

Annual Report

Board

Board of Governors for 2001

DAVID HOLCOMBE, Chairman International Speedway Corporation, Daytona Beach

W.L. (BILL) RAMBO, Chairman Emeritus Daytona Beach

MICHAEL J. RIORDAN, Vice Chairman Hull & Company, Inc., St. Petersburg

LARRY B. STOWE, Treasurer/Secretary Elliott, McKiever & Stowe Ltd., Coral Gables

ELSIE B. CROWELL, Florida's Insurance Consumer Advocate, Florida Department of Insurance, Tallahassee

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Gabor Insurance Services, Inc., Miami

DANIEL C. O'LEARY III

Shelly, Middlebrooks & O'Leary Inc., Jacksonville

KEVIN SCHUCK

Agency Marketing Services, St. Petersburg

ROBERT W. WINTERS

Burns & Wilcox, Ltd., Daytona Beach

EDWARD J. WOJCHICK

Franzese & Associates, Orlando



FSLSO Staff

Florida Surplus Lines Service Office

GARY PULLEN, Executive Director

CAROLYN DANIELS, Assistant Director, Agent Relations

SEAN FISHER, Assistant Director, Outreach & Education

MARK SHEALY, Chief Financial Officer

GEORGIE BARRETT, Executive Assistant

AMY BOGNER, Public Information Specialist

KRISTEN BERTAGNOLLI, Compliance Review Administrator

JIM DAY, Database/Network Administrator

JAMES FARMER, Systems Programmer/Webmaster

LISA FRENCH, Insurance Analyst

CATHY DURRANCE, Variance Analyst

FELICIA HARRIS, Review Analyst

JASON HAYNIE, Accounting Systems Specialist

TERI LITTLEFIELD, Senior Variance Analyst

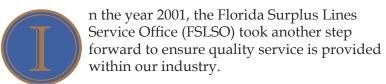
MATT WESTER, Senior Insurance Analyst

MATHU SPIRES, Information Systems Support/Developer



Chairman's Message

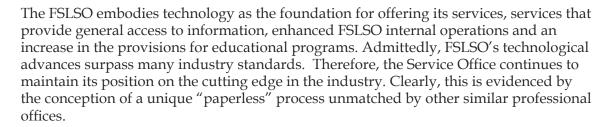




Our gratitude is extended to Gary Pullen and the staff at FSLSO for continuing to improve the services the office provides. Their commitment and effort has led to programs that promote stability and credibility within our surplus lines industry.

Providing leadership, integrity and service to FSLSO's customers has been of the utmost importance. To assist our customers in effectively operating their businesses, FSLSO

recognized and took advantage of a prime opportunity to offer new resources targeting ways to improve technology and other services. Many of these new resources can be seen or are in use in your everyday operations.



As you peruse our 2001 Annual Report, you will realize that we are fulfilling our obligations to the surplus lines industry in Florida with one-half of the workforce of other states stamping offices. You will quickly understand the tenacity in which our staff and Board of Governors give to every demand and project. Members of this organization receive the best possible representation from this office. I have continued to encounter rave reviews by its members and customers, touting the assistance they have received, the expertise they have been afforded and the information made available to them. Exceptional quality of work is the standard at the FSLSO.

Inspiring positive change in our industry, this dedicated FSLSO team is affiliated with so many of the wonderful programs instituted in the past year. I congratulate and thank last year's Board of Governors, who freely contributed their time and effort to provide guidance and assistance to the FSLSO.

I look forward to the wonderful opportunity of working with the FSLSO and professionals within Florida's surplus lines industry in the coming year. Thank you for allowing me to serve a second term as Chairman for your Florida Surplus Lines Service Office.

David Holcombe Chairman



Director's Message





ndoubtedly, 2001 was another banner year for the Florida Surplus Lines Service Office! FSLSO accepted the task of enhancing its many services while responsibly meeting its normal obligations to serve Florida's surplus lines insurance industry.

We continue to challenge ourselves, working to improve our services and create innovative solutions to better serve our customers. Automating the services FSLSO provides has proven successful, creating efficiencies in process, providing access to more information and improving the validity of the surplus lines marketplace as a viable resource for the insurance buying public.

FSLSO staff has expended a great deal of time and effort to carefully develop and implement a company financial review program available online at www.fslso.com. Company financial information is compiled from public records and is placed into a format for open review. In addition to offering free continuing education classes worth credit to help our member agents comply with Florida's Surplus Lines Law, we developed two online training programs to assist data entry personnel through the FSLSO Agent Submission Software. And, we provided an easy online submission application process for filers of independently procured coverage (IPC).

The IPC process, which began in September for out-of-state filers, exceeded our expectations for the short time it was in operation in 2001. Consequently, FSLSO is looking forward to 2002, which should easily outperform 2001's record-breaking number of fourth quarter submissions.

Looking ahead to 2002, FSLSO is enthusiastic about pursuing continual improvements in our service. Taking a proactive approach to the serious nature of this duty, staff worked diligently to create a meaningful three-year strategic plan to help FSLSO anticipate future threats and opportunities that may arise from industry, regulatory or environmental changes.

I look forward to another year of working under the guidance of our Chairman, David Holcombe, whose professionalism, sense of fairness and experience has served our organization. As an exemplary resource, he has provided us with the support to continue our track of successes and achievements.

Through design, the consumers, industry members and regulators are at the heart of our many programs and achievements. Our members' suggestions are handled with care and sincerity as we work together as a team building credibility in our industry. It is with your help and commitment that we can and will fulfill our obligations in making Florida's surplus lines market the best in the nation.

Gary D. Pullen Executive Director Pullen



- Permanent office in Tallahassee, FL.
- FSLSO was established by the Florida Legislature in 1997, under the "Dana Roehrig Act."
- Toll-free assistance:
 1-800-562-4496



 Our Internet address is www.fslso.com



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Insurer Financials

Mission

The FSLSO will promote a stable, efficient and financially strong surplus lines insurance market in Florida.

Goals

- Protect consumers seeking insurance in this state.
- Permit surplus lines insurance to be placed with approved surplus lines insurers.
- Maintain a self-regulating organization that will promote and permit orderly access to surplus lines insurance in Florida.
- Enhance the number and types of insurance products available to consumers in Florida.
- Provide a source of advice and counsel for the benefit of consumers, surplus lines agents, insurers and government agencies, concerning the operation of the surplus lines insurance market.
- Protect the revenues of the state.

Services

INFORMATION



ommunicating and distributing information plays an important role at the FSLSO. Information is provided in various formats; therefore, the FSLSO is always cognizant of the fact that any information distributed should be both reliable and accurate.

Financial information covering a five-year period for surplus lines insurers' became available via the FSLSO Web site at the link titled "Insurer Financials." The financial data was collected directly from the surplus lines insurer's financial documents, i.e., annual statement, audited financial statement and actuarial opinion. The data contained on the Web site is an assortment of financial data that the FSLSO extracted from the company's financial documents. The financial information presented covers the years 1996 through 2000 for foreign insurers (U.S. domiciled companies) and the years 1997 through 2000 for alien insurers (non-U.S. companies).

In addition to key financial elements such as capital and surplus, underwriting gains (losses) and FSLSO premiums processed, the Web site also contains basic information about the company, such as state of domicile, Web site address, parent company, A.M. Best rating and much more. Definitions have also been provided as a resource in understanding the terminology.

Proudly, Florida is the first state to implement electronic collection of policy data from surplus lines agents and insurers. The collection of this policy data has led FSLSO to offer information via Public Data Reports found on our Web site.

These Public Data Reports provide useful information to help interested individuals better understand the marketplace. The information offers aggregated data, such as premium generated by line of coverage; specific types of coverage in a specific county; the reports include the top agent(s), agencies and companies by premium amount as well as by types of coverage and specific counties. There are "General Information Reports" that provide information regarding company name and its Federal Employer Identification Number (FEIN) for specific coverages and counties it is writing in. One can also search for a specific agent or insurer for detailed contact information.

The reports provide readily available market trend data, which are for informational purposes only and do not constitute an endorsement for any service, company or person offering any product or service. The data contained in these reports is updated monthly based on data submissions from surplus lines agents and insurers.

The FSLSO still provides access to a variety of other informational tools via its Web site, such as a Software User's Manual, Florida Statutes, frequently asked questions, exportable submission file formats, E-news bulletins (web-based newsletter), news releases, forms and much more.

REPRESENTATION



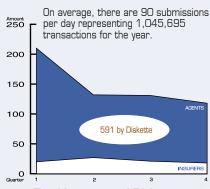
Il surplus lines agent's in Florida are members of the FSLSO as a condition of holding a surplus lines agent's license. For this reason, it is important that all of our members, as well as others in the surplus lines industry, receive the best possible representation from this office.

The FSLSO accomplishes this task through affiliations with prominent organizations, such as the National Association of Professional Surplus Lines Offices (NAPSLO), American Association of Managing General Agents (AAMGA), National Association of Insurance Commissioners (NAIC), and the Florida Surplus Lines Association (FSLA).

The FSLSO is recognized as a valuable resource of information and expertise, as noted by our involvement on issues affecting the surplus lines industry with the Florida Legislature and other regulatory agencies.

2001 Submissions (Internet vs Diskette Comparison)

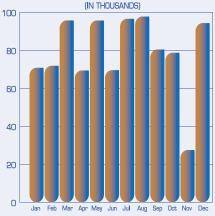




Total Internet and Diskette Submissions Received: 23,396



TRANSACTIONS PROCESSED PER MONTH



FYIFYIFYIFYIFYIFYIFYIFYIFYIFYI

 Offered six continuing education classes in the state with more than 250 attendees participating.



COAST Overview Screen





COAST Case Study Screen



COAST Sins Screen

At local and national events and with other insurance organizations, the FSLSO is a visible source of information regarding surplus lines insurance. In 2001, the FSLSO participated in conferences hosted by NAPSLO, NAIC, FSLA, the Florida Association of Insurance Agents (FAIA), Florida Council of the National Association of Insurance Women (NAIW) and the Specialty Insurance Agents Association.

EDUCATION



he FSLSO developed and offered two online training programs: the Certification of Online Agent Software Training (COAST) program and the Agent Software Tutorial. Each of these programs has a separate and unique learning objective, whether it is as a comprehensive training course or as a quick reference guide.

Targeting what is humorously referred to as the "10 Sins of the Submission Process," or those errors that have been identified as occurring frequently in the agent software program,

10 Sins of the Submission Process

- FSLSO member errors
- Name changes in the software
- Incorrect or invalid agency or insurer FEIN
- Incorrect agent license numbers
- Premium allocation
- Incorrect coverage code/tax status combinations
- Transaction types
- Contact information
- OConfirmation numbers in the FSLSO Management System
- Transferring files to another agent

COAST provides a comprehensive online training program to provide easy-to-understand instructions specifically related to the submission process. COAST also stresses the importance of certain other issues, such as incorrect coverage code/tax status combinations, the process for a new surplus lines agent to follow and the proper steps in correcting Submission In Question (SIQ) files.

This program operates by delivering information in individual modules to explain the functions of the agent software program, while providing 11 interactive opportunities to assist in the retention of the learned information. Successful progression through the modules is required to advance to the end of the program, where a course exam is given to test the user's comprehension of the information contained in the program. Upon successful completion of the program, the user receives a certificate of completion, recognition in the

Advisor newsletter, and an opportunity to attend additional continuing education courses offered by FSLSO. COAST requires approximately two hours to complete in its entirety.

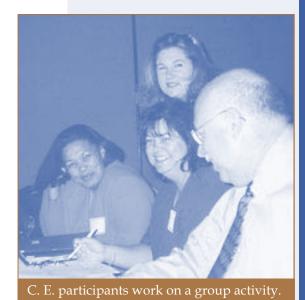
The second online program is the Agent Software Tutorial, which is uniquely designed for those who may have a question about a specific process (i.e. the Backout feature) and want to quickly reference this information without reading a manual, calling FSLSO, or asking other employees. Compared with COAST, the tutorial's main difference is that it does not offer interactive components, certification to the user or target common errors identified through the agent software program. Instead, this program provides an overall review of the agent software program using individual movies to show step-by-step instructions; explains additional features not mentioned in the COAST program, such as password settings, database settings, etc.; provides access to freely maneuver within the program; and serves as a resource guide complementing the Help menu.

FSLSO also took their three-hour continuing education course on the road, providing training to more than 200 individuals in five Florida locations. Numerous issues were discussed pertaining to the agent software, Surplus Lines Law, and common submission filing errors. This training was offered free to member agents. Overall, the training received complimentary evaluations from those who attended, which will be useful for improving 2002's continuing education course offerings.

FSLSO also participated in FSLA's convention held in Boca Raton by providing two hours of continuing education to 50 conference attendees.

The much anticipated Surplus Lines Insurance Reference Manual was finalized and approved by the Florida Department of Insurance. It provides a comprehensive overview of the surplus lines industry. The manual specifically addresses such topics as the history of the surplus lines market, regulatory process, distribution systems and financial analysis. It will provide the necessary information to help all who are interested in enhancing their knowledge of surplus lines insurance. There are also more than 80 review questions, along with an answer key, at the conclusion of the manual to help readers test their retention of the learned information. Combined with the existing products presently available, these newly developed resources provide additional tools for promoting and educating the surplus lines marketplace in Florida.

The staff of the FSLSO attended various industry conferences, providing face-to-face interaction with conference attendees, as well as, informational literature. The schedule included conferences hosted by FAIA, the Florida Council of NAIW and the Specialty



C. E. Course Comments

"A great course with lots of information. I learned something new!"

- Jan O'Rourke, American Shield Group (Boca Raton)

"I appreciate the question and answer sessions. They bring up points needed by all."

- Mariann Presti, Yanoff South Inc. (St. Petersburg)

"I like your online certification programs. It's a great resource!"

- Donna Moser, Bayside Insurance Inc. (Miami) The FSLSO newsletter is called "The Advisor."

FSLSO has 16 employees with more than 165 combined years of insurance experience.



2001: Florida ranks third nationally in the volume of total surplus lines premiums written.

First state to implement electronic collection of policy data from surplus lines agents and insurers.

Agents' Association. Educational items designed to create awareness of FSLSO and its services were distributed free of charge during these conferences.

The FSLSO speaker's bureau has become an ideal way for our office to explain surplus lines insurance to a variety of insurance professionals, organizations and consumers who may have little or no knowledge about our marketplace. It incorporates staff and industry volunteers to address groups requesting a presentation. Seeking these types of opportunities, FSLSO was delighted to be invited to participate at the Specialty Agents conference and presented two enlightening and informative seminars to attendees.

The FSLSO provided information related to the surplus lines industry by issuing press releases and news articles to the Florida Underwriter, Insurance News, Unite, Agents Confidential, Professional Agent Magazine, Professional Insurance Agent's newsletter and the Agent Intercom.

The Agent Compliance Review program was expanded and continued to educate and inform members of the laws pertaining to the surplus lines industry. Contracted analysts visited member agents and reviewed a number of policies facilitating compliance with the law. More than 220 compliance reviews were conducted in 2001 and those agents who have been reviewed regarded the program as a positive and rewarding experience.

The FSLSO continued to update and offer its educational offerings and still provides the following materials: *Advisor* newsletter, "Insuring the Uninsurable" brochure and video, and Agent's Procedures Manual. In addition, a brochure about the FSLSO was developed for distribution at trade shows and other speaking opportunities.



FSLSO's newest brochure: "Leader in Technology: Serving Florida's Surplus Lines Community"

MARKETPLACE MONITORING



uilding credibility within and for the surplus lines industry remains a top priority for the FSLSO. By monitoring the surplus lines marketplace through the agent and insurer data submissions, we can facilitate compliance with the laws and rules governing Florida's surplus lines community.

With the changes by the state legislature, the law requires Independently Procured Coverage (IPC) of surplus lines insurance policies in Florida to be reported to the FSLSO.

The changes streamlined the reporting process in the quarterly and annual reports on behalf of Florida's surplus lines insurers. The process required the inclusion of policy information for IPC and

"...the variance staff uncovered 13 policies representing more than \$4 million in unreported premium..."

risks exempt from the surplus lines insurance premium receipts tax. Furthermore, insureds who procure insurance coverage directly from unauthorized insurers, for insurance risks located in Florida, are now required to report the premium to the

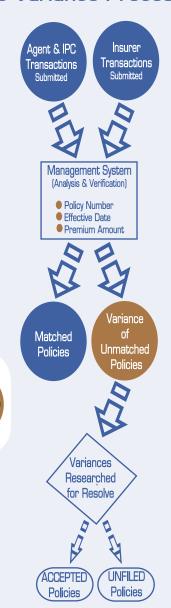
FSLSO in a required format. The required filing is conducted via the Internet and an application process.

All IPC submissions have been added to the FSLSO's submissions variance program, an automated process that analyzes variances between the submissions of agents, and now IPC insureds, with those reports filed by insurers. The variance program indentifies unreported premium and unpaid taxes. The variance analysis process is one of the tools used by FSLSO to search for who is responsible for reporting the policy information. Although it proves time-consuming, the process helps to ensure a fair reporting standard.

Florida still maintains its nationwide uniqueness as the only surplus lines office capable of accomplishing this impressive technological feat. A benefit resulting from the variance analysis reporting is the ability to enhance regulatory performance.

- In 2001, there were 144 eligible insurers in Florida: 30 alien and 114 foreign insurers.
- Has 696 licensed member agents and 423 submitting agents.
- In 2001, FSLS0 processed 856,521 policies.
- Total reported premium by member agents: \$1,351,481,429
- Total reported taxes by member agents: \$58,772,957

The Variance Process



Annual

Report

Variance analysis uncovered 13 policies with a total of \$4,358,520 in unreported premium for a total of \$270,852 in taxes, fees and penalties. A closer inspection of all submitted insurer, agent and IPC policy information is conducted to find variances and disparity relevant to the reported information. It also provides additional verification that all taxes and service fees have been paid to the correct source. Three components are used by the Management System, which questions transactions that do not meet the FSLSO business rules when matching insurer and agent policy submissions. They are policy number, effective date and premium amount. If these three components do not correlate, then a variance is detected with the data. Many of these variances are minimal and the party submitting the information is contacted and asked to correct the erroneous data. However, some variances require further investigation and review. If the variance is substantial, it may occur because of unreported premiums, taxes or service fees. In this case, action is taken to obtain the missing data or funds.

Exceptional attention to detail by the variance staff uncovered 13 policies representing more than \$4 million in unreported premium and collected in excess of \$270,000 in taxes, fees and penalties in 2001. These efforts continue to ensure fairness and conformity with the law by all parties involved in a surplus lines transaction.

Additionally, marketplace monitoring is performed through the FSLSO's compliance review program. Every Florida licensed surplus lines agent will participate in the program. Any inconsistencies found through the compliance review program are reflective of improper training and a lack of quality controls in the submission of transactions. Through these reviews, FSLSO facilitates compliance by the surplus lines agent relative to the sales and reporting of surplus lines insurance contracts, provides educational assistance when needed and has enhanced the quality of service provided in the marketplace. Consequently, the review process has increased the credibility and data integrity, not only of the submissions filed with FSLSO, but of the documentation surplus lines agents are required to maintain by law.

Having a profound affect on the marketplace unlike other state's, these self-imposed regulatory measures are efforts to clearly establish credibility and support within the insurance industry and directly affects the goals established by and for the FSLSO.

"Serving Florida's Surplus Lines Community"

ASSISTANCE

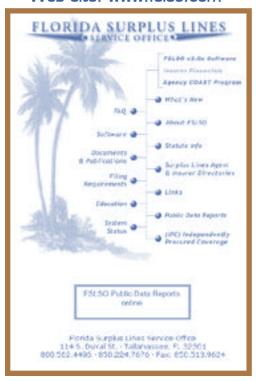


s evidenced by the 30,119 visits to our Internet Web site in 2001, notwithstanding the calls received by our staff, assistance is recognized by FSLSO as the epitome of quality customer service.

Florida ranks third nationally in the volume of surplus lines placements and still only maintains one-half of the comparable workforce of other state's stamping offices. Sixteen qualified and experienced staff members have more than 165 years in the insurance field, thus conveying a high level of expertise.

Assistance is provided in numerous other ways as well. For example, all members receive a monthly transaction report denoting a detailed list of their submissions to the FSLSO. These reports provide agency staff with the assistance of reconciliation of tax and fee payments. Interaction and assistance may be conducted through a toll-free phone service or through the FSLSO Web site, which contains a vast amount of information and allows users to access staff members via e-mail. The FSLSO stresses the accessibility and friendliness of its staff in helping those who seek our assistance.

Web site: www.fslso.com



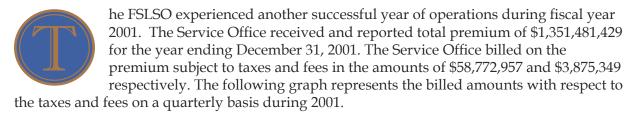
Web site Features:

- 30,119 visitor sessions to Web site
- Offers free downloadable files (news releases, bulletins, forms, market and trend reports, Florida Statutes, etc.)
- "Frequently Asked Questions" section



- Public Data Reports
- Insurer Financials
- Online Agent Software Tutorial
- Certification of Online Agent Software Training (COAST)

Finance

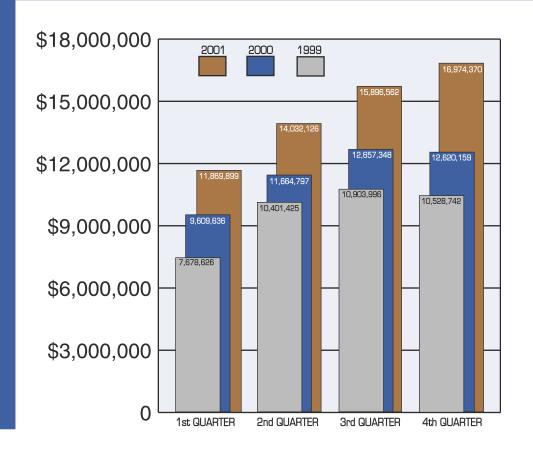


During the year ending December 31, 2001, the FSLSO generated \$3,931,627 in revenues, an increase of \$964,811 from the previous year. With respect to the operating expenses, the Service Office spent \$2,257,957 during the year ending December 31, 2001, an increase of \$254,881 from year 2000.

Revenues and expenditures created an increase in net assets of \$1,673,670. This increase compares favorably against the increase in net assets reported in 2000 of \$963,741. Total net assets represent a drastic change from the financial position as of January 1, 2001 of \$1,593,316, to the year-end 2001 financial position of \$3,266,986. These two years have affirmed FSLSO's status as a healthy self-sufficient association. It is our belief that a strong surplus lines market and



FSLSO Generated Taxes

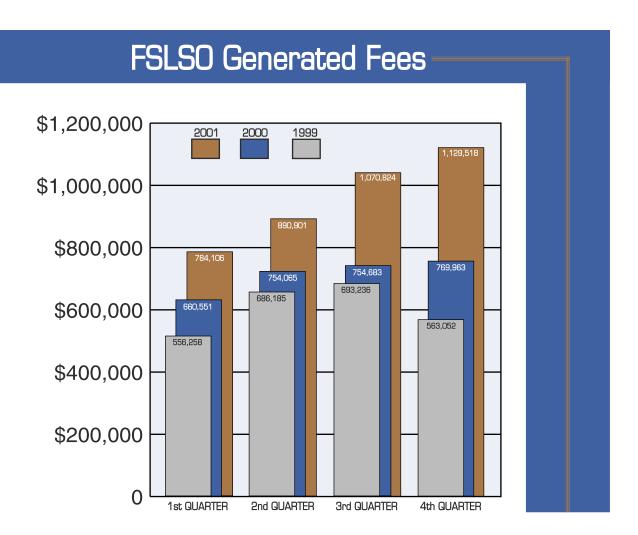


frugal management are the major factors contributing to this accomplishment.

The strength of the surplus lines industry has enabled FSLSO to anticipate and plan for the future. Namely, FSLSO was able to:

- Begin contingency funds to offset any downswing in the marketplace effecting operating budgets.
- Plan for the acquisition of a permanent office building in Tallahassee to house all of FSLSO's operations.

Responsibility for the integrity and objectivity of the financial information presented in this Annual Report rests with the FSLSO management. The Statement of Financial Position is in conformity with generally accepted accounting principles (GAAP) used in the United States. FSLSO retains independent accountants to audit its financial statements (their opinion letter follows). The annual independent audit of the FSLSO's books and records are available upon request for members to review.





FINANCIAL STATEMENTS as of December 31, 2001

STATEMENT OF FINANCIAL POSITION	J
Assets	
Current assets:	
Cash and cash equivalents \$	2,553,334
Accounts receivable	86,336
Prepaid expenses	20,283
Total current assets	2,659,953
Furniture, equipment and leasehold improvements,	, net 596,702
Deposits	109,225
Deferred loan costs	
Total assets \$	3,365,880
Liabilities and unrestricted net assets	
Current liabilities:	
Accounts payable and accrued expenses	98,894
Total liabilities	98,894
Unrestricted net assets:	
Undesignated	1,338,986
Board designated	1,928,000
Total unrestricted net assets	3,266,986
Total liabilities and unrestricted net assets \$	3,365,880
STATEMENT OF ACTIVITIES AND CHANGES IN	
Changes in unrestricted net assets	
Revenues:	
Service fees \$	3,875,350
Interest and other income	56,277
Total revenues	3,931,627
Expenses:	3,731,027
Administration and support	682,076
Education and Outreach	593,782
Agent and Insurer Relations	708,418
Loss on sale of assets	2,484
Depreciation and amortization	271,197
Total expenses	2,257,957
Increase in unrestricted net assets	
	1,673,670 1,593,316
Net assets at beginning of year Net assets at end of year \$	3,266,986
STATEMENT OF CASH FLOWS	3,200,900
Operating activities Increase in unrestricted net assets \$	1,673,670
Adjustments to reconcile increase in unrestricted	1,075,070
not assets to not each provided by apprairing activities:	
net assets to net cash provided by operating activities:	271 107
Depreciation Loss on sale of assets	271,197 2,484
	2,404
Changes in operating assets and liabilities: Accounts receivable	(71.822)
	(71,823)
Prepaid expenses	(8,262)
Deposits	(100,000)
Accounts payable and accrued expens	ses (87,633)
Net cash provided by operating activities	1,679,633
Investing activities Purchases of furniture and equipment	(400 016)
Purchases of furniture and equipment	(409,916)
Net cash used in investing activities	(409,916)
Financing activities	
Net cash used in financing activities	1 260 717
Net increase in cash and cash equivalents	1,269,717
Cash and cash equivalents at beginning of year	1,283,617
Cash and cash equivalents at end of year \$	2,553,334



Audit Report.



Certified Public Accountants 2120 Killarney Way (32308-3402) P.O. Drawer 14569 Tallahassee, FL 32317-4569 Phone: (850) 668-8100 Fax: (850) 668-8199 email: thf@-epa.com

Report of Independent Auditors

The Board of Governors Florida Surplus Lines Service Office:

We have audited the accompanying statements of financial position of Florida Surplus Lines Service Office (the "Service Office") as of December 31, 2001 and 2000, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Service Office's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Service Office at December 31, 2001 and 2000, and the changes in its net assets and its cash flows for the years ended in conformity with accounting principles generally accepted in the United States of America.

Henre Howell Fayer B.a.

February 18, 2002



Top 25 Insurers by Premium Reported

<u>INSURER</u>	TOTAL PREMIUM	
Lloyd's Underwriters At, London	\$	286,886,040
Lexington Insurance Company		145,625,699
Royal Surplus Lines Insurance Company		83,784,722
Scottsdale Insurance Company		72,779,490
Westchester Surplus Lines Insurance		51,771,217
Essex Insurance Company		45,276,583
Empire Indemnity Insurance Company		44,856,659
United National Insurance Company		44,724,666
General Star Indemnity Company		40,249,363
USF&G Specialty Insurance Company		37,542,338
Evanston Insurance Company		29,152,626
Pacific Insurance Company, Limited		27,534,191
American Equity Insurance Company		21,320,155
Steadfast Insurance Company		18,375,726
Interstate Fire & Casualty Company		15,359,779
Colony Insurance Company		14,942,222
Terra Nova Insurance Company Limited		14,517,351
Mt. Hawley Insurance Company		12,665,248
Voyager Indemnity Insurance Company		12,581,091
St. Paul Reinsurance		12,411,548
American International Specialty Lines Insurance Company		12,201,813
Pacific Insurance Company		12,022,013
The Burlington Insurance Company		11,640,532
CNA Reinsurance Company Limited		11,585,619
Admiral Insurance Company		11,140,053
TOP 25 INSURER TOTALS	\$ <u>1,</u>	090,946,844

^{*} These 25 insurers wrote 81 percent of the total premium volume for the 2001 reporting period.

Top 25 Coverages by Premium Reported

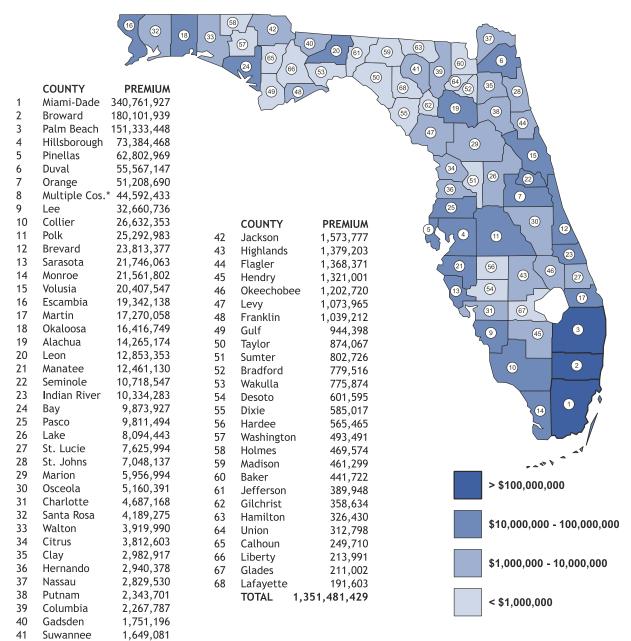
COVERAGE CODE	TOTAL PREMIUM	
1000 - Commercial Property	\$	451,503,446
5000 - Commercial General Liability		222,636,904
1005 - Commercial Package (Property & Casualty)		148,406,991
2002 - Homeowners-HO-3		115,469,055
5001 - Commercial Umbrella Liability		39,501,149
7003 - Miscellaneous E&O Liability		28,159,435
2009 - Dwelling Property		26,562,511
6001 - Miscellaneous Medical Professionals		18,241,979
2005 - Condo Unit-Owners HO-6		14,715,552
1010 - Flood		14,462,967
5006 - Excess Commercial General Liability (Not Umbrella)		14,121,514
8002 - Commercial Auto Physical Damage		13,416,914
7002 - Lawyers Professional Liability		12,560,469
1013 - Windstorm &/or Hail		11,423,576
6000 - Hospital Professional Liability		10,331,068
5005 - Employment Practices Liability		9,962,563
4001 - Inland Marine (Personal)		9,570,998
5002 - Directors & Officers Liability (Profit)		8,829,584
5012 - Pollution & Environment Liability		8,769,226
1003 - Apartments (Commercial)		8,578,990
4003 - Jeweler's Block		8,563,778
6003 - Physician/Surgeon		8,471,984
4000 - Inland Marine (Commercial)		8,013,624
1006 - Condominium Package (Commercial)		7,255,091
7000 - Architects & Engineers Liability		7,209,655
TOP 25 COVERAGE TOTALS	\$ <u>1</u>	1,226,739,023

^{*} These 25 coverages represent 91 percent of the total reported premium for the 2001 reporting period.



2001 Premiums by County.

The FSLSO has 696 member agents, of which 423 submitted business in 2001.





The policy premium information contained in this annual report is extracted from data submissions received by surplus lines agents, independently procured coverage (IPC) filers and insurers. The policy premium information is based upon the effective date of policy transactions submitted. This information was current as of June 20, 2002. The Florida Surplus Lines Service Office provides this data for informational purposes only; it does not constitute an endorsement for any service, company or person offering any product or service.





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