



FSLSO
Florida Surplus Lines Service Office

20 years
of Service
EST. 1998

FLORIDA MARKETPLACE ACTIVITY

TOTAL 3Q18 FLORIDA PREMIUM



↑ 15%
FROM YTD 2017

3Q18 PREMIUM & POLICY COUNT

	3Q	YTD	FROM 3Q17
Total Premium	\$1,244,782,464	\$4,568,207,464	↑ 15%
Policy Count	311,415	909,914	↑ 16%
Average Cost Per Policy	\$3,997	\$5,020	↓ 1%

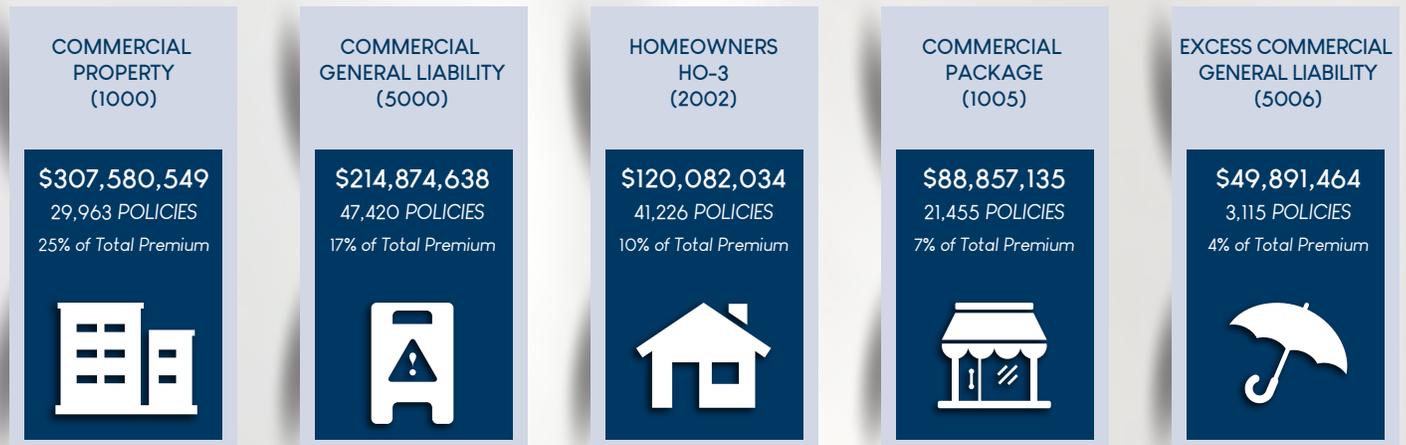
3Q18 TAXES, FEES & ASSESSMENTS INVOICED

	3Q
Taxes	\$58,786,159
Fees	\$1,560,398
Assessments	\$375,366

TOP INSURERS BY PREMIUM

3Q18 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	3Q17 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$340,562,609	27%	1
2	LEXINGTON INSURANCE COMPANY	\$79,018,696	6%	2
3	SCOTTSDALE INSURANCE COMPANY	\$53,680,192	4%	3
4	INDIAN HARBOR INSURANCE COMPANY	\$38,066,639	3%	4
5	EVANSTON INSURANCE COMPANY	\$32,422,907	3%	5

TOP COVERAGES BY PREMIUM



Data herein is based upon policy transactions submitted between 07/01/18 and 09/30/18 and is current as of 10/01/18. All figures have been rounded to the nearest dollar amount.

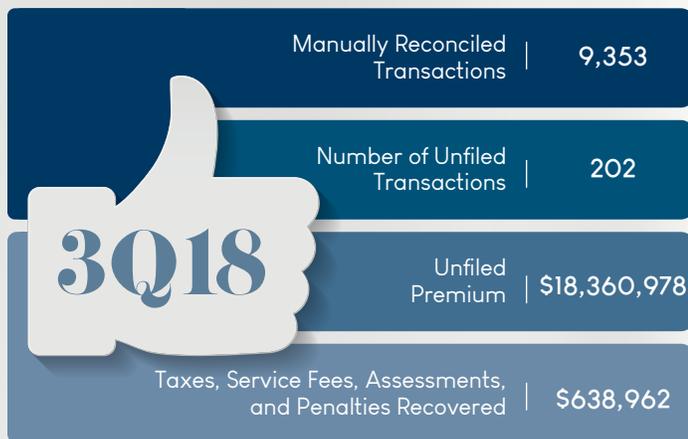
AGENT ACTIVITY

● Resident ● Non-Resident

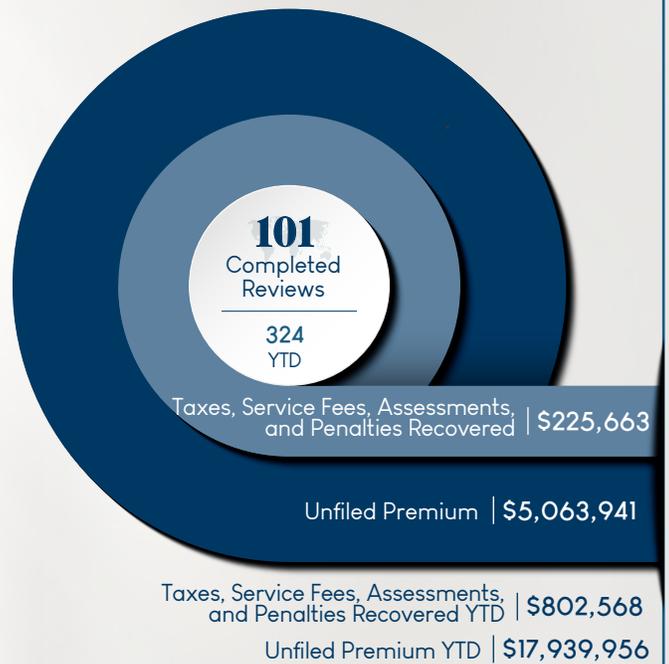


FINANCIAL REVIEWS

PREMIUM RECONCILIATION

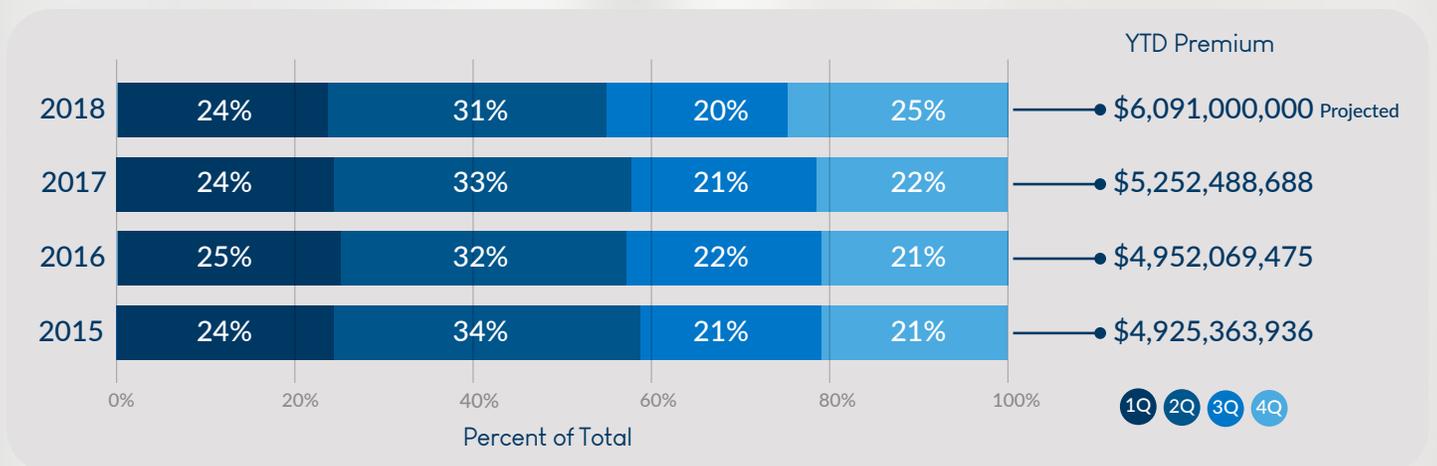


PRODUCTION LEDGER REVIEW



ANALYTICS

PERCENT OF PREMIUM RECEIVED BY QUARTER & YEAR



With a forecasted 2018 premium exceeding \$6 billion for the first time ever, the surplus lines premium filed with our office follows a seasonal, or periodic, pattern. As shown in this table, each quarter generally represents about the same percentage year after year. Out of the premium reported during the 2nd quarter, May has historically been the highest, accounting for approximately 12% of the total annual premium.

MARKETPLACE MONITORING

EDUCATION



60-HOUR PRE-LICENSING COURSE

24
NEW ENROLLEES

18
COMPLETE

57
ENROLLED YTD

STUDY MANUALS

76
TOTAL

56 Hard Copy
20 E-Book

CE COURSE

5-Hour Law & Ethics General Lines

5 HOURS



COMPLIANCE REVIEW

96	96%	94%	98%	99%
Industry Grade				
Compliance Reviews	Final Grade ¹	Regulatory Requirements	Financial Requirements	Data Requirements
302 YTD	96% YTD	93% YTD	98% YTD	99% YTD

PRODUCT & BUSINESS DEVELOPMENT

FEATURED PRODUCTS & SERVICES



SLIP
Corporate Accounts

22 | Corporate Accounts

93 | Linked Agent Accounts

66 | Consolidated Invoices
(down from 259 individual invoices)

3 | Episodes YTD

4th | Episode Release October 2018

102 | Plays in 3Q18

318 | Plays YTD



PALMCAST

PRODUCT RELEASES & UPDATES

SLICE (Surplus Lines Information & Compliance Education) New Agent and Agency Staff Six-Module Training Course	4Q18 Release
SLIP Compliance Dashboard	4Q18 Release
Compliance Updates to FLSO Go Mobile App	4Q18 Release

WEBSITE



84,025

3Q18 PAGE VIEWS

280,665 - YTD Page Views

Top Three Page Views

- 1 - Tax Estimator
- 2 - Agent Procedures Manual
- 3 - Market Data Reports

ELECTRONIC COMMUNICATION

20

E-News, E-Alerts & Advisors

19%

Open Rate



CUSTOMER OUTREACH

2018 WSIA Annual Marketplace

FIC Summer Symposium

PearsonVue Surplus Lines Exam Review

AICP Annual Meeting

FSLA Convention

NAIC Summer Meeting

PCI Surplus Lines Insurance Conference

Lunch & Learn - Miami-Dade/Broward (2 office visits)

Lunch & Learn - Jacksonville (1 office visit)

Twitter Activity
13K Impressions* - 3Q18 | 41K Impressions - YTD
*Times a tweet is delivered to Account Timelines

COMMUNITY OUTREACH

ECHO Back-to-School Drive

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¹Weighted average of regulatory requirements, financial requirements, and data requirements.