



LANDSCAPE CONTRACTORS INSURANCE SERVICES, INC.

December 10, 2009

TO: All CLCA Members

RE: LCIS REBATES

It has come to our attention that there is mis-information being circulated. Some members are being told by our competition that LCIS will not be paying a rebate next year.

That is absolutely false. LCIS has paid a rebate every year for the past 20 years, and 2010 will be no exception. In the past few days we have just completed issuing rebate checks for over \$2,000,000 and getting them in the hands of our insured's. This \$2,000,000 rebate represents 5.6% of premiums billed in 2008. Rebates are paid from LCIS' profits each year and it should be obvious that LCIS has **ALWAYS** been profitable and even in our current economic situation LCIS is still profitable and will continue to be profitable. Our rebates have averaged over 5% each of the past 5 years. For last 20 years LCIS has paid over 35 million dollars in rebates.

We have done a number of things to make sure we stay profitable, including cutting expenses while maintaining the excellent service that LCIS is noted for. Over the last year we added a personal lines department, a benefits department and received the endorsement of the Utah Nursery & Landscape Association along with the Nevada Landscape Association. We have expanded our marketing efforts into Washington, Oregon, Arizona, Colorado, Texas, New Mexico and we will be expanding into 10 to 12 additional states in 2010.

In addition to our Landscape Programs we also have programs for Pest Control Operators, Security Guard Companies and have access to markets for all kinds of businesses.

LCIS is a program administrator for insurance companies for our Liability/Auto group program and for our Workers Compensation program. Both programs are very competitive.

If you are currently insured with LCIS, we thank you. If not, give us a call and get in on the great rates and the **future rebates**. Does your agent/broker pay you a rebate from their profits?

Sincerely,

Kim Ayala, President/CEO

Barbara Alvarez, Chairman of the Board

CLCA State President 2005

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Mission Statement: To provide quality insurance products at competitive prices along with superior service through our commitment of excellence to our customer and employees.