

Steve Keck

From: Kelly Sullivan <Kelly.Sullivan@neamgroup.com>
Sent: Thursday, January 30, 2020 12:21 PM
To: Katrina Hulse; Alie Causey; Steve Keck
Cc: Eric St. Amand
Subject: [EXTERNAL] RE: LICOA Material for Investment Accounting Call on 12/12

Hi Katrina –

I just wanted to circle back on my note below and see if you would be able to provide us with the following information. This would help Eric and our accounting team get started in reconciling your data so that we are ready to go with providing your accounting effective 3/1/2020.

- 12/31/2019 tax lot holdings
- Your chart of accounts
- Trial balance

No rush, but if you could please send this information over, when convenient, we would appreciate it.

Thanks.

Best,
Kelly

Kelly E. Sullivan, CFA



New England Asset Management, Inc. 74 Batterson Park Road, Farmington, CT 06032
direct 860 409 3256 **cell** 203 550 9993 **email** kelly.sullivan@neamgroup.com
www.neamgroup.com

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From: Kelly Sullivan <Kelly.Sullivan@neamgroup.com>
Sent: Thursday, December 19, 2019 1:38 PM
To: Katrina Hulse <khulse@licoa.com>; Alie Causey <alie@licoa.com>; skeck@licoa.com
Cc: Eric St. Amand <Eric.Stamand@neamgroup.com>
Subject: RE: LICOA Material for Investment Accounting Call on 12/12 [External]

Hi Katrina –

Thanks for your note. We are delighted to hear that LICOA would like to move its investment accounting services to NEAM.

As for your question on files from US Bank, we currently receive everything we would need and have data feeds in place with US Bank, so there is nothing you need to do there.

While the contract with your current accounting provider ends 4/30/2020, we would suggest starting our investment accounting work for LICOA on 3/1/2020 so that you do not have to deal with a quarter split between two providers which can create some complexities for you. Let us know if that makes sense or if you have any questions.

Lastly, to help Eric and our accounting team get started in reconciling your data, if you could please provide us with a copy of your 11/30/2019 tax lot holdings as well as your chart of accounts and trial balance that would be appreciated. This will also allow us to "shadow" your accounting starting the beginning of next year so that we have a smooth transition for when NEAM takes over the accounting.

Thanks and certainly let me know if you have any questions.

Best,
Kelly

Kelly E. Sullivan, CFA



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From: Katrina Hulseley <khulsey@licoa.com>
Sent: Thursday, December 19, 2019 11:27 AM
To: Kelly Sullivan <Kelly.Sullivan@neamgroup.com>; Alie Causey <alie@licoa.com>; skeck@licoa.com
Cc: Eric St. Amand <Eric.Stamand@neamgroup.com>
Subject: RE: LICOA Material for Investment Accounting Call on 12/12 [External]

So sorry, my email below mistakenly states that our current investment accounting contract ends 4/30/19. It ends 4/30/20.

From: Katrina Hulseley
Sent: Thursday, December 19, 2019 10:22 AM
To: 'Kelly Sullivan' <Kelly.Sullivan@neamgroup.com>; Alie Causey <alie@licoa.com>; Steve Keck <skeck@licoa.com>
Cc: Eric St. Amand <Eric.Stamand@neamgroup.com>
Subject: RE: LICOA Material for Investment Accounting Call on 12/12

Hi Kelly!

Yes, my twins are super excited about Christmas! Can't get here soon enough for them.

I do have one question concerning NEAM's investment accounting services. Presently, US Bank sends transaction and holding information in a file to our current investment accounting provider so that the transactions can be imported into

the investment accounting software. Does NEAM already receive all the information that is needed from US Bank, or will we need to work with US Bank to collect and send any additional information to NEAM?

We do plan to move forward with NEAM's investment accounting services. We believe our contract with our current provider ends on 4/30/19, and we are in the process of notifying our current provider of our decision to switch to NEAM.

Katrina

Katrina D. Hulse, CPA
Vice President - Accounting
[Life Insurance Company of Alabama](#)
1-256-439-3280 or
1-800-226-2371 ext. 3280



From: Kelly Sullivan <Kelly.Sullivan@neamgroup.com>
Sent: Thursday, December 19, 2019 8:18 AM
To: Katrina Hulse <khulse@lico.com>; Alie Causey <alie@lico.com>; Steve Keck <skeck@lico.com>
Cc: Eric St. Amand <Eric.Stamand@neamgroup.com>
Subject: [EXTERNAL] RE: LICOA Material for Investment Accounting Call on 12/12

Hi Katrina –

Hope you are doing well and getting in the Christmas spirit (I am sure the twins are excited!).

I wanted to circle back and see if you had any questions or follow ups for us following our call on NEAM's investment accounting services last week. Certainly no rush, but just thought I would check in.

Thanks.

Best,
Kelly

Kelly E. Sullivan, CFA



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From: Kelly Sullivan
Sent: Monday, December 9, 2019 4:56 PM
To: Katrina Hulseley <khulsey@licoa.com>; Alie Causey <alie@licoa.com>; Steve Keck <skeck@licoa.com>
Cc: Eric St. Amand <Eric.Stamand@neamgroup.com>
Subject: RE: LICOA Material for Investment Accounting Call on 12/12

Hi all –

One other item attached to have handy for our discussion on Thursday.

Thanks.

Best,
Kelly

Kelly E. Sullivan, CFA



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From: Kelly Sullivan
Sent: Monday, December 9, 2019 4:34 PM
To: Katrina Hulseley <khulsey@licoa.com>; Alie Causey <alie@licoa.com>; Steve Keck <skeck@licoa.com>
Cc: Eric St. Amand <Eric.Stamand@neamgroup.com>
Subject: LICOA Material for Investment Accounting Call on 12/12

Hi Katrina, Alie, & Steve –

Attached please find a few slides on our investment accounting and reporting services that we will cover during our call this Thursday, 12/12 at 10:30am CST (Call in #: 800-245-7881; Passcode: 409 3256).

Thanks and we look forward to speaking with you.

Best,
Kelly

Kelly E. Sullivan, CFA



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