



FSLSO
Florida Surplus Lines Service Office

20 years
of Service
EST. 1998

FLORIDA MARKETPLACE ACTIVITY

TOTAL 1Q18 FLORIDA PREMIUM



1Q18 PREMIUM & POLICY COUNT

	1Q	FROM 1Q17
Total Premium	\$1,432,616,670	↑ 12%
Policy Count	250,795	↓ 2%
Average Cost Per Policy	\$5,712	↑ 15%

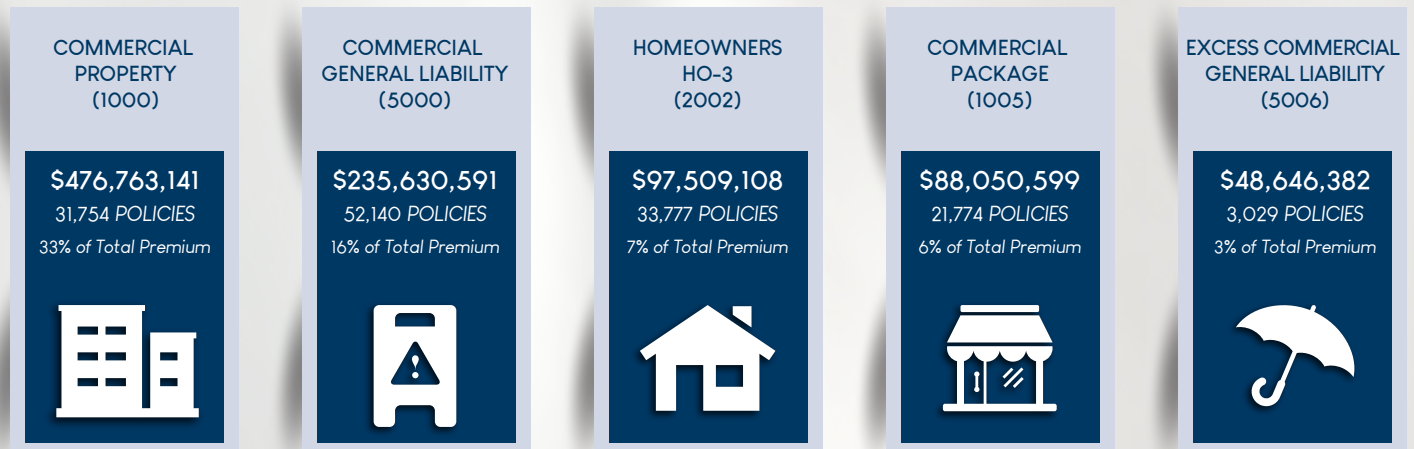
1Q18 TAXES, FEES & ASSESSMENTS

	1Q
Taxes	\$65,564,148
Fees	\$1,690,702
Assessments	\$374,560

TOP INSURERS BY PREMIUM

1Q18 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	1Q17 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$397,396,421	28%	1
2	LEXINGTON INSURANCE COMPANY	\$112,649,161	8%	2
3	SCOTTSDALE INSURANCE COMPANY	\$51,731,372	4%	3
4	INDIAN HARBOR INSURANCE COMPANY	\$37,524,991	3%	4
5	EVANSTON INSURANCE COMPANY	\$35,585,230	2%	6

TOP COVERAGES BY PREMIUM



Data herein is based upon policy transactions submitted between 01/01/18 and 03/31/18 and is current as of 04/01/18. All figures have been rounded to the nearest dollar amount.

AGENT ACTIVITY

● Resident
● Non-Resident



30% | 16
70% | 38



45% | 929
55% | 1,132



40% | 377
60% | 570



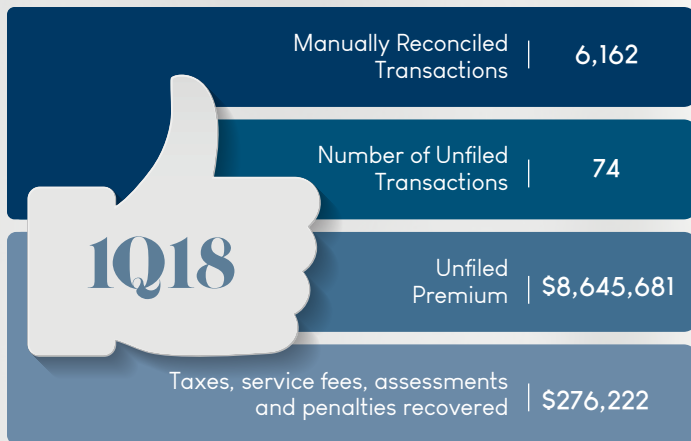
78% | 194,520
22% | 55,605



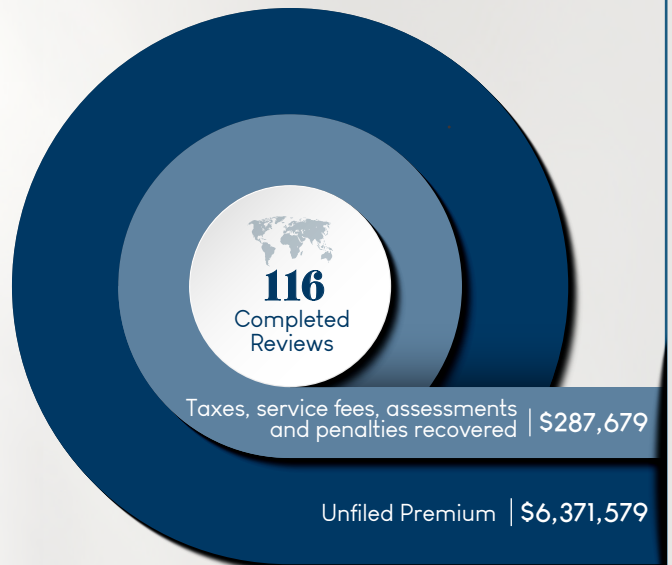
65% | \$908,063,643
35% | \$494,230,169

FINANCIAL REVIEWS

PREMIUM RECONCILIATION

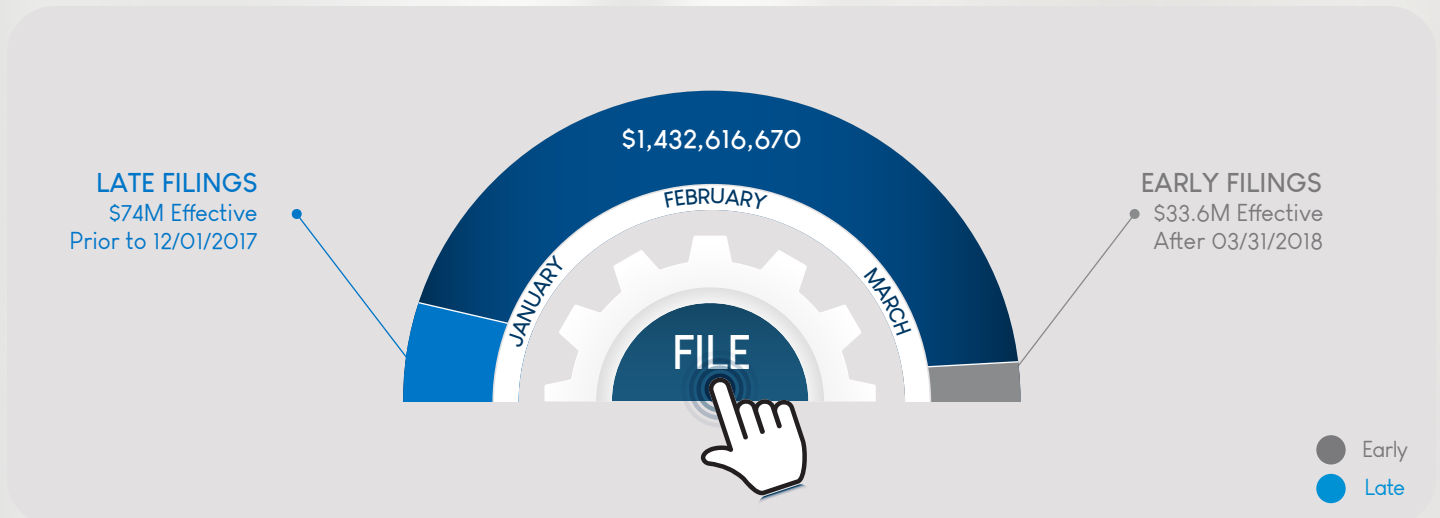


PRODUCTION LEDGER REVIEW




ANALYTICS

EARLY, LATE & ON-TIME FILINGS



MARKETPLACE MONITORING


EDUCATION



60-HOUR PRE-LICENSING COURSE

22 | **8**

NEW ENROLLEES | COMPLETE



STUDY MANUALS


86 | 65 Hard Copy

TOTAL | 21 E-Book

CE COURSE

5-Hour Law & Ethics Update
General Lines

5 HOURS



COMPLIANCE REVIEW

103

94%

91%

97%

99%

Industry Grade


Compliance Reviews	Final Grade ¹	Regulatory Requirements	Financial Requirements	Data Requirements
--------------------	--------------------------	-------------------------	------------------------	-------------------

PRODUCT & BUSINESS DEVELOPMENT


SOFTWARE DEVELOPMENT

SLAS STATES


The states shown have implemented the Surplus Lines Automation Suite (SLAS) platform, which is comprised of SLIP and RAPID.




Florida
1998




Mississippi
2007




Washington
2009




Nevada
2010




California
2011




South Dakota
2012




Wyoming
2012




New Jersey
2013



Oregon
2013



Tennessee
2016



North Carolina
2017



FEATURED PRODUCTS & SERVICES

SLIP

Corporate Accounts

28 | Corporate Accounts

75 | Agent Accounts

42 | Consolidated Invoices
(down from 148 invoices)

NEW

Coming in April



PALMCAST

WEBSITE



94,722

TOTAL PAGE VIEWS

57% - Tax Estimator
3% - Agent Procedures Manual
1% - Market Data Reports


ELECTRONIC COMMUNICATION

14

E-News, E-Alerts & Advisors

21%

Viewed by Customers



CUSTOMER OUTREACH

FSU Law School Presentation

Florida Insurance Market Summit

Professional Insurance Agents of Florida Convention

 Follow us on Twitter @FSLSO

¹Weighted average of regulatory requirements, financial requirements, and data requirements. ²Source: Business Insurance, Surplus Lines Premiums and Taxes by State, September 2017.