



# Sentry<sup>®</sup> facts

As one of the largest business-focused mutual insurance companies in the U.S., we've been protecting and guiding businesses since 1904. Based in Stevens Point, Wisconsin, we provide business insurance and other products to companies in specific markets across the country.

## OUR PRODUCTS

- Property and casualty insurance
- Commercial auto insurance
- Liability insurance
- Business income insurance
- Workers' compensation
- Life insurance
- 401(k) and other retirement plans

## MARKETS WE SERVE

Sentry works with companies as diverse as those you'd find on Main Street or among the Fortune 500, serving these markets:

- Dealerships
- Trucking
- Construction
- Manufacturing and processing
- Retailers and distributors
- Service industries

## OUR BUSINESS UNITS

We offer our business insurance products—including claims and safety service programs—in specific industries where we have the knowledge and ability to deliver targeted products to our customers. Our business areas include:

- **National Accounts (NA):** We work with large Fortune 500 businesses in diverse industries, featuring thousands of employees and numerous locations.
- **Direct Writer:** We've expanded since our beginnings in hardware, selling through direct writers to metalworking, manufacturing, plastics, printing, hard goods wholesaling, and food processing businesses. We also provide property and casualty insurance and safety services to dealerships—including auto, motorcycle, agricultural equipment, and industrial equipment.
- **Transportation:** We distribute long-haul truck insurance through a select group of industry-specialized independent agents. We also offer specialized safety programs for our trucking customers.
- **Regional:** We offer insurance products to a variety of industries through independent agents with support from regional offices located in the Northeast, Southeast, Midwest, and West Coast.
- **Hortica<sup>®</sup>:** The Hortica brand offers insurance products to horticultural businesses, from nurseries to florists.
- **Life & Annuities:** We offer 401(k) plans and business life insurance policies.
- **Dairyland<sup>®</sup>:** Our personal lines brand provides motorcycle and specialty auto insurance to individuals.



## INDUSTRY ACCOLADES

We're one of the largest and most financially sound mutual insurance companies in the United States. We're also recognized as a great place to work.

- A+ (superior) A.M. Best Financial Strength Rating (FSR), 28 years in a row as of May 2019. See [ambest.com/ratings/guide.pdf](https://www.ambest.com/ratings/guide.pdf) for rating information.
- In 2019, Forbes magazine ranks Sentry No. 452 on its top 500 list of America's Best Midsize Employers.
- In 2019, Fortune Magazine ranks Sentry No. 685 on its Fortune 1000 list of U.S. companies.

## COMMUNITY ENGAGEMENT

More than 4,300 associates located nationwide are actively involved in the places they live and work, giving their time and financial support. As a company, we follow suit. Our involvement includes many different facets:

- Volunteer efforts
- Scholarship funding
- Associate giving
- Corporate giving

## UNITED WAY CAMPAIGN

Our associates give both time and money to their communities. In each of the past five years, our associates and the Sentry Insurance Foundation donated more than \$1 million to the United Way of Portage County, Wisconsin. During the same time span, more than \$1 million also was donated in communities with Sentry offices. And our associates are provided volunteer time off to work for non-profits and charities in their communities.

Property and casualty coverages are underwritten and safety services are provided by a member of the Sentry Insurance Group, Stevens Point, WI. Individual life insurance, group annuities, and individual annuities are issued and administered by Sentry Life Insurance Company, Stevens Point, WI. In New York, individual life insurance, group annuities, and individual annuities are issued and administered by Sentry Life Insurance Company of New York, Syracuse, NY. For a complete listing of companies, visit [sentry.com](https://www.sentry.com). Policies, coverages, benefits and discounts are not available in all states. See policy for complete coverage details. In New York coverage provided through policy form numbers: (Life Insurance) 390-1000 (SLONY), 390-2003-SLONY; (Group Annuity) 840-300(NY); (Individual Annuity) 380-440. Hortica® property and casualty coverages are underwritten, and loss control services are provided, by Florists' Mutual Insurance Company, Florists' Insurance Company, and Florists' Insurance Service, Inc., Edwardsville, IL, members of the Sentry Insurance Group. For more information, visit [hortica.com](https://www.hortica.com). Policies, coverages, benefits and discounts are not available in all states. See policy for complete coverage details. Dairyland® brand property and casualty coverages are underwritten by a member of the Sentry Insurance Group, Stevens Point, WI. For a complete listing of companies, visit [dairylandinsurance.com](https://www.dairylandinsurance.com). In Texas, Dairyland® property and casualty coverages are underwritten by Dairyland County Mutual Insurance Company of Texas, Austin, TX. In California, Dairyland® property and casualty coverages are underwritten by Viking Insurance Company of Wisconsin, Stevens Point, WI. Policies, coverages, benefits, and discounts are not available in all states. Savings based upon all available discounts. See your policy for complete coverage details.

## WORKFORCE DEVELOPMENT

Sentry Insurance Foundation contributions focus primarily on education—from K-12 through graduate school.

- The Foundation provides nearly half a million dollars in annual scholarships to students at universities throughout the country. That includes four-year colleges in the University of Wisconsin system.
- Charitable giving helps us achieve our aim of building our future workforce, with an emphasis on creating good-paying jobs. To that end, our foundation recently donated \$4 million to endow two chairs at the University of Wisconsin–Stevens Point—creating a new data analytics major.
- The Foundation has partnered with school systems in Stevens Point, Wisconsin for more than 10 years to ensure the schools update and maintain their information technology systems.
- In 2017, Sentry associates contributed nearly \$600,000 to organizations eligible for matching contributions from the Sentry Insurance Foundation. The majority receiving funds were educational institutions.

## SERVING OUR CUSTOMERS

At Sentry, because we are a mutual insurance company, our business is built on a foundation of service to our policyholders. Our true strength comes from our dedication to personalized care—something we've provided since our inception. We grew by leveraging knowledge in one market to branch out into similar industries.

We work hard to understand our customers' businesses and their industries—inside and out, and we work hard to get to know each individual policyholder. Our current mix of customers is a testament to our broad knowledge, which we put into practical use to serve our customers better.

**Note: Learn more about our history at the Sentry Experience, located on-site.**