



ANNUAL STATEMENT
FOR THE YEAR ENDED DECEMBER 31, 2019
OF THE CONDITION AND AFFAIRS OF THE
ERIE FAMILY LIFE INSURANCE COMPANY

NAIC Group Code 213 213 NAIC Company Code 70769 Employer's ID Number 25-1186315
Organized under the Laws of the State of PENNSYLVANIA State of Domicile or Port of Entry PENNSYLVANIA
Country of Domicile U.S. Incorporated May 23, 1967 Commenced Business September 1, 1967
Statutory Home Office 100 Erie Insurance Place Erie, PA 16530
Main Administrative Office 100 Erie Insurance Place Erie, PA 16530 814-870-2000
Mail Address 100 Erie Insurance Place Erie, PA 16530
Primary Location of Books and Records 100 Erie Insurance Place Erie, PA 16530 814-870-2000
Internet Website Address www.erieinsurance.com
Statutory Statement Contact Jorie Lee Novacek 814-870-2000 x4248
Jorie.Novacek@erieinsurance.com 814-870-4040

DIRECTORS

Brian William Bolash Gregory John Gutting Jonathan Hirt Hagen, Chairman Robert Coleman Ingram, III
Christina Marie Marsh# Robert Wayne McNutt Timothy Gerard NeCastro

EXECUTIVE OFFICERS

President & Chief Executive Officer: Timothy Gerard NeCastro Executive Vice President & Chief Financial Officer: Gregory John Gutting
Executive Vice President & Chief Information Officer: Robert Coleman Ingram, III Executive Vice President: Lorianne Feltz
Executive Vice President: Douglas Edward Smith Executive Vice President: Dionne Wallace Oakley

Senior Vice President & Controller: Julie Marie Pelkowski
Senior Vice President: Louis Felix Colaizzo
Senior Vice President & Chief Investment Officer: Bradley G. Postema
Senior Vice President, Secretary & General Counsel: Brian William Bolash
Vice President & Corporate Treasurer: Robert Wayne McNutt
Vice President & Appointed Actuary: Waylon Dean Peoples

State of Pennsylvania / SS
County of Erie /

The officers of this reporting entity being duly sworn, each depose and say that they are the described officers of said reporting entity, and that on the reporting period stated above, all of the herein described assets were the absolute property of the said reporting entity, free and clear from any liens or claims thereon, except as herein stated, and that this statement, together with related exhibits, schedules and explanations therein contained, annexed or referred to, is a full and true statement of all the assets and liabilities and of the condition and affairs of the said reporting entity as of the reporting period stated above, and of its income and deductions therefrom for the period ended, and have been completed in accordance with the NAIC Annual Statement Instructions and Accounting Practices and Procedures manual except to the extent that: (1) state law may differ; or, (2) that state rules or regulations require differences in reporting not related to accounting practices and procedures, according to the best of their information, knowledge and belief, respectively. Furthermore, the scope of this attestation by the described officers also includes the related corresponding electronic filing with the NAIC, when required, that is an exact copy (except for formatting differences due to electronic filing) of the enclosed statement. The electronic filing may be requested by various regulators in lieu of or in addition to the enclosed statement.

Timothy Gerard NeCastro Brian William Bolash Gregory John Gutting
President & CEO Senior Vice President, Secretary & General Counsel Executive Vice President & CFO

Subscribed and sworn to before me this 3rd day of February, 2020.
(a) Is this an original filing? Yes (X) No ()
(b) If no: (i) State the amendment number:
(ii) Date filed:
(iii) Number of pages attached:

Michelle L. Henderson
COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
Michelle L. Henderson, Notary Public
City of Erie, Erie County
My Commission Expires March 19, 2020
MEMBER, PENNSYLVANIA ASSOCIATION OF NOTARIES

## ASSETS

	Current Year			Prior Year
	1 Assets	2 Nonadmitted Assets	3 Net Admitted Assets (Cols. 1 - 2)	4 Net Admitted Assets
1. Bonds (Schedule D).....	2,208,175,000		2,208,175,000	2,107,412,305
2. Stocks (Schedule D):				
2.1 Preferred stocks.....	42,454,660		42,454,660	46,454,660
2.2 Common stocks.....	25,100		25,100	26,700
3. Mortgage loans on real estate (Schedule B):				
3.1 First liens.....			0	
3.2 Other than first liens.....			0	
4. Real estate (Schedule A):				
4.1 Properties occupied by the company (less \$.....0 encumbrances).....			0	
4.2 Properties held for the production of income (less \$.....0 encumbrances).....			0	
4.3 Properties held for sale (less \$.....0 encumbrances).....			0	
5. Cash (\$.....21,527,309, Schedule E-Part 1), cash equivalents (\$.....35,563,469, Schedule E-Part 2) and short-term investments (\$.....0, Schedule DA).....	57,090,778		57,090,778	68,926,359
6. Contract loans (including \$.....0 premium notes).....	23,182,004		23,182,004	21,686,963
7. Derivatives (Schedule DB).....			0	
8. Other invested assets (Schedule BA).....	35,689,039		35,689,039	30,922,058
9. Receivables for securities.....	55,650		55,650	48,342
10. Securities lending reinvested collateral assets (Schedule DL).....	181,803,313		181,803,313	101,424,649
11. Aggregate write-ins for invested assets.....	0	0	0	0
12. Subtotals, cash and invested assets (Lines 1 to 11).....	2,548,475,544	0	2,548,475,544	2,376,902,036
13. Title plants less \$.....0 charged off (for Title insurers only).....			0	
14. Investment income due and accrued.....	26,484,148		26,484,148	26,219,268
15. Premiums and considerations:				
15.1 Uncollected premiums and agents' balances in the course of collection.....	(1,040,207)		(1,040,207)	(1,070,565)
15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due (including \$.....0 earned but unbilled premiums).....	87,334,333		87,334,333	81,806,000
15.3 Accrued retrospective premiums (\$.....0) and contracts subject to redetermination (\$.....0).....			0	
16. Reinsurance:				
16.1 Amounts recoverable from reinsurers.....	1,688,146		1,688,146	1,387,672
16.2 Funds held by or deposited with reinsured companies.....			0	
16.3 Other amounts receivable under reinsurance contracts.....	430,418		430,418	440,767
17. Amounts receivable relating to uninsured plans.....			0	
18.1 Current federal and foreign income tax recoverable and interest thereon.....			0	138,523
18.2 Net deferred tax asset.....	22,533,314	9,075,827	13,457,487	12,089,652
19. Guaranty funds receivable or on deposit.....			0	
20. Electronic data processing equipment and software.....	1,920,316	1,920,316	0	
21. Furniture and equipment, including health care delivery assets (\$.....0).....			0	
22. Net adjustment in assets and liabilities due to foreign exchange rates.....			0	
23. Receivables from parent, subsidiaries and affiliates.....	353,900		353,900	382,264
24. Health care (\$.....0) and other amounts receivable.....			0	
25. Aggregate write-ins for other-than-invested assets.....	4,966,618	4,666,703	299,915	297,674
26. Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25).....	2,693,146,530	15,662,846	2,677,483,684	2,498,593,291
27. From Separate Accounts, Segregated Accounts and Protected Cell Accounts.....			0	
28. TOTAL (Lines 26 and 27).....	2,693,146,530	15,662,846	2,677,483,684	2,498,593,291

### DETAILS OF WRITE-INS

1101.....			0	
1102.....			0	
1103.....			0	
1198. Summary of remaining write-ins for Line 11 from overflow page.....	0	0	0	0
1199. Totals (Lines 1101 through 1103 plus 1198) (Line 11 above).....	0	0	0	0
2501. Prepaid Advance Commissions.....	4,666,703	4,666,703	0	
2502. Premium Tax Credits.....	299,915		299,915	297,674
2503.....			0	
2598. Summary of remaining write-ins for Line 25 from overflow page.....	0	0	0	0
2599. Totals (Lines 2501 through 2503 plus 2598) (Line 25 above).....	4,966,618	4,666,703	299,915	297,674

## LIABILITIES, SURPLUS AND OTHER FUNDS

	1 Current Year	2 Prior Year
1. Aggregate reserve for life contracts \$.....2,051,934,147 (Exhibit 5, Line 9999999) less \$.....0 included in Line 6.3 (including \$.....0 Modco Reserve).....	2,051,934,147	1,949,161,122
2. Aggregate reserve for accident and health contracts (including \$.....0 Modco Reserve).....	778,456	337,420
3. Liability for deposit-type contracts (Exhibit 7, Line 14, Col. 1) (including \$.....0 Modco Reserve).....	73,163,087	79,129,784
4. Contract claims:		
4.1 Life (Exhibit 8, Part 1, Line 4.4, Col. 1 less sum of Cols. 9, 10 and 11).....	7,105,930	6,350,070
4.2 Accident and health (Exhibit 8, Part 1, Line 4.4, sum of Cols. 9, 10 and 11).....		
5. Policyholders' dividends/refunds to members \$.....0 and coupons \$.....0 due and unpaid (Exhibit 4, Line 10).....		
6. Provision for policyholders' dividends, refunds to members and coupons payable in following calendar year - estimated amounts:		
6.1 Policyholders' dividends and refunds to members apportioned for payment (including \$.....0 Modco).....		
6.2 Policyholders' dividends and refunds to members not yet apportioned (including \$.....0 Modco).....		
6.3 Coupons and similar benefits (including \$.....0 Modco).....		
7. Amount provisionally held for deferred dividend policies not included in Line 6.....		
8. Premiums and annuity considerations for life and accident and health contracts received in advance less \$.....0 discount; including \$.....257,591 accident and health premiums (Exhibit 1, Part 1, Col. 1, sum of Lines 4 and 14).....	1,291,863	982,692
9. Contract liabilities not included elsewhere:		
9.1 Surrender values on canceled contracts.....		
9.2 Provision for experience rating refunds, including the liability of \$.....0 accident and health experience rating refunds of which \$.....0 is for medical loss ratio rebate per the Public Health Service Act.....		
9.3 Other amounts payable on reinsurance, including \$.....0 assumed and \$.....0 ceded.....		
9.4 Interest Maintenance Reserve (IMR, Line 6).....	10,709,172	13,999,853
10. Commissions to agents due or accrued - life and annuity contracts \$.....2,199,339, accident and health \$.....17,900 and deposit-type contract funds \$.....0.....	2,217,239	1,514,598
11. Commissions and expense allowances payable on reinsurance assumed.....		
12. General expenses due or accrued (Exhibit 2, Line 12, Col. 7).....	7,837,108	7,737,948
13. Transfers to Separate Accounts due or accrued (net) (including \$.....0 accrued for expense allowances recognized in reserves, net of reinsured allowances).....		
14. Taxes, licenses and fees due or accrued, excluding federal income taxes (Exhibit 3, Line 9, Col. 6).....	2,038,608	2,667,660
15.1 Current federal and foreign income taxes, including \$.....286,292 on realized capital gains (losses).....	4,094,494	
15.2 Net deferred tax liability.....		
16. Unearned investment income.....		
17. Amounts withheld or retained by reporting entity as agent or trustee.....	418,056	339,341
18. Amounts held for agents' account, including \$.....0 agents' credit balances.....		
19. Remittances and items not allocated.....	973,888	3,715,162
20. Net adjustment in assets and liabilities due to foreign exchange rates.....		
21. Liability for benefits for employees and agents if not included above.....		
22. Borrowed money \$.....0 and interest thereon \$.....0.....		
23. Dividends to stockholders declared and unpaid.....		
24. Miscellaneous liabilities:		
24.01 Asset valuation reserve (AVR Line 16, Col. 7).....	18,830,027	13,840,973
24.02 Reinsurance in unauthorized and certified (\$.....0) companies.....		
24.03 Funds held under reinsurance treaties with unauthorized and certified (\$.....0) reinsurers.....		
24.04 Payable to parent, subsidiaries and affiliates.....	3,876,488	3,869,320
24.05 Drafts outstanding.....		
24.06 Liability for amounts held under uninsured plans.....		
24.07 Funds held under coinsurance.....		
24.08 Derivatives.....		
24.09 Payable for securities.....	11	
24.10 Payable for securities lending.....	181,803,302	101,424,770
24.11 Capital notes \$.....0 and interest thereon \$.....0.....		
25. Aggregate write-ins for liabilities.....	153,738	107,302
26. Total liabilities excluding Separate Accounts business (Lines 1 to 25).....	2,367,225,614	2,185,178,015
27. From Separate Accounts Statement.....		
28. Total liabilities (Line 26 and 27).....	2,367,225,614	2,185,178,015
29. Common capital stock.....	3,780,400	3,780,400
30. Preferred capital stock.....		
31. Aggregate write-ins for other-than-special surplus funds.....	0	0
32. Surplus notes.....		
33. Gross paid in and contributed surplus (Page 3, Line 33, Col. 2 plus Page 4, Line 51.1, Col. 1).....	105,630,600	105,630,600
34. Aggregate write-ins for special surplus funds.....	0	0
35. Unassigned funds (surplus).....	200,847,070	204,004,276
36. Less treasury stock, at cost:		
36.1 .....0.000 shares common (value included in Line 29 \$.....0).....		
36.2 .....0.000 shares preferred (value included in Line 30 \$.....0).....		
37. Surplus (Total Lines 31 + 32 + 33 + 34 + 35 - 36) (including \$.....0 in Separate Accounts Statement).....	306,477,670	309,634,876
38. Totals of Lines 29, 30 and 37 (Page 4, Line 55).....	310,258,070	313,415,276
39. Totals of Lines 28 and 38 (Page 2, Line 28, Col. 3).....	2,677,483,684	2,498,593,291

### DETAILS OF WRITE-INS

2501. Interest on Unpaid Claims.....	153,738	107,302
2502. ....		
2503. ....		
2598. Summary of remaining write-ins for Line 25 from overflow page.....	0	0
2599. Totals (Lines 2501 through 2503 plus 2598) (Line 25 above).....	153,738	107,302
3101. ....		
3102. ....		
3103. ....		
3198. Summary of remaining write-ins for Line 31 from overflow page.....	0	0
3199. Totals (Lines 3101 through 3103 plus 3198) (Line 31 above).....	0	0
3401. ....		
3402. ....		
3403. ....		
3498. Summary of remaining write-ins for Line 34 from overflow page.....	0	0
3499. Totals (Lines 3401 through 3403 plus 3498) (Line 34 above).....	0	0

# Erie Family Life Insurance Company

## SUMMARY OF OPERATIONS

	1 Current Year	2 Prior Year
1. Premiums and annuity considerations for life and accident and health contracts (Exhibit 1, Part 1, Line 20.4, Col. 1, less Col. 11)	208,678,227	184,939,611
2. Considerations for supplementary contracts with life contingencies		
3. Net investment income (Exhibit of Net Investment Income, Line 17)	106,294,555	102,180,494
4. Amortization of Interest Maintenance Reserve (IMR) (Line 5)	2,586,983	3,073,377
5. Separate Accounts net gain from operations excluding unrealized gains or losses		
6. Commissions and expense allowances on reinsurance ceded (Exhibit 1, Part 2, Line 26.1, Col. 1)	8,545,489	8,849,304
7. Reserve adjustments on reinsurance ceded		
8. Miscellaneous Income:		
8.1 Income from fees associated with investment management, administration and contract guarantees from Separate Accounts		
8.2 Charges and fees for deposit-type contracts		
8.3 Aggregate write-ins for miscellaneous income	2,234,205	2,132,457
9. Totals (Lines 1 to 8.3)	328,339,459	301,175,243
10. Death benefits	46,246,435	41,006,398
11. Matured endowments (excluding guaranteed annual pure endowments)	1,218	83,444
12. Annuity benefits (Exhibit 8, Part 2, Line 6.4, Cols. 4 + 8)	13,165,707	13,086,782
13. Disability benefits and benefits under accident and health contracts	1,146,527	363,767
14. Coupons, guaranteed annual pure endowments and similar benefits		
15. Surrender benefits and withdrawals for life contracts	90,204,243	93,447,768
16. Group conversions		
17. Interest and adjustments on contract or deposit-type contract funds	3,998,555	4,327,900
18. Payments on supplementary contracts with life contingencies	2,247	2,247
19. Increase in aggregate reserves for life and accident and health contracts	103,214,061	80,059,181
20. Totals (Lines 10 to 19)	257,978,993	232,377,487
21. Commissions on premiums, annuity considerations and deposit-type contract funds (direct business only) (Exhibit 1, Part 2, Line 31, Col. 1)	26,724,460	24,765,681
22. Commissions and expense allowances on reinsurance assumed (Exhibit 1, Part 2, Line 26.2, Col. 1)		
23. General insurance expenses and fraternal expenses (Exhibit 2, Line 10, Columns 1, 2, 3, 4 and 6)	36,081,254	37,126,314
24. Insurance taxes, licenses and fees, excluding federal income taxes (Exhibit 3, Line 7, Cols. 1 + 2 + 3 + 5)	5,941,855	5,644,409
25. Increase in loading on deferred and uncollected premiums	(1,136,732)	(3,326,992)
26. Net transfers to or (from) Separate Accounts net of reinsurance		
27. Aggregate write-ins for deductions	198,511	165,342
28. Totals (Lines 20 to 27)	325,788,341	296,752,241
29. Net gain from operations before dividends to policyholders, refunds to members and federal income taxes (Line 9 minus Line 28)	2,551,118	4,423,002
30. Dividends to policyholders and refunds to members		
31. Net gain from operations after dividends to policyholders, refunds to members and before federal income taxes (Line 29 minus Line 30)	2,551,118	4,423,002
32. Federal and foreign income taxes incurred (excluding tax on capital gains)	5,848,075	6,162,861
33. Net gain from operations after dividends to policyholders, refunds to members and federal income taxes and before realized capital gains or (losses) (Line 31 minus Line 32)	(3,296,957)	(1,739,860)
34. Net realized capital gains (losses) (excluding gains (losses) transferred to the IMR) less capital gains tax of \$....425,583 (excluding taxes of \$....(187,059) transferred to the IMR)	(297,309)	2,300,223
35. Net income (Line 33 plus Line 34)	(3,594,266)	560,364
<b>CAPITAL AND SURPLUS ACCOUNT</b>		
36. Capital and surplus, December 31, prior year (Page 3, Line 38, Col. 2)	313,415,276	303,619,154
37. Net income (Line 35)	(3,594,266)	560,364
38. Change in net unrealized capital gains (losses) less capital gains tax of \$....864,417	3,251,855	(2,007,869)
39. Change in net unrealized foreign exchange capital gain (loss)		
40. Change in net deferred income tax	1,104,038	18,494,965
41. Change in nonadmitted assets	1,070,221	(11,538,201)
42. Change in liability for reinsurance in unauthorized and certified companies		
43. Change in reserve on account of change in valuation basis (increase) or decrease		
44. Change in asset valuation reserve	(4,989,054)	(713,137)
45. Change in treasury stock, (Page 3, Lines 36.1 and 36.2 Col. 2 minus Col. 1)		
46. Surplus (contributed to) withdrawn from Separate Accounts during period		
47. Other changes in surplus in Separate Accounts Statement		
48. Change in surplus notes		(45,000,000)
49. Cumulative effect of changes in accounting principles		
50. Capital changes:		
50.1 Paid in		
50.2 Transferred from surplus (Stock Dividend)		
50.3 Transferred to surplus		
51. Surplus adjustment:		
51.1 Paid in		50,000,000
51.2 Transferred to capital (Stock Dividend)		
51.3 Transferred from capital		
51.4 Change in surplus as a result of reinsurance		
52. Dividends to stockholders		
53. Aggregate write-ins for gains and losses in surplus	0	0
54. Net change in capital and surplus for the year (Lines 37 through 53)	(3,157,206)	9,796,122
55. Capital and surplus, December 31, current year (Lines 36 + 54) (Page 3, Line 38)	310,258,070	313,415,276
<b>DETAILS OF WRITE-INS</b>		
08.301. Miscellaneous Income	2,234,205	2,132,457
08.302. ....		
08.303. ....		
08.398. Summary of remaining write-ins for Line 8.3 from overflow page	0	0
08.399. Totals (Lines 08.301 through 08.303 plus 08.398) (Line 8.3 above)	2,234,205	2,132,457
2701. Interest on Death Claims	200,721	144,819
2702. Miscellaneous Interest Expense	31	17,945
2703. Premium Tax Credit Offset	(2,241)	(539)
2798. Summary of remaining write-ins for Line 27 from overflow page	0	3,118
2799. Totals (Lines 2701 through 2703 plus 2798) (Line 27 above)	198,511	165,342
5301. ....		
5302. ....		
5303. ....		
5398. Summary of remaining write-ins for Line 53 from overflow page	0	0
5399. Totals (Lines 5301 through 5303 plus 5398) (Line 53 above)	0	0

**CASH FLOW**

	1 Current Year	2 Prior Year
<b>CASH FROM OPERATIONS</b>		
1. Premiums collected net of reinsurance.....	204,565,440	181,757,109
2. Net investment income.....	107,870,954	104,687,401
3. Miscellaneous income.....	10,779,694	10,981,761
4. Total (Lines 1 through 3).....	323,216,087	297,426,271
5. Benefit and loss related payments.....	150,301,200	147,862,700
6. Net transfers to Separate Accounts, Segregated Accounts and Protected Cell Accounts.....		
7. Commissions, expenses paid and aggregate write-ins for deductions.....	68,707,485	67,395,639
8. Dividends paid to policyholders.....		
9. Federal and foreign income taxes paid (recovered) net of \$.....129,605 tax on capital gains (losses).....	1,853,582	6,710,559
10. Total (Lines 5 through 9).....	220,862,267	221,968,899
11. Net cash from operations (Line 4 minus Line 10).....	102,353,820	75,457,372
<b>CASH FROM INVESTMENTS</b>		
12. Proceeds from investments sold, matured or repaid:		
12.1 Bonds.....	132,088,117	284,661,138
12.2 Stocks.....	4,001,600	2,165,900
12.3 Mortgage loans.....		271,774
12.4 Real estate.....		3,366,666
12.5 Other invested assets.....	282,842	573,017
12.6 Net gains or (losses) on cash, cash equivalents and short-term investments.....		
12.7 Miscellaneous proceeds.....	172,923	15,905,116
12.8 Total investment proceeds (Lines 12.1 to 12.7).....	136,545,483	306,943,611
13. Cost of investments acquired (long-term only):		
13.1 Bonds.....	231,602,108	335,106,200
13.2 Stocks.....		2,936,400
13.3 Mortgage loans.....		
13.4 Real estate.....		
13.5 Other invested assets.....	4,978,340	
13.6 Miscellaneous applications.....	80,385,972	
13.7 Total investments acquired (Lines 13.1 to 13.6).....	316,966,420	338,042,600
14. Net increase (decrease) in contract loans and premium notes.....	1,495,042	83,977
15. Net cash from investments (Line 12.8 minus Lines 13.7 minus Line 14).....	(181,915,979)	(31,182,966)
<b>CASH FROM FINANCING AND MISCELLANEOUS SOURCES</b>		
16. Cash provided (applied):		
16.1 Surplus notes, capital notes.....		(45,000,000)
16.2 Capital and paid in surplus, less treasury stock.....		50,000,000
16.3 Borrowed funds.....		
16.4 Net deposits on deposit-type contracts and other insurance liabilities.....	(9,964,692)	(11,567,320)
16.5 Dividends to stockholders.....		
16.6 Other cash provided (applied).....	77,691,270	(15,572,536)
17. Net cash from financing and miscellaneous sources (Lines 16.1 to 16.4 minus Line 16.5 plus Line 16.6).....	67,726,578	(22,139,856)
<b>RECONCILIATION OF CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>		
18. Net change in cash, cash equivalents and short-term investments (Line 11, plus Lines 15 and 17).....	(11,835,581)	22,134,550
19. Cash, cash equivalents and short-term investments:		
19.1 Beginning of year.....	68,926,359	46,791,809
19.2 End of year (Line 18 plus Line 19.1).....	57,090,778	68,926,359

Note: Supplemental disclosures of cash flow information for non-cash transactions:

20.0001 .....		
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