

2016

# Florida Surplus Lines Service Office

2Q16 REPORT

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## FLORIDA MARKETPLACE ACTIVITY

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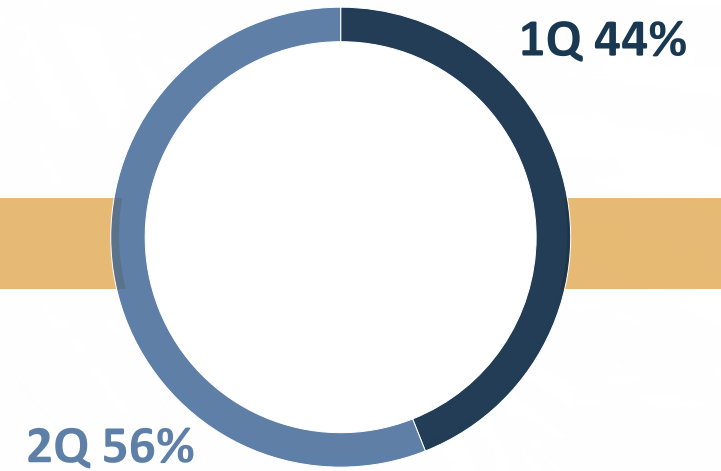
The mission of FLSO is to facilitate compliance. The Service Office not only helps protect consumers seeking insurance in this state, but our work permits surplus lines insurance to be placed with approved surplus lines insurers as well as help provide orderly access to surplus lines insurance in this state. The transaction, policy and premium comparisons reported herein are extracted from data submissions received by FLSO and the Surplus Lines Clearinghouse from surplus lines agents,

agencies, independently procured coverage (IPC) filers and insurers. This data is inclusive of multistate policy information where Florida is recognized as the home state in accordance with the provisions of the Nonadmitted and Reinsurance Reform Act (NRRA). This data is based upon policy transactions submitted between 04/01/16 and 06/30/16 and is current as of 07/01/16. All figures have been rounded to the nearest dollar amount.

# FLORIDA MARKETPLACE

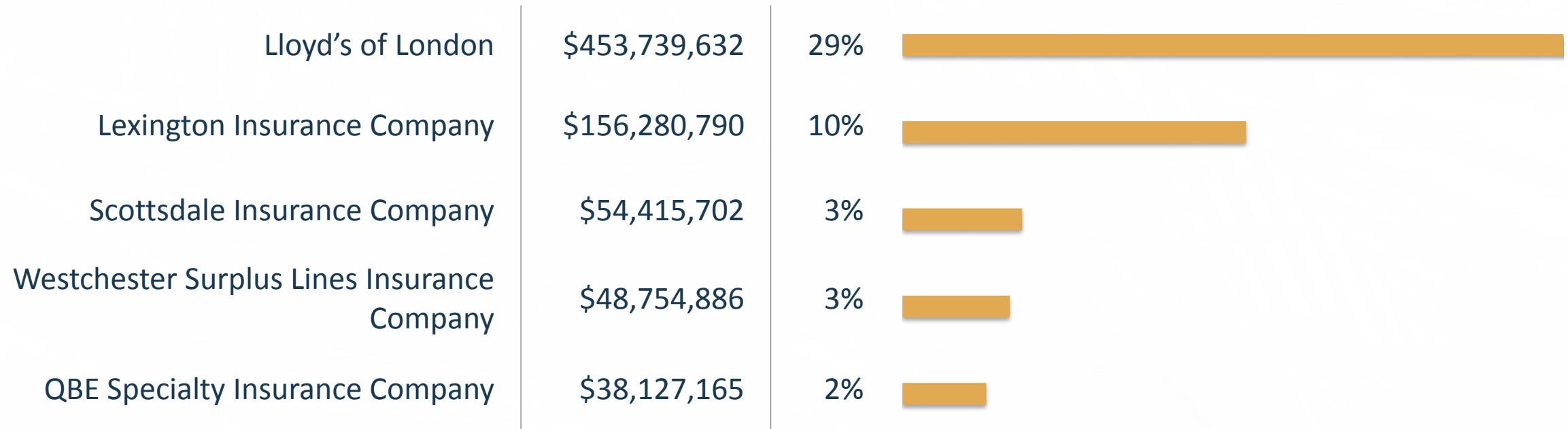
## POLICIES & PREMIUM

	2Q TOTAL	YTD
Policies	273,952	524,675
Premium	\$1,580,514,765	\$2,817,884,130



# FLORIDA MARKETPLACE






## TOP INSURERS BY PREMIUM



Percentages represented above are that of total premium in 2016.

# FLORIDA MARKETPLACE

## TOP COVERAGES BY PREMIUM

	Premium	Policy Count	% of Total Premium	
Commercial Property (1000)	\$722,693,772	35,690	46%	
Commercial General Liability (5000)	\$221,781,375	49,484	14%	
Commercial Package (1005)	\$88,966,090	21,059	6%	
Homeowners-HO-3 (2002)	\$81,675,780	27,636	5%	
Excess Commercial General Liability (5006)	\$40,985,477	2,523	3%	

Percentages represented above are that of total premium in 2Q16.

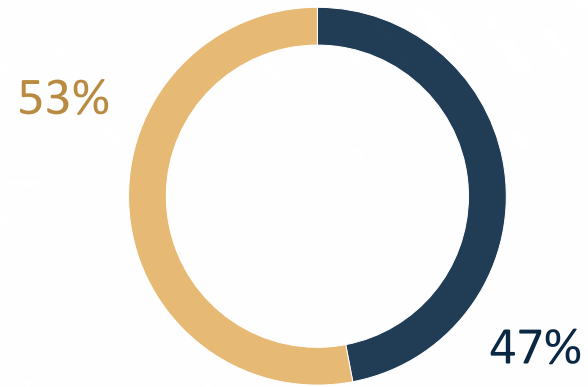


# FLORIDA MARKETPLACE

## AGENT ACTIVITY

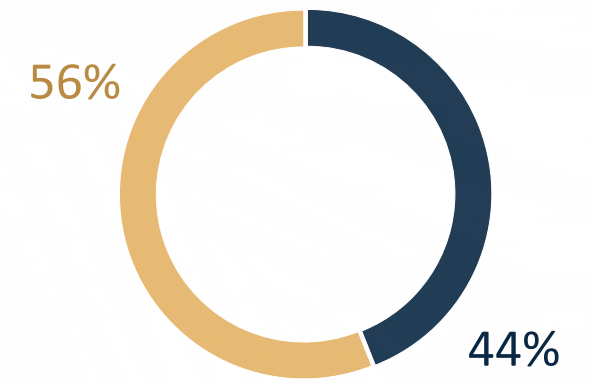


### LICENSED AGENTS



**Total Licensed: 1,807**

### REPORTING AGENTS



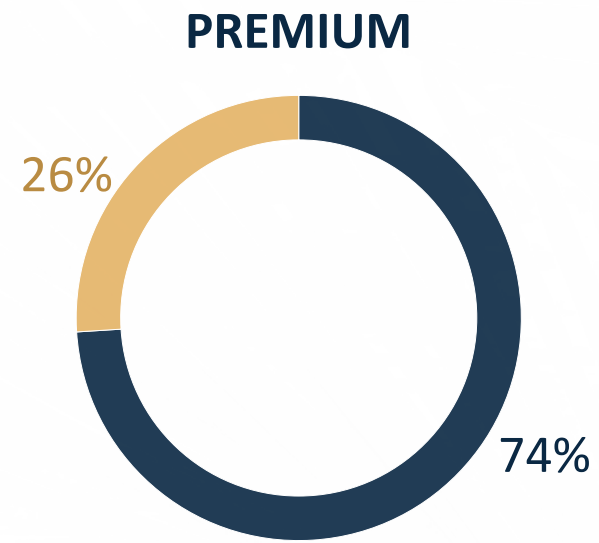
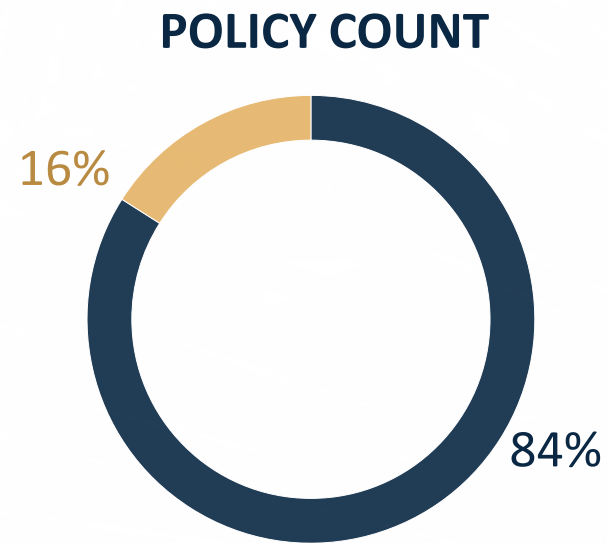
**Total Reporting: 903**

- Resident
- Non-Resident

The above data is inclusive of FLSO agent policy information only.

# FLORIDA MARKETPLACE

## AGENT ACTIVITY



- Resident
- Non-Resident

The above data is inclusive of FLSO agent policy information only.



# MARKETPLACE MONITORING

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## MONITORING THE MARKETPLACE

To ensure fairness and conformity with the Florida surplus lines law, FLSO monitors and evaluates agent, insurer and independently procured coverage (IPC) data submissions. Our Compliance Review and Premium Reconciliation programs help ensure that Florida licensed agents comply with Florida's laws relative to the sale of surplus lines insurance and measure the quality of service provided in the surplus lines marketplace.

### COMPLIANCE REVIEW

Compliance reviews are generally completed on agents once every 3 years and include a basic verification of information such as the policy premiums, tax, fee and assessment calculations, production ledgers, statutorily required disclaimers, diligent effort forms, etc.

### PREMIUM RECONCILIATION

Premium reconciliation helps ensure that all taxes and revenues have been submitted in accordance with Florida Statute. The premium reconciliation process compares data submitted by surplus line agents and independently procured cover (IPC) filers with the data being submitted by surplus lines insurers.

# MARKETPLACE MONITORING

## COMPLIANCE REVIEW

	Q2	YTD
Compliance Reviews	93	155
Policies Reviewed	3,903	5,706
Transactions Reviewed	4,583	6,913
Unfiled Transactions	341	411
Agents with Unfiled Transactions	25	41
Industry Grade	97%	97%
Unfiled Premium	\$1,549,239	\$2,000,337
<b>Taxes, Service Fees, Assessments, and Penalties Recovered</b>	<b>\$94,409</b>	<b>\$118,075</b>

# MARKETPLACE MONITORING

## PREMIUM RECONCILIATION

	Q2	YTD
Manually Reconciled Transactions	5,655	9,300
Number of Unfiled Transactions	93	196
Unfiled Premium	\$10,257,172	\$26,348,714
<b>Taxes, Service Fees, Assessments, and Penalties Recovered</b>	<b>\$261,632</b>	<b>\$642,159</b>

# MARKETPLACE MONITORING

## FINANCIAL SERVICES

	Number of Agent Invoices	Agent Total	Number of IPC Invoices	IPC Total
FLSO Service Fee	998	\$1,871,941	346	\$11,135
DFS Tax	981	\$60,514,494	340	\$334,169
DEM EMPA	492	\$361,612	41	\$172
Citizens	227	\$53,262	14	\$5,786
FL Hurricane Cat Fund	250	\$71,551	28	\$6,955
<b>2Q16 TOTAL</b>	<b>2,948</b>	<b>\$62,872,860</b>	<b>769</b>	<b>\$358,218</b>

2,636 Payments Reconciled  
Agent 2,438 IPC 198

## EDUCATION & OUTREACH

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FSLSO is committed to providing timely news and information to our customers to help them make sound and effective decisions. We do this in a number of ways, including but not limited to classroom and online education, webinars, social media, websites and electronic news. Along with outreach efforts to promote a conversation between FSLSO and its customers, we believe that promoting quality education to our members is the path to promoting

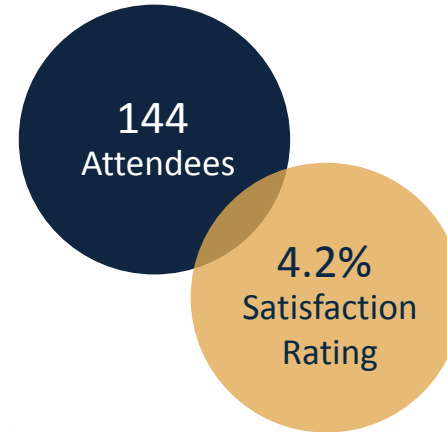
both a statutorily compliant market and healthy consumer protection. Using in-person and online methods, FSLSO offers a variety of education opportunities, programs and materials to the Florida surplus lines community. We also attend various industry conferences and roundtable discussions in order to remain on the forefront of developments in the state and national surplus lines marketplace.



# EDUCATION & OUTREACH

## COMMUNICATION

2Q	YTD	
31	57	Online education accounts
94	172	Florida Surplus Lines Insurance Study Manuals
16	34	Pre-Licensing Courses
18	34	Surplus lines courses
116	214	Electronic newsletters
5 hrs	10 hrs	Continuing Education





# EDUCATION & OUTREACH

## WEBSITE

### WEB PAGE

Tax/Fee/Assessment Estimator

Home Page

Insurer Financial Data

Market Data Reports

Tax-Fee-Assessment Tables

### PAGE VIEWS

77,227

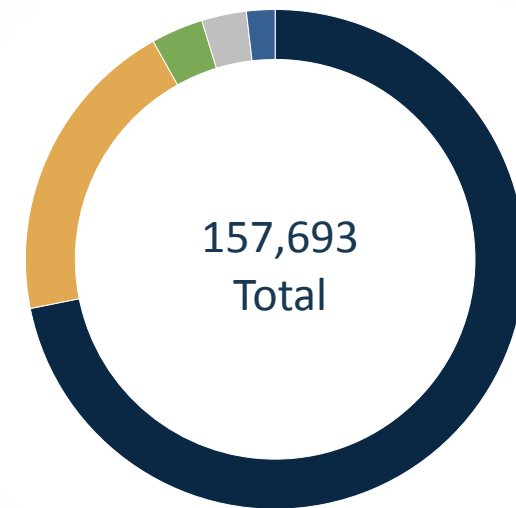
21,541

3,629

3,118

1,981

### WEB PAGE VIEWS



# EDUCATION & OUTREACH

## SOCIAL MEDIA



**9,755**  
TWEET IMPRESSIONS

**15,286**  
YTD



**1,633**  
YTD



**1,228**  
YTD

Florida Surplus Lines Service Office

[fslso.com](http://fslso.com)

A large, semi-transparent circular watermark logo is centered on the right side of the page. It features three palm trees of varying heights in the upper half and the letters 'FSLSO' in a serif font in the lower half.