



# 2Q17 REPORT

florida surplus lines service office

/ FLORIDA MARKETPLACE ACTIVITY

TOTAL 2Q17 FLORIDA PREMIUM

**\$1.75**  
BILLION

2Q17 PREMIUM & POLICY COUNT

	FROM 2Q16	2Q	YTD
Policy Count	↑11%	299,408	556,325
Total Premium	↑11%	\$1,753,464,644	\$3,029,262,094
Average Cost Per Policy		\$5,856	

2Q17 TAXES, FEES & ASSESSMENTS

	2Q	YTD
Taxes	\$74,953,661	\$133,916,311
Fees	\$2,012,478	\$4,070,107
Assessments	\$457,038	\$821,952

/ TOP INSURERS BY PREMIUM

2Q17 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	2Q16 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$503,385,454	29%	1
2	LEXINGTON INSURANCE COMPANY	\$147,727,668	8%	2
3	SCOTTSDALE INSURANCE COMPANY	\$58,661,566	3%	3
4	INDIAN HARBOR INSURANCE COMPANY	\$50,334,379	3%	15
5	WESTCHESTER SURPLUS LINES INSURANCE CO.	\$50,291,656	3%	4

/ TOP COVERAGES BY PREMIUM

				
<b>COMMERCIAL PROPERTY (1000)</b>	<b>COMMERCIAL GENERAL LIABILITY (5000)</b>	<b>HOMEOWNERS HO-3 (2002)</b>	<b>COMMERCIAL PACKAGE (1005)</b>	<b>EXCESS COMMERCIAL GENERAL LIABILITY (5006)</b>
\$787,178,260	\$246,555,153	\$105,497,144	\$92,938,294	\$44,701,625
38,713 POLICIES	51,989 POLICIES	39,449 POLICIES	22,249 POLICIES	2,898 POLICIES

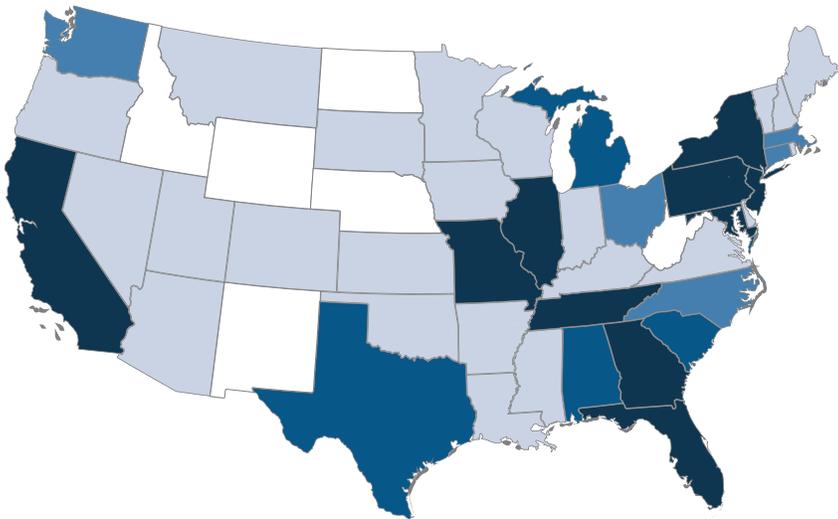
### / AGENT ACTIVITY

THE BELOW DATA IS INCLUSIVE OF FLSO AGENT POLICY INFORMATION ONLY AND IS VALID BASED ON QUERY DATE.



### / FLORIDA REPORTED PREMIUM BASED ON AGENT LOCATION

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#### TOP TEN STATES

AGENT STATE	PREMIUM	# OF AGENTS
FLORIDA	\$1,191,645,991	374
GEORGIA	\$179,651,822	55
CALIFORNIA	\$38,785,092	39
NEW JERSEY	\$37,839,390	37
MARYLAND	\$37,388,534	6
NEW YORK	\$35,101,158	39
PENNSYLVANIA	\$34,630,443	31
ILLINOIS	\$32,434,680	40
MISSOURI	\$20,867,998	10
TENNESSEE	\$17,746,276	10

### / MARKETPLACE MONITORING

#### COMPLIANCE REVIEW

	2Q	YTD
COMPLIANCE REVIEWS	94	177
POLICIES REVIEWED	3,940	7,937
TRANSACTIONS REVIEWED	4,770	9,392
UNFILED TRANSACTIONS	212	573
AGENTS WITH UNFILED TRANSACTIONS	45	70
INDUSTRY GRADE	97 %	97 %
UNFILED PREMIUM	\$2,816,638	\$6,558,433

#### PREMIUM RECONCILIATION

	2Q	YTD
MANUALLY RECONCILED TRANSACTIONS	5,119	9,456
UNFILED TRANSACTIONS	144	227
UNFILED PREMIUM	\$18,797,287	\$30,820,757

TAXES, SERVICE FEES, ASSESSMENTS & PENALTIES RECOVERED

YTD ----- \$259,347

TAXES, SERVICE FEES, ASSESSMENTS & PENALTIES RECOVERED

YTD ----- \$718,477

/ PRODUCT & BUSINESS DEVELOPMENT

FEATURED PRODUCTS & SERVICES

**FSLSO TAX ESTIMATOR IN SLIP**  
Released May 2017  
3,028 estimates provided in 2Q17

**AGENT PROCEDURES MANUAL**  
335 views in 2Q17

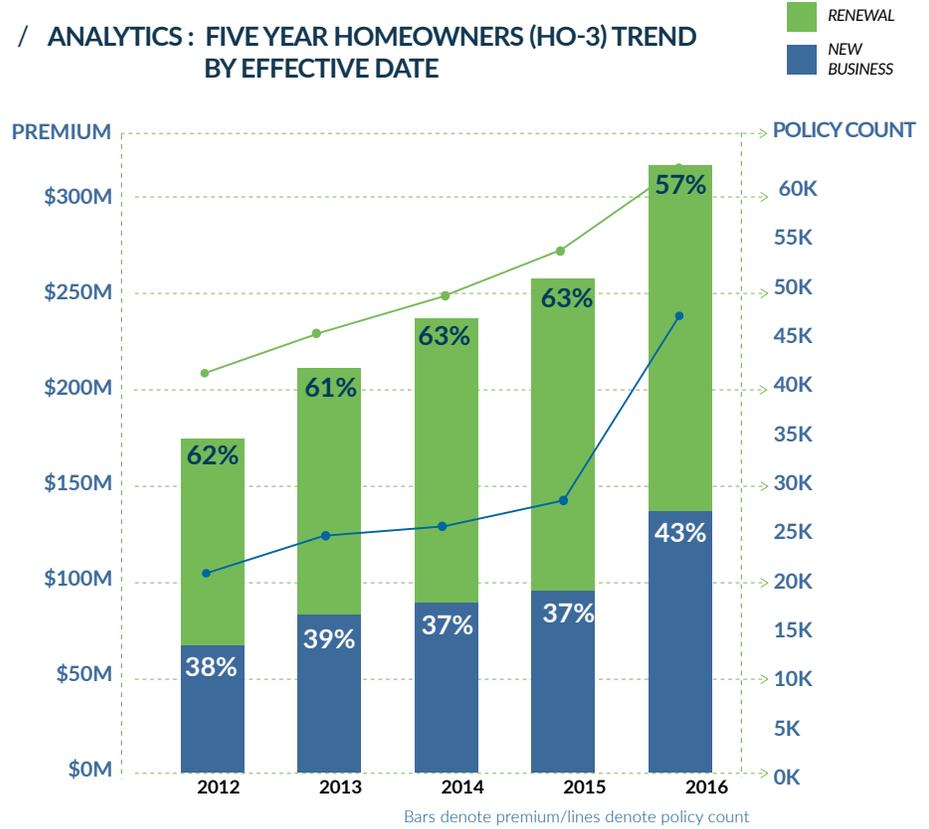
**60-HOUR COURSE**  
State exam pass rates for students taking our pre-licensing course increased 11%

**LIVE CHAT!**  
Released April 2017  
82 chats in 2Q17

**FSLSO GO**  
NEW mobile app for surplus lines agents  
Coming - August 2017

**FLORIDA MARKET DATA**  
Redesigned, interactive tool for surplus lines data  
Coming - August 2017

/ ANALYTICS : FIVE YEAR HOMEOWNERS (HO-3) TREND BY EFFECTIVE DATE



ANALYSIS : HO-3 TRANSACTIONS VS. FLORIDA SURPLUS LINES MARKETPLACE

- The percentage of HO-3 premium for new business policies has increased to the largest percentage since 2003.
- The new business policy count for the entire Florida surplus lines market **decreased** more than 15%, while the HO-3 new business policy count **increased** by 69% from 2015 to 2016.
- Based on data from the first two quarters, 2017 is on pace to surpass 2016 in the percentage for new business HO-3 premium.

/ EDUCATION & OUTREACH

TOP FIVE PAGES VIEWED

- 1 TAX ESTIMATOR
- 2 DILIGENT EFFORT
- 3 INSURER FINANCIALS
- 4 MARKET DATA REPORTS
- 5 AGENT PROCEDURES MANUAL

2Q17 TOTAL WEBSITE HITS  
113,603

SOCIAL MEDIA

**Twitter**  
5,262 TWEET IMPRESSIONS  
343 FOLLOWERS  
47 TWEETS

**LinkedIn**  
2,614 CONNECTIONS

**YouTube**  
2,415 LIFETIME VIEWS

EDUCATION

- 27 ONLINE EDUCATION ACCOUNTS
- 7 PRE-LICENSING COURSES
- 5 HOURS CONTINUING EDUCATION
- 179 ELECTRONIC NEWSLETTERS
- 59 TOTAL STUDY MATERIALS  
47 HARD COPY | 12 EBOOK