

# 3Q21 SUBMIT DATE REPORT



**FSLSO**  EST. 1998

Florida Surplus Lines Service Office

**FACILITATING COMPLIANCE THROUGH INNOVATIVE SOLUTIONS**

# FLORIDA MARKETPLACE ACTIVITY

## TOTAL 3Q21 FLORIDA PREMIUM



**↑ 23%**  
FROM 3Q20

## 3Q21 PREMIUM & POLICY COUNT

	3Q	YTD	FROM 3Q20
Total Premium	\$2,123,859,913	\$7,344,587,493	↑ 23%
Total Policy Count	319,597	958,254	↑ 5%
Average Cost Per Policy	\$6,645	\$7,665	↑ 16%

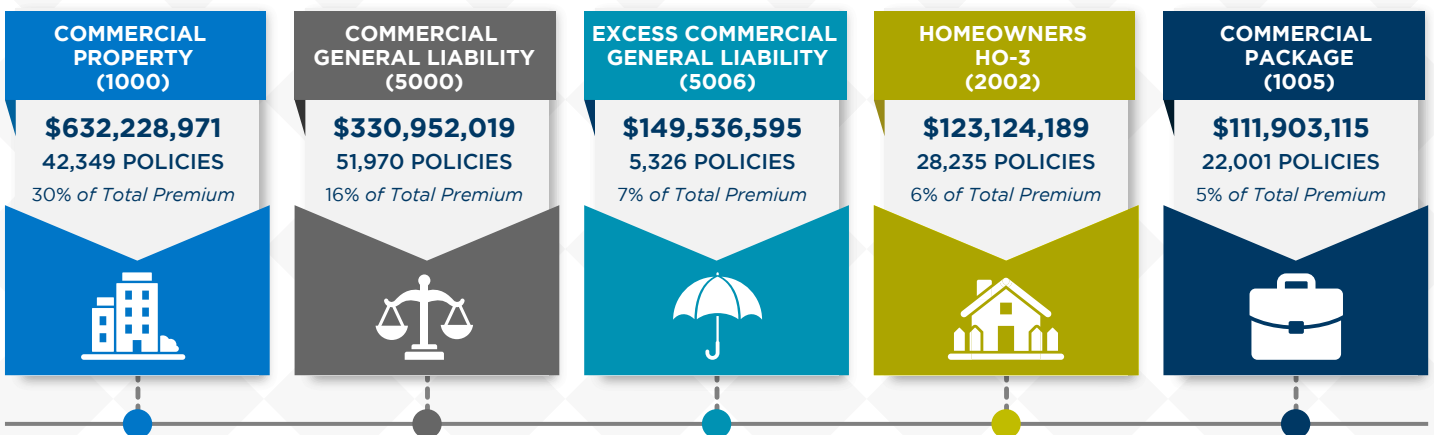
## 3Q21 TAXES, FEES, & ASSESSMENTS

	3Q	YTD
Taxes	\$98,834,048	\$334,150,190
Fees	\$1,896,584	\$5,914,039
Assessments	\$425,881	\$1,346,942

## TOP INSURERS BY PREMIUM

3Q21 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	3Q20 RANK
1	UNDERWRITERS AT LLOYD'S, LONDON	\$461,070,321	27%	1
2	LEXINGTON INSURANCE COMPANY	\$72,526,994	4%	2
3	SCOTTSDALE INSURANCE COMPANY	\$62,188,247	4%	4
4	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$53,978,538	3%	5
5	QBE SPECIALTY INSURANCE COMPANY	\$53,968,122	3%	8

## TOP COVERAGES BY PREMIUM



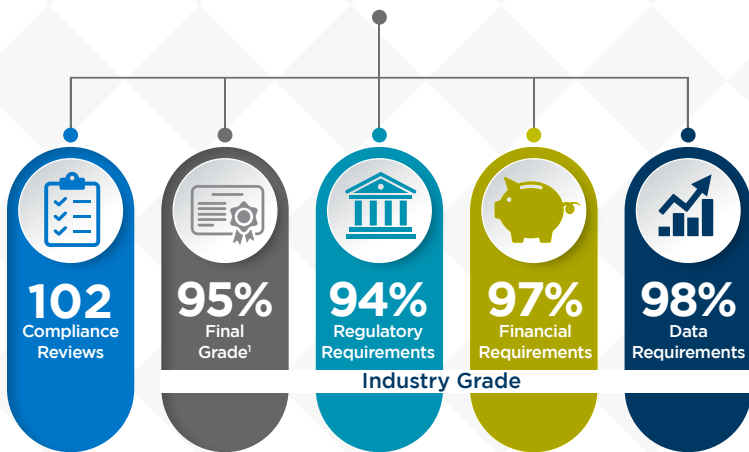
Data herein is based upon policy transactions submitted between 07/01/21 and 09/30/21 and is current as of 10/01/21. All figures have been rounded to the nearest dollar amount.

## AGENT ACTIVITY

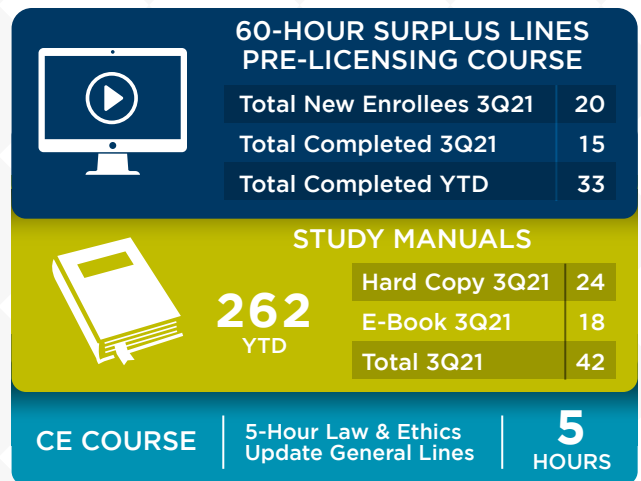
● Resident ● Non-Resident



## MARKETPLACE MONITORING COMPLIANCE REVIEW

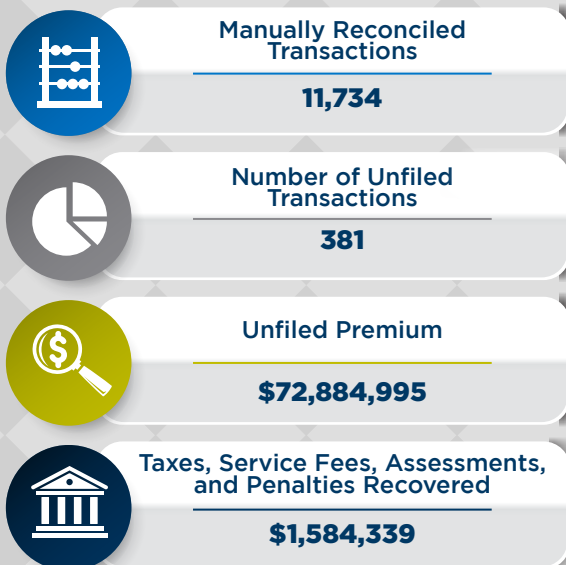


## EDUCATION

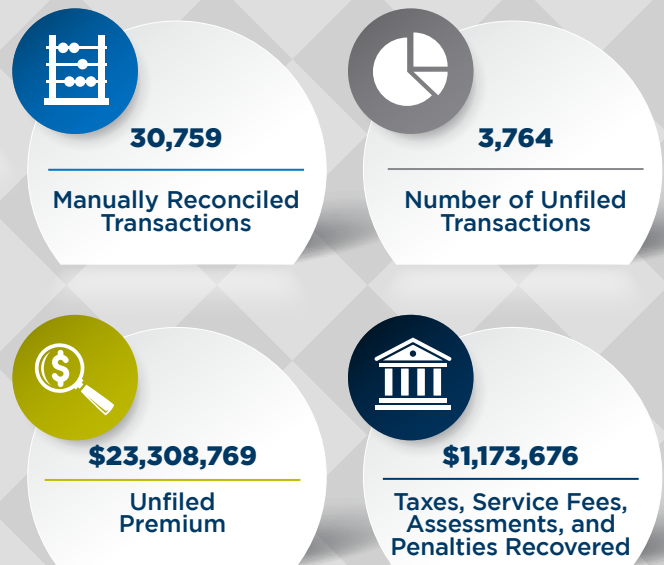


## FINANCIAL REVIEWS

### PREMIUM RECONCILIATION



### PRODUCTION LEDGER REVIEW

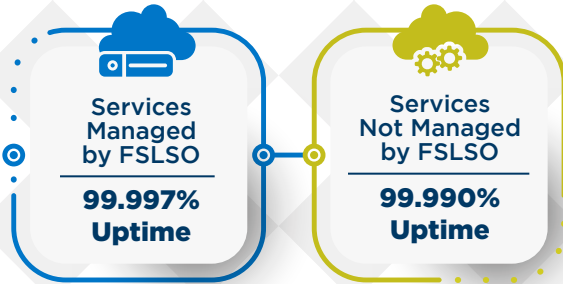


Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$3,470,007**  
Unfiled Premium YTD | **\$169,710,167**

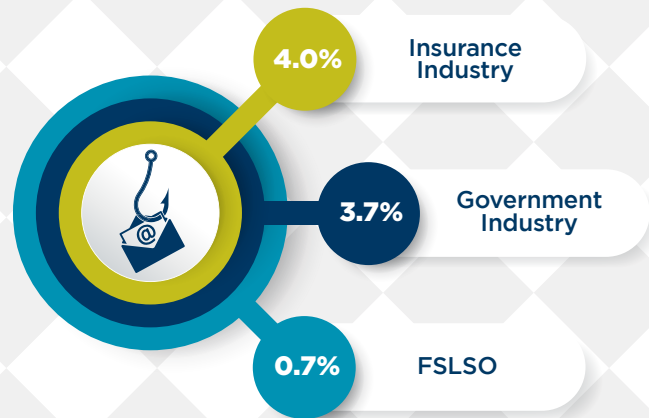
Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$3,493,969**  
Unfiled Premium YTD | **\$73,265,214**

## INFORMATION TECHNOLOGY

### 2021 1Q-3Q UPTIME OF FSLSO IT RESOURCES



### EMAIL PHISH-PRONE PERCENTAGE



### BACKUP STRATEGIES

Industry Standard Backup Strategy Rule	3-2-1
FSLSO Backup Strategy Rule	6-3-2+1

## PRODUCT & BUSINESS DEVELOPMENT

### FEATURED PRODUCTS & SERVICES



#### DIGITAL AD CAMPAIGN

**167,300**  
TOTAL IMPRESSIONS

Insurance Journal	36,625
Facebook	54,588
LinkedIn	76,087



#### WEBSITE

**96,461<sup>2</sup>**  
TOTAL PAGE VIEWS

Tax Estimator	1
Zip County Search	2
Diligent Effort	3



#### SLICE COURSE

(Surplus Lines Information & Compliance Education Course)

Total New Enrollees 3Q21	25
Total Completed 3Q21	7
Total Completed YTD	23



#### PALMCAST & SURPLUS LINES SHORTS

Latest Episode:  
Tax Rate Change

PalmCast 3Q21	32
Surplus Lines Shorts 3Q21	43
Total Media Plays YTD	225

<sup>2</sup> Data has been updated as of 10/25/2022 to reflect correct number of total website views for 3Q21

### ELECTRONIC COMMUNICATION

### SOCIAL MEDIA

	E-News, E-Alerts, & Advisors	18
	Viewed by Customers	17%
	Electronic News Sent YTD	54

Posts	25	24	26	23
Impressions	9,827	3,682	672	736

### CUSTOMER OUTREACH

### COMMUNITY OUTREACH

FSLA Convention  
LAAIA Annual Convention

ECHO Back to School Drive