

FOR IMMEDIATE RELEASE

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TrueNorth Recognized for Outstanding Performance

(CEDAR RAPIDS, IOWA, JANUARY 2019) – TrueNorth Companies® has been named a Premier Partner by EMC Insurance Companies, which means the agency is one of the highest-performing EMC agencies in the country. This designation places the agency in the top five percent of all EMC agencies nationally.

The Premier Partner award is based on key indicators including retention, profitability and growth, which are reviewed over a three-year period.

EMC developed its signature Agency Performance Value (APV) tool in 2005 to measure an agency's performance against all other EMC agencies nationally. Agencies are evaluated on loss ratio, premium volume, policy and premium growth, policy and premium retention, and EMC's position within the agency.

About TrueNorth

Formed in 2001, TrueNorth is a privately-held Midwest-based, top 50 independent insurance brokerage specializing in property and casualty, employee benefits and risk consulting services. The firm is committed to maintaining its unique entrepreneurial structure where local leaders are active principals along with TrueNorth executive leadership. TrueNorth's entrepreneurial spirit fosters a client and colleague-centric operating environment while also placing emphasis on community support through philanthropic giving and community volunteering. Headquartered in Cedar Rapids, Iowa, TrueNorth is proud to support clients in all 50 states with office locations in Colorado, Illinois, Iowa, Michigan, Tennessee and Texas.

About EMC Insurance Companies

EMC Insurance Companies is among the top 50 insurance organizations in the country based on net written premium, with more than 2,500 employees. Employers Mutual Casualty Company (EMCC) was organized in 1911 to write workers' compensation protection in Iowa. Today, operating under the trade name EMC Insurance Companies, the company provides property and casualty insurance products and services throughout the United States and writes reinsurance contracts worldwide. EMCC is licensed in all 50 states and the District of Columbia. For more information, visit www.emcins.com.