

2019 Survey of Members

using 2018 data

	Totals	% total	# represent	aver per represented
TOTAL CARRIERS	\$ 1,631,665,638	100.00%		
ALL OTHER	\$ 553,361,008	33.91%	21	\$ 26,350,524
LLOYD'S	\$ 308,956,666	18.94%	19	\$ 16,260,877
NATIONWIDE E&S	\$ 183,514,556	11.25%	18	\$ 10,195,253
MARKEL	\$ 68,254,573	4.18%	17	\$ 4,014,975
USLI	\$ 64,372,801	3.95%	12	\$ 5,364,400
AMERICAN MOD	\$ 63,292,255	3.88%	5	\$ 12,658,451
NICO	\$ 55,722,020	3.42%	12	\$ 4,643,502
AIG/LEXINGTON	\$ 42,616,872	2.61%	13	\$ 3,278,221
NORTHLAND/NORTHFIE	\$ 38,721,143	2.37%	8	\$ 4,840,143
ACE	\$ 26,919,511	1.65%	14	\$ 1,922,822
COLONY	\$ 25,625,825	1.57%	13	\$ 1,971,217
WESTERN WORLD	\$ 23,826,502	1.46%	9	\$ 2,647,389
NAUTILUS	\$ 21,243,056	1.30%	11	\$ 1,931,187
IAT	\$ 20,126,839	1.23%	12	\$ 1,677,237
CAPSPECIALTY	\$ 18,869,793	1.16%	14	\$ 1,347,842
MESA-MUSIC	\$ 17,363,000	1.06%	7	\$ 2,480,429
HALLMARK	\$ 13,684,401	0.84%	8	\$ 1,710,550
AXIS	\$ 12,954,405	0.79%	9	\$ 1,439,378
ATLANTIC CASUALTY	\$ 12,554,592	0.77%	11	\$ 1,141,327
HUDSON	\$ 11,830,438	0.73%	13	\$ 910,034
GLOBAL INDEMNITY	\$ 9,875,586	0.61%	7	\$ 1,410,798
TRAVELERS	\$ 9,453,983	0.58%	10	\$ 945,398
IRONSHORE	\$ 8,241,420	0.51%	6	\$ 1,373,570
JAMES RIVER	\$ 6,249,060	0.38%	8	\$ 781,133
CANAL	\$ 5,850,329	0.36%	5	\$ 1,170,066
HARTFORD	\$ 2,869,522	0.18%	7	\$ 409,932
AMERICAN RELIABLE	\$ 2,525,237	0.15%	5	\$ 505,047
ZURICH	\$ 1,059,451	0.06%	2	\$ 529,726
PHILADELPHIA	\$ 698,441	0.04%	10	\$ 69,844
FOUNDERS	\$ 626,547	0.04%	2	\$ 313,274
PRIME	\$ 405,806	0.02%	5	\$ 81,161

Commercial	\$ 1,021,582,007	69.16%
Personal	\$ 364,246,517	24.66%
All Other	\$ 91,372,269	6.19%
	\$ 1,477,200,793	100.00%

Binding	75.97%
Brokerage	24.03%

YEARS IN BIZ	1161
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ALL OTHERS - Top 3

Exclusive Carriers	\$46,848,130
Munich	\$40,000,000
Berkley Net	\$13,200,000
BrickStreet	\$10,294,247
Beazley	\$9,829,916
Chubb	\$9,000,000
Assurant	\$8,500,000
AM Trust	\$8,331,194
Great American	\$5,901,914
Stonetrust Ins	\$5,140,468
Kinsdale	\$4,517,000
IFG/Burlington	\$4,122,428
Aegis	\$3,961,573
Allianz Global	\$3,777,430
Great Lakes	\$3,200,000
Catlin	\$3,100,000
Old Republic	\$3,000,000
Geovera	\$2,500,000
Gen Star	\$2,421,488
Starstone	\$2,300,000
Dual Coml	\$2,290,000
Hospitality	\$2,200,000
Bitco	\$2,000,000
Windsor Mount Joy Mutual	\$1,900,000
Andover Companies	\$1,867,256
Progressive	\$1,592,059
Spriska	\$1,500,000
Topa	\$1,500,000
Avondale	\$1,434,000
Hiscox	\$1,434,000
Canopus	\$1,336,000
Watford	\$1,300,000
AxA	\$1,200,000
QBE	\$1,200,000
Allied World	\$1,121,954
Lancer	\$1,113,824
Tennant Special Risk	\$1,044,000
US Plate	\$1,000,000
Venture Underwriters	\$966,000
Adriatic	\$900,000
Guard Ins	\$852,066
Houston Int'l	\$662,909
National General	\$529,662

Union Standard	\$528,518
Affiliated FM	\$481,323
California Ins Co	\$344,974
Contractors Bonding	\$268,828
Worth Casualty	\$252,775
Gemini	\$158,675
Utica First	\$140,952
Arch	\$134,123
Benchmark	\$122,285
CM Vantage	\$83,822
Houston Casualty	\$71,663
Mount Hawley	\$64,469
US Risk	\$37,622
Freeberg Enviro	\$25,165
TOTAL	\$223,604,712

STAFF INFORMATION

Full Time	1551	88.33%
Part Time	47	2.68%
Outsourced	144	8.20%
Seasonal/Temporary	8	0.46%
Consultant/Sub/Other	6	0.34%
TOTAL	1756	100.00%

100% OFFICE	1214	76.84%
100% HOME	166	10.51%
COMBO HOME/OFFICE	200	12.66%
WHERE WORK TOTAL	1580	100.00%

TOTAL PHYSICAL LOCATIONS	65	
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ALL 50	3	
AL	5	10.00%
AK	3	6.00%
AZ	5	10.00%
AR	6	12.00%
CA	8	16.00%
CO	3	6.00%
CT	5	10.00%
DE	4	8.00%
FL	7	14.00%
GA	5	10.00%
HI	5	10.00%
ID	3	6.00%
IL	5	10.00%
IN	4	8.00%
IA	3	6.00%
KS	3	6.00%
KY	5	10.00%
LA	5	10.00%
ME	5	10.00%
MD	5	10.00%
MA	5	10.00%
MI	4	8.00%
MN	5	10.00%
MS	5	10.00%
MO	6	12.00%
MT	4	8.00%
NE	4	8.00%
NV	5	10.00%
NH	5	10.00%
NJ	6	12.00%
NM	5	10.00%
NY	6	12.00%
NC	6	12.00%
ND	4	8.00%
OH	5	10.00%
OK	6	12.00%
OR	4	8.00%
PA	7	14.00%
RI	5	10.00%
SC	5	10.00%
SD	4	8.00%
TN	7	14.00%

TX	7	14.00%
UT	4	8.00%
VT	4	8.00%
VA	6	12.00%
WA	4	8.00%
WV	4	8.00%
WI	5	10.00%
WY	4	8.00%

Breakdown between Binding & Brokerage

BINDING COML P&C	\$ 415,015,648
BINDING COML AUTO	\$ 173,728,713
BINDING GARAGE	\$ 26,107,964
BINDING COML UMB/EXCESS	\$ 16,676,749
BINDING POLLUTION/ENVIRON	\$ 10,508,094
BINDING PROFESSIONAL	\$ 31,209,646
BINDING HOMEOWNERS	\$ 278,344,688
BINDING PERSONAL AUTO	\$ 17,518,215
BINDING PERSONAL UMB/EXC	\$ 24,626,646
BINDING PROGRAM	\$ 54,561,880
BINDING LIFE/HEALTH/EMP BEN/DISABILITY	\$ -
BINDING FARM/AGRICULTURAL	\$ 8,765,322
BINDING FLOOD	\$ 9,669,398
BINDING WORKERS COMP	\$ 25,272,391
BINDING EARTHQUAKE	\$ 10,515,923
BINDING CYBER	\$ 5,306,920
BINDING BONDS	\$ 1,458,953
BINDING LIQUOR	\$ 12,391,656
BINDING OTHER	\$ 2,297,085
BINDING TOTAL	\$ 1,123,975,891

BROKERAGE COML P&C	\$ 106,766,893
BROKERAGE COML AUTO	\$ 25,577,871
BROKERAGE GARAGE	\$ 400,000
BROKERAGE COML UMB/EXC	\$ 18,988,347
BROKERAGE POLLUTION/ENVIRO	\$ 10,654,039
BROKERAGE PROFESSIONAL	\$ 72,152,909
BROKERAGE HOMEOWNERS	\$ 40,634,321
BROKERAGE PERSONAL AUTO	\$ 12,647
BROKERAGE PERSONAL UMB/EXC	\$ 3,110,000
BROKERAGE LIFE/HEALTH/EMP BEN/DISABILITY	\$ 73,746
BROKERAGE FARM/AGRICULTURAL	\$ 4,000,000
BROKERAGE FLOOD	\$ 1,005,000
BROKERAGE WORKERS COMP	\$ 48,262,896
BROKERAGE EARTHQUAKE	\$ 2,781,000
BROKERAGE CYBER	\$ 5,707,318
BROKERAGE LIQUOR	\$ 395,000
BROKERAGE OTHER	\$ 15,000,000
BROKERAGE TOTAL	\$ 355,521,987