurers)				
135	I	3	20	20	Reinsurance in unauthorized and certified (\$ ___ ) companies				
136	I	3	23	23	Aggregate write-ins for other liabilities (including \$ ___ current)				
137	I	3	32.1	32.1	___ shares common (value included in Line 26 \$ ___)				
138	I	3	32.2	32.2	___ shares preferred (value included in Line 27 \$ ___)				
139									
140	#					1	2	3	
141	[GAIN-X-2022-REVE1]	(AS Page)	(Line)	(Formatted Line)	(Label)	[Uncovered, Current Year]	[Total, Current Year]	[Total, Prior Year]	
142	D	4	1	1	Member Months	82,000	28,074		
143	D	4	2	2	Net premium income (including \$ ___ non-health premium income)	76,845,372	25,876,576		
144	D	4	3	3	Change in unearned premium reserves and reserve for rate credits	(586,587)	(442,333)		
145	D	4	4	4	Fee-for-service (net of \$ ___ medical expenses)				
146	D	4	5	5	Risk revenue				
147	D	4	6	6	Aggregate write-ins for other health care related revenues				
148	D	4	7	7	Aggregate write-ins for other non-health revenues				
149	D	4	8	8	Total revenues (Lines 2 to 7)	76,258,785	25,434,243		
150	D	4	9	9	Hospital/medical benefits	54,288,126	18,512,278		
151	D	4	10	10	Other professional services	1,720,626	504,746		
152	D	4	11	11	Outside referrals	273,130	115,716		
153	D	4	12	12	Emergency room and out-of-area	2,648,468	830,050		
154	D	4	13	13	Prescription drugs	9,463,637	3,659,866		
155	D	4	14	14	Aggregate write-ins for other hospital and medical				
156	D	4	15	15	Incentive pool, withhold adjustments and bonus amounts	16,607	852		
157	D	4	16	16	Subtotal (Lines 9 to 15)	68,410,594	23,623,616		
158	D	4	17	17	Net reinsurance recoveries	96,569	1,793		
159	D	4	18	18	Total hospital and medical (Lines 16 minus 17)	68,314,025	23,622,323		
160	D	4	19	19	Non-health claims (net)				
161	D	4	20	20	Claims adjustment expenses, including \$ ___ cost containment expenses	2,096,691	610,930		
162	D	4	21	21	General administrative expenses	10,243,993	3,483,651		
163	D	4	22	22	Increase in reserves for life and accident and health contracts (including \$ ___ increase in reserves for life only)	20,171	(515,533)		
164	D	4	23	23	Total underwriting deductions (Lines 18 through 22)	80,674,880	27,201,371		
165	D	4	24	24	Net underwriting gain or (loss) (Lines 8 minus 23)	(4,416,095)	(1,767,128)		
166	D	4	25	25	Net investment income earned (Exhibit of Net Investment Income, Line 17)	123,867	399		
167	D	4	26	26	Net realized capital gains (losses) less capital gains tax of \$ ___				
168	D	4	27	27	Net investment gains (losses) (Lines 25 plus 26)	123,867	399		
169	D	4	28	28	Net gain or (loss) from agents' or premium balances charged off ((amount recovered \$ ___) (amount charged off \$ ___))				
170	D	4	29	29	Aggregate write-ins for other income or expenses				
171	D	4	30	30	Net income or (loss) after capital gains tax and before all other federal income taxes (Lines 24 plus 27 plus 28 plus 29)	(4,292,228)	(1,766,729)		
172	D	4	31	31	Federal and foreign income taxes incurred				

# Summary:

## HR

- Deadline-driven cadence
- Teams are often under-resourced
- Challenges are poorly understood internally
- Brain Drain from the stat. accounting world (demand exceeding supply)

## Regulatory

- the NAIC Never Sleeps....constant change

## Business Strategy

- Increased business complexity
- Entering new markets – often with unique filing requirements
- Ballooning investment schedules & reinsurance reporting data
- Transforming from endpoint filing to value-added activities
- Do A Lot More...with less

## Technology

- Modern technologies can help mitigate these challenges
- Last Mile reporting is an often-overlooked area of modernization
- Deliver value with considerably less risk, cost, and time relative to new Accounting, Consolidation, and Planning tools
- Next steps – explore whether existing systems/tools can be used vs. a new ‘reporting’ tool



## EXPERTS WITH IMPACT™

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