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4Q19

SUBMIT DATE

REPORT

FLORIDA MARKETPLACE ACTIVITY

TOTAL 4Q19 FLORIDA PREMIUM REPORTED



↑ 13%
FROM 4Q18

4Q19 PREMIUM & POLICY COUNT

	4Q	YTD	FROM 4Q18
Total Premium	\$1,422,649,580	\$6,668,194,699	↑ 13%
Policy Count	295,391	1,285,058	↑ 10%
Average Cost Per Policy	\$4,816	\$5,189	↑ 3%

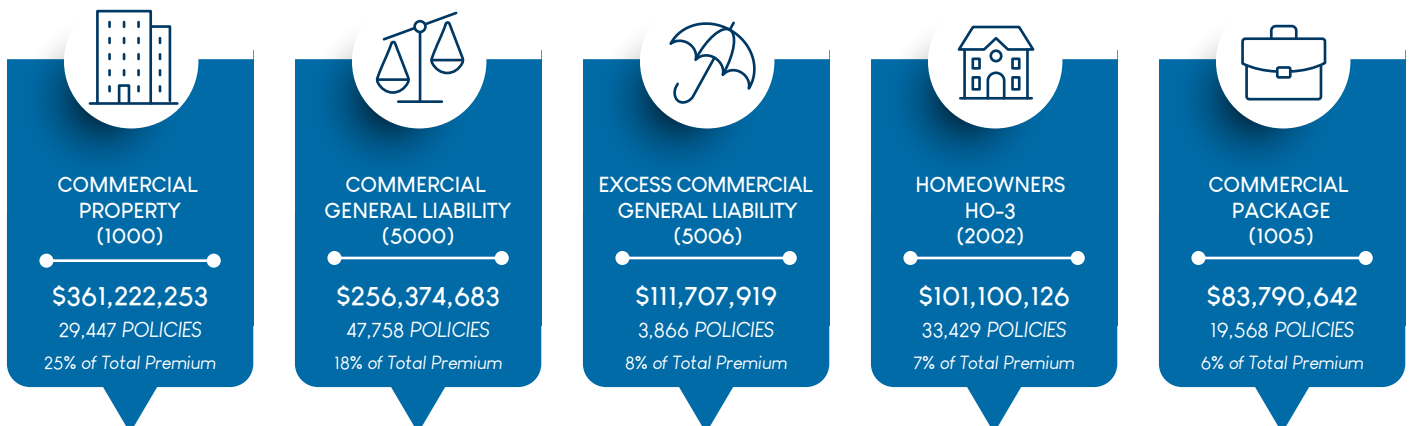
4Q19 TAXES, FEES, & ASSESSMENTS

	4Q
Taxes	\$66,801,576
Fees	\$1,741,574
Assessments	\$356,252

TOP INSURERS BY PREMIUM

4Q19 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	4Q18 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$328,573,042	23%	1
2	LEXINGTON INSURANCE COMPANY	\$62,551,513	4%	2
3	SCOTTSDALE INSURANCE COMPANY	\$55,667,569	4%	3
4	INDIAN HARBOR INSURANCE COMPANY	\$51,618,060	4%	4
5	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$40,072,744	3%	9

TOP COVERAGES BY PREMIUM



Data herein is based upon policy transactions submitted between 10/01/19 and 12/31/19 and is current as of 01/01/20. All figures have been rounded to the nearest dollar amount.

AGENT ACTIVITY

● Resident
● Non-Resident



22% | 13
78% | 45



41% | 992
59% | 1,430



37% | 342
63% | 594



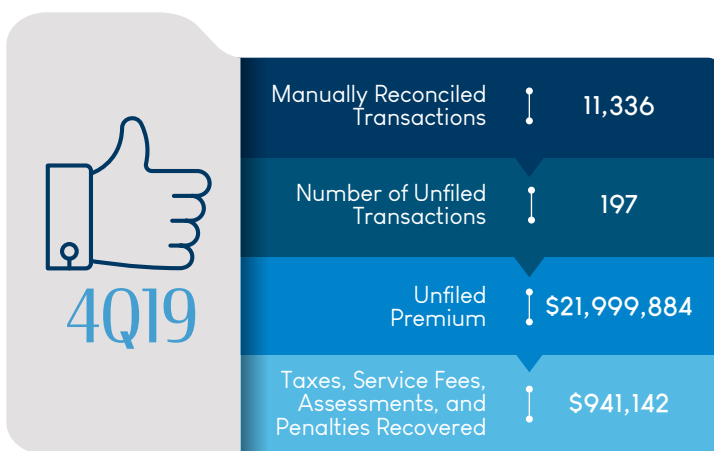
78% | 231,120
22% | 63,854



64% | \$895,614,363
36% | \$514,242,657

FINANCIAL REVIEWS

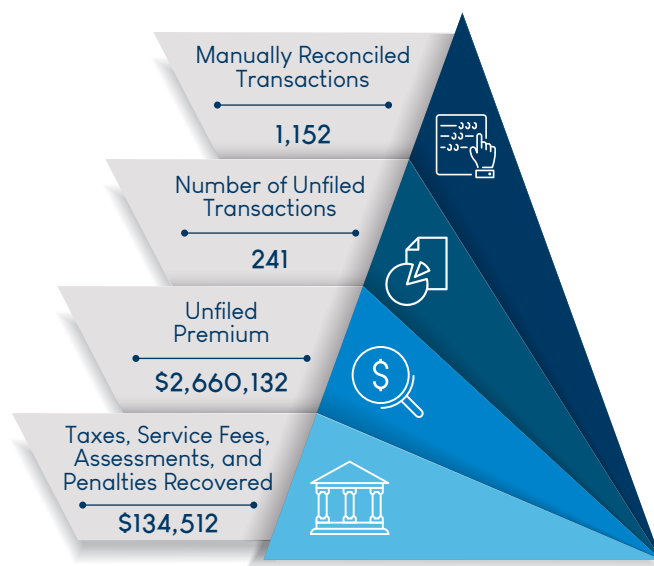
PREMIUM RECONCILIATION



Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$2,514,507**

Unfiled Premium YTD | **\$70,090,552**

PRODUCTION LEDGER REVIEW

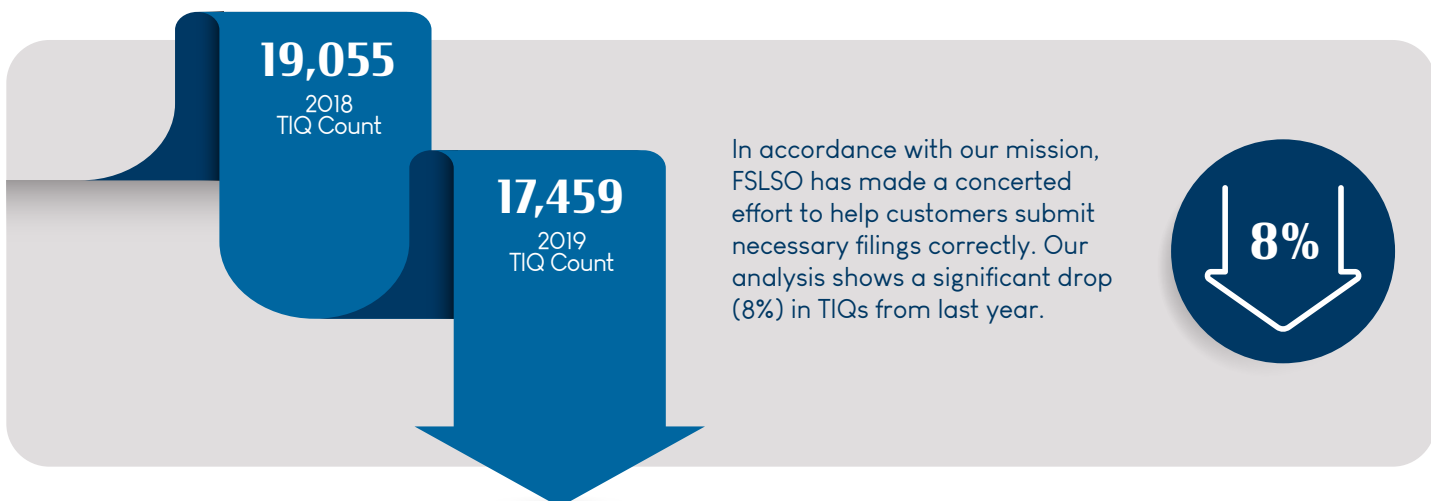


Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$1,081,305**

Unfiled Premium YTD | **\$21,486,702**


ANALYTICS

TIQs (TRANSACTION IN QUESTION) DECREASE



MARKETPLACE MONITORING


EDUCATION



60-HOUR PRE-LICENSING COURSE

16
NEW ENROLLEES

12
COMPLETE



STUDY MANUALS

62
TOTAL

52 Hard Copy
10 E-Book






15th Edition Florida Surplus Lines Study Manual Published

CE COURSE

5-Hour Law & Ethics Update
General Lines

5
HOURS

COMPLIANCE REVIEW

128

Compliance Reviews

420 YTD

93%

Final Grade¹

95% YTD

89%

Regulatory Requirements

92% YTD

97%

Financial Requirements

98% YTD

99%

Data Requirements

99% YTD

Industry Grade

PRODUCT & BUSINESS DEVELOPMENT

NEW PRODUCT LAUNCH



SLICE

(Surplus Lines Information & Compliance Education Course)


22*

NEW ENROLLEES
Enrolled YTD | 221

8

COMPLETE
Completed YTD | 75

CUSTOMER OUTREACH



NAIC (National Association of Insurance Commissioners)
Fall Meeting
Austin, TX

FIC (Florida Insurance Council)
Pre-Legislative Workshop
Amelia Island, FL

COMMUNITY OUTREACH

Kids Incorporated Holiday Happiness Program

SOCIAL MEDIA

Follow us on social media.
We added Facebook and Instagram to our social media repertoire.






FEATURED PRODUCTS & SERVICES

FLSO PALMCAST

36

Layered Policies
Live discussion with FLSO analysts, Kristen Gray and Brian Bogner.

5


Total Podcasts Released in 2019

129


Total Media Plays for 4Q19

739

Total Media Plays for 2018 & 2019



WEBSITE



76,203

TOTAL PAGE VIEWS

53% - Tax Estimator
4% - Agent Procedures Manual
1% - Market Data Reports

ELECTRONIC COMMUNICATION

19

E-News, E-Alerts & Advisors

19%

Viewed by Customers



¹Weighted average of regulatory requirements, financial requirements, and data requirements. *Includes re-enrollments.