

A Firm Foundation

How Insurance Supports the Economy

2012



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To The Reader

Insurance affects everything and everything affects insurance. It is generally understood that insurance allows those who participate in the economy to produce goods and services without the paralyzing fear that some adverse incident could leave them destitute or unable to function. However, few people are aware of the extraordinary impact the industry has on state, local and national economies.

To explain the ways that both property/casualty and life insurance contribute to our economy far beyond their core function of helping to manage risk, the Insurance Information Institute has produced a Web site, *A Firm Foundation: How Insurance Supports the Economy* (www.iii.org/economics), which is updated frequently. This booklet provides some highlights from this unique resource.

The insurance industry is a major U.S. employer, providing some 2.3 million jobs that encompass a wide variety of careers, from human resource administrators to public relations managers to financial analysts.

Insurance companies also help support the economy through their investments. As part of the financial services industry, insurers act as financial intermediaries, investing the funds they collect for providing insurance protection. The industry's financial assets were \$4.5 trillion in 2010, including \$1.3 trillion for the property/casualty sector and \$3.2 trillion for the life sector.

Insurers contributed \$404.6 billion to the nation's gross domestic product in 2010. Their taxes include special levies on insurance premiums, which amounted to \$15.8 billion in 2010, or 2.2 percent of all taxes collected by the states.

This publication shows the myriad ways in which insurance supports the economy. Each chart illustrates one or more elements. Together they tell a tale that is rarely told—that insurance helps provide the firm foundation for a functioning economy.

Robert P. Hartwig,
President
Insurance Information Institute

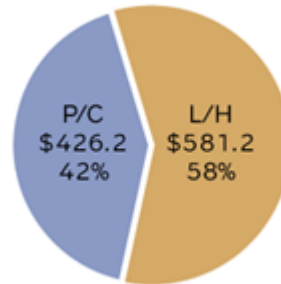
Chapter 1: Introduction

Insurance Industry at a Glance

- The U.S. insurance industry's net premiums written totaled \$1.0 trillion in 2010, with premiums recorded by life/health (L/H) insurers accounting for 58 percent and premiums by property/casualty (P/C) insurers accounting for 42 percent, according to SNL Financial LC.
- P/C insurance consists primarily of auto, home and commercial insurance. Net premiums written for the sector totaled \$426 billion in 2010.
- The L/H insurance sector consists primarily of annuities and life insurance. Net premiums written for the sector totaled \$581 billion in 2010.
- Health insurance is generally considered separate. The sector includes private health insurance companies as well as government programs. P/C and L/H insurers also write some health insurance.
- There were 2,689 P/C insurance companies and 1,061 L/H insurance companies in the United States in 2010.
- Insurance carriers and related activities accounted for \$404 billion, or 2.8 percent of U.S. gross domestic product in 2009.
- The U.S. insurance industry employed 2.2 million people in 2010. Of those, 1.4 million worked for insurance companies, including life, health and medical insurers (807,300 workers), P/C insurers (533,100 workers) and reinsurers (27,100 workers). The remaining 870,500 people worked for insurance agencies, brokers and other insurance-related enterprises.
- Total P/C cash and invested assets were \$1.3 trillion in 2010. L/H cash and invested assets totaled \$3.2 trillion in 2010. The majority of these assets were in bonds (66 percent of P/C assets and 76 percent of L/H assets).
- P/C and L/H insurance companies paid \$15.8 billion in premium taxes in 2010, or \$51 for every person living in the United States.
- P/C insurers paid out \$14.1 billion in property losses related to catastrophes in 2010, \$3.5 billion above 2009's \$10.6 billion, according to ISO. There were 33 catastrophes in 2010, six more than in 2009.

U.S. P/C AND L/H INSURANCE PREMIUMS, 2010

(\$ billions)



Source: SNL Financial LC.

Chapter 2: Contribution to the National Economy

Employment

CAREERS AND EMPLOYMENT

The insurance industry is a major U.S. employer, providing some 2.3 million jobs that encompass a wide variety of careers, from human resource administrators to public relations managers to financial analysts. Some jobs, such as claims adjusters, actuaries and insurance underwriters, are unique to the insurance industry. For information about the many career opportunities in the insurance industry consult the Bureau of Labor Statistics' Career Guide to Industries, posted on the Web at <http://www.bls.gov/oco/cg/cgs028.htm>.

EMPLOYMENT IN INSURANCE, 2001-2010

(Annual averages, 000)

Year	Insurance carriers				Insurance agencies, brokerages and related services			Total industry	Insurance and employee benefit funds (3)
	Direct insurers (1)		Reinsurers	Total	Insurance agencies and brokers	Other insurance-related activities (2)	Total		
Life, health and medical	Property/casualty								
2001	807.7	591.3	31.4	1,430.4	597.9	205.3	803.2	2,233.7	48.4
2002	791.1	590.0	31.7	1,412.8	616.0	204.4	820.4	2,233.2	47.2
2003	789.0	608.6	31.0	1,428.6	628.5	208.9	837.4	2,266.0	47.1
2004	764.4	604.4	29.8	1,398.6	643.3	216.8	860.1	2,258.6	47.0
2005	761.9	595.0	28.8	1,385.7	650.1	223.5	873.6	2,259.3	46.4
2006	787.4	597.4	28.0	1,412.8	659.9	230.9	890.8	2,303.7	47.8
2007	784.0	586.1	27.0	1,397.0	675.3	234.5	909.8	2,306.8	48.6
2008	797.6	571.2	27.9	1,396.7	669.1	239.4	908.5	2,305.2	49.0
2009	799.7	550.2	27.5	1,377.4	650.8	236.0	886.7	2,264.1	49.1
2010	807.3	533.1	27.1	1,367.5	638.3	232.2	870.5	2,238.0	48.5

(1) Establishments primarily engaged in initially underwriting insurance policies.

(2) Includes claims adjusters, third-party administrators of insurance funds and other service personnel such as advisory and insurance ratemaking services.

(3) Includes employees of legal entities organized to provide insurance and employee benefits exclusively for the sponsor, or its employees or members. These employees are not included in the total for the insurance industry.

Source: U.S. Department of Labor, Bureau of Labor Statistics.

Insurance Payrolls

INSURANCE CARRIERS AND RELATED ACTIVITIES COMPENSATION, 2005-2009

Year	Annual payroll (\$ billions)
2005	\$172.9
2006	183.5
2007	188.6
2008	193.7
2009	190.4

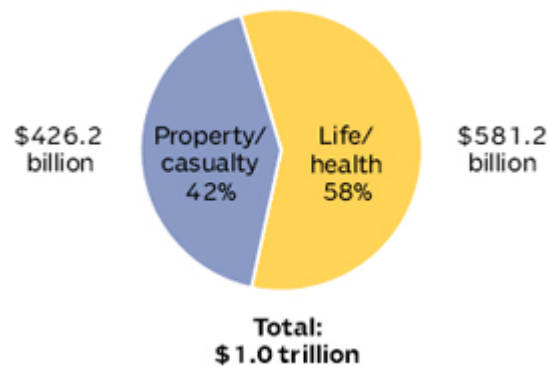
Source: U.S. Bureau of Economic Analysis.

Premiums

NET PREMIUMS WRITTEN, PROPERTY/CASUALTY AND LIFE/HEALTH

There are three main insurance sectors. Property/casualty (P/C) consists mainly of auto, home and commercial insurance. Life/health (L/H) consists mainly of life insurance and annuity products. P/C and L/H net premiums written rose by 0.8 and 14.2 percent, respectively, in 2010. The third sector, health insurance, is offered by private health insurance companies, and to a lesser degree by L/H and P/C insurers.

U.S. PROPERTY/CASUALTY AND LIFE/HEALTH INSURANCE PREMIUMS, 2010 (1)



(1) Property/casualty: net premiums written, excluding state funds; Life/health: premiums, annuity considerations (fees for annuity contracts) and deposit-type funds.

Source: SNL Financial LC.

PROPERTY/CASUALTY AND LIFE/HEALTH INSURANCE NET PREMIUMS WRITTEN, 2001-2010

(\$000)

Year	Property/ casualty (1)	Life/ health (2)	Total
2001	\$320,763,542	\$458,704,906	\$779,468,448
2002	367,545,259	489,038,709	856,583,968
2003	404,214,743	478,033,311	882,248,054
2004	425,059,714	507,613,338	932,673,052
2005	426,794,082	520,607,848	947,401,930
2006	448,930,825	575,663,027	1,024,593,852
2007	446,938,523	610,322,595	1,057,261,118
2008	440,231,323	624,238,629	1,064,469,952
2009	422,917,708	508,923,002	931,840,710
2010	426,207,884	581,185,851	1,007,393,735
Percent change 2001-2010	32.9%	26.7%	29.2%

(1) Net premiums written, excluding state funds.

(2) Premiums and annuity considerations (fees for annuity contracts) for life/health insurance companies. Includes deposit-type funds beginning in 2001.

Source: SNL Financial LC.

Surplus Lines

The surplus lines market, a group of highly specialized insurers exists to provide coverage that is not available through licensed insurers in the standard insurance market. Each state has surplus lines regulations and each surplus lines company is overseen for solvency by its home state. The role of surplus lines in the commercial market has increased over the years. In 2010, surplus lines accounted for 13.6 percent of the U.S. commercial lines market, up from 7.0 percent in 2000 and 4.9 percent in 1990, according to September, 2011 A.M. Best report.

TOTAL GROSS SURPLUS LINES PREMIUMS WRITTEN, 2006-2010

(\$ billions)



Source: 2008 to 2010 premiums from Business Insurance, October 10, 2011; earlier premiums from other issues.

TOP TEN U.S.-BASED SURPLUS LINES INSURANCE COMPANIES BY NONADMITTED DIRECT WRITTEN PREMIUMS, 2010

Rank	Company/Parent	Nonadmitted direct premiums
1	Lexington Insurance Co. (Chartis Inc.)	\$4,605,795,515 (1)
2	Steadfast Insurance Co. (Zurich Financial Services Group)	1,073,451,439 (1)
3	Scottsdale Insurance Co. (Nationwide Mutual Insurance Co.)	1,004,147,047 (1)
4	Chartis Specialty Insurance Co. (Chartis Inc.)	784,795,135
5	Columbia Casualty Co. (CNA Financial Corp.)	718,064,491
6	Illinois Union Insurance Co. (ACE Ltd.)	532,554,380
7	Landmark American Insurance Co. (Alleghany Corp.)	509,470,668
8	Evanston Insurance Co. (Markel Corp.)	470,571,621
9	Westchester Surplus Lines Insurance Co. (ACE Ltd.)	409,449,256
10	Arch Specialty Insurance Co. (Arch Capital Group Ltd.)	402,861,503

(1) Before reinsurance transactions, excluding state funds.

(2) Based on U.S. total including territories.

Source: SNL Financial LC.

Major Players -- Rankings by Line

As employers, taxpayers and investors, insurance companies play a major role in the U.S. economy, contributing \$404.6 billion to the gross domestic product in 2010. The charts below identify some of the leading players in this vital sector.

TOP TEN WRITERS OF PROPERTY/CASUALTY INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share (2)
1	State Farm Mutual Automobile Insurance	\$52,378,166	10.9%
2	Zurich Financial Services Ltd.	27,442,024	5.7
3	Allstate Corp.	25,863,277	5.4
4	American International Group	25,569,346	5.3
5	Liberty Mutual Holding Co.	25,318,187	5.3
6	Travelers Cos.	21,541,289	4.5
7	Berkshire Hathaway Inc.	16,560,344	3.4
8	Nationwide Mutual Group	14,875,572	3.1
9	Progressive Corp.	14,699,901	3.1
10	USAA Insurance Group	11,235,772	2.3

(1) Before reinsurance transactions, excluding state funds.

(2) Based on U.S. total including territories.

Source: SNL Financial LC.

TOP TEN WRITERS OF LIFE/HEALTH INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	MetLife Inc.	\$100,537,632	19.1%
2	Prudential Financial Inc.	46,600,755	8.9
3	New York Life Insurance Group	25,490,993	4.8
4	Manulife Financial Corp.	21,925,761	4.2
5	Lincoln National Corp.	19,449,441	3.7
6	ING Group N.V.	18,222,110	3.5
7	Jackson National Life Group	18,206,802	3.5
8	AEGON NV	17,052,511	3.2
9	American International Group	16,631,038	3.2
10	Principal Financial Group Inc.	13,804,217	2.6

(1) Includes life insurance, annuity considerations, deposit-type contract funds, other considerations; excludes accident and health insurance from life/health insurers. Before reinsurance transactions.

Source: SNL Financial LC.

TOP TEN WRITERS OF HOMEOWNERS INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	State Farm Mutual Automobile Insurance	\$15,672,281	21.9%
2	Allstate Corp.	6,865,832	9.6
3	Zurich Financial Services Ltd.	4,703,100	6.6
4	Liberty Mutual Holding Co.	3,729,987	5.2
5	Travelers Companies	3,295,031	4.6
6	USAA Insurance Group	3,175,416	4.4
7	Nationwide Mutual Group	2,832,201	4.0
8	Chubb Corp.	1,763,926	2.5
9	American Family Mutual Insurance Co.	1,514,843	2.1
10	Citizens Property Insurance Corp.	1,156,647	1.6

(1) Before reinsurance transactions, includes some state funds.

Source: SNL Financial LC.

TOP TEN WRITERS OF PRIVATE PASSENGER AUTO INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	State Farm Mutual Automobile Insurance	\$31,132,669	18.7%
2	Allstate Corp.	16,987,898	10.2
3	Berkshire Hathaway Inc.	14,179,673	8.5
4	Progressive Corp.	12,845,461	7.7
5	Zurich Financial Services Ltd.	9,943,802	6.0
6	Liberty Mutual Holding Co.	7,500,758	4.5
7	USAA Insurance Group	7,268,980	4.4
8	Nationwide Mutual Group	7,037,229	4.2

Rank	Group	Direct premiums written (1)	Market share
9	Travelers Companies	3,512,489	2.1
10	American Family Mutual Insurance Co.	3,227,718	1.9

(1) Before reinsurance transactions, excluding state funds.

Source: SNL Financial LC.

TOP TEN WRITERS OF COMMERCIAL AUTO INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	Travelers Companies	\$1,976,227	8.3%
2	Liberty Mutual Holding Co.	1,598,403	6.7
3	Zurich Financial Services Ltd.	1,585,895	6.7
4	Progressive Corp.	1,458,727	6.2
5	American International Group	1,111,197	4.7
6	Nationwide Mutual Group	914,355	3.9
7	Old Republic International	731,981	3.1
8	Auto-Owners Insurance Co.	540,825	2.3
9	Hartford Financial Services	523,736	2.2
10	American Financial Group Inc.	471,237	2.0

(1) Before reinsurance transactions, excluding state funds.

Source: SNL Financial LC.

TOP TEN WRITERS OF COMMERCIAL LINES INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	American International Group	\$20,151,570	8.6%
2	Travelers Companies	14,580,352	6.3
3	Liberty Mutual Holding Co.	14,005,460	6.0
4	Zurich Financial Services Ltd.	12,495,405	5.4
5	ACE Ltd.	7,470,050	3.2
6	CNA Financial Corp.	7,286,157	3.1
7	Chubb Corp.	6,909,680	3.0
8	Hartford Financial Services	6,710,789	2.9
9	Nationwide Mutual Group	4,746,593	2.0
10	Allianz SE	4,528,084	1.9

(1) Before reinsurance transactions, excluding state funds.

Source: SNL Financial LC.

TOP TEN WRITERS OF WORKERS COMPENSATION INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	Liberty Mutual Holding Co.	\$4,073,004	10.3%
2	American International Group	3,592,682	9.1

Rank	Group	Direct premiums written (1)	Market share
3	Travelers Companies	2,817,806	7.1
4	Hartford Financial Services	2,643,721	6.7
5	Zurich Financial Services Ltd.	2,424,356	6.1
6	State Insurance Fund Workers' Comp	1,309,759	3.3
7	State Compensation Insurance Fund	1,140,203	2.9
8	ACE Ltd.	1,065,645	2.7
9	Old Republic International	851,728	2.2
10	CNA Financial Corp.	845,171	2.1

(1) Before reinsurance transactions. Includes some state funds.

Source: SNL Financial LC.

TOP TEN WRITERS OF EARTHQUAKE INSURANCE BY DIRECT PREMIUMS WRITTEN, 2010

(\$000)

Rank	Group	Direct premiums written (1)	Market share
1	California Earthquake Authority	\$602,412	22.7%
2	State Farm Mutual Automobile Insurance	236,892	8.9
3	Zurich Financial Services Ltd.	195,520	7.4
4	American International Group	190,563	7.2
5	Travelers Companies	133,775	5.0
6	GeoVera Insurance Holdings Ltd.	125,772	4.7
7	AXIS Capital Holdings Ltd.	111,114	4.2
8	Liberty Mutual Holding Co.	76,936	2.9
9	ACE Ltd.	75,143	2.8
10	Endurance Specialty Holdings	65,428	2.5

(1) Before reinsurance transactions. Includes state funds.

Source: SNL Financial LC.

Taxes

The insurance industry is a major source of tax revenue on the state and federal level. In 2009 property/casualty insurers and life insurers incurred federal and foreign taxes approaching \$20 billion dollars. In 2010, these incurred taxes fell to \$17.9 billion. In addition, all insurance companies pay a state tax based on their premiums. Insurance companies, including life/health and property/casualty companies, paid \$15.8 billion in premium taxes to the 50 states in 2010. On a per capita basis, this works out to \$51 for every person living in the United States. Premium taxes accounted for 2.2 percent of all taxes collected by the states in 2010.

INSURANCE INDUSTRY'S FEDERAL AND FOREIGN INCOME TAXES INCURRED, 2006-2010

(\$ billions)

Year	Property/casualty	Life	Total
2006	\$22.50	\$10.98	\$33.48
2007	19.86	11.50	31.35
2008	7.89	-0.06	7.83
2009	8.64	10.71	19.36

Year	Property/casualty	Life	Total
2010	8.88	9.03	17.91

Source: SNL Financial LC.

Comparison with Other Industries

The insurance industry is one of the largest industries in terms of revenue, according to the Bureau of the Census, a division of the Department of Commerce. The industry accounted for \$1.6 trillion in revenues and \$154 billion in payroll in 2007, according to the agency's latest Economic Census.

INSURANCE INDUSTRY COMPARED WITH OTHER INDUSTRIES, 2007 (1)

Industry	Establishments	Sales, shipments, receipts or revenue (\$000)	Annual payroll (\$000)	Number of employees
Wholesale trade	432,094	\$6,039,227,184	\$336,128,248	6,295,109
Manufacturing	293,919	5,339,345,058	612,474,100	13,333,390
Retail trade	1,122,703	3,932,027,444	364,991,713	15,610,710
Finance and insurance	503,156	3,641,082,600	494,484,693	6,562,546
Merchant wholesalers, nondurable goods	133,153	2,753,808,263	116,749,252	2,366,811
Merchant wholesalers, durable goods	253,023	2,709,482,155	205,809,529	3,636,572
Construction	725,101	1,781,778,684	348,138,262	7,399,047
Healthcare and social assistance	779,074	1,697,230,614	665,831,857	16,859,513
Insurance carriers and related activities	182,840	1,637,402,387	153,983,506	2,409,413
Professional, scientific and technical services	844,552	1,344,760,849	511,818,276	8,079,319
Credit intermediation and related activities	235,440	1,326,696,033	178,078,578	3,203,232
Information	141,034	1,075,153,974	223,376,793	3,428,262
Motor vehicle and parts dealers	126,027	892,649,300	72,898,701	1,917,118
Specialty trade contractors	476,290	792,265,781	219,483,226	4,976,970
Chemical manufacturing	12,937	738,302,988	49,648,378	814,024
Transportation equipment manufacturing	11,767	736,761,247	85,145,182	1,548,327
Hospitals	6,529	707,003,478	264,844,224	5,544,361
Construction of buildings	209,203	701,719,130	74,031,139	1,408,457
Ambulatory healthcare services	545,075	679,187,401	276,448,280	5,737,975

(1) Ranked by sales, shipments, receipts or revenue.

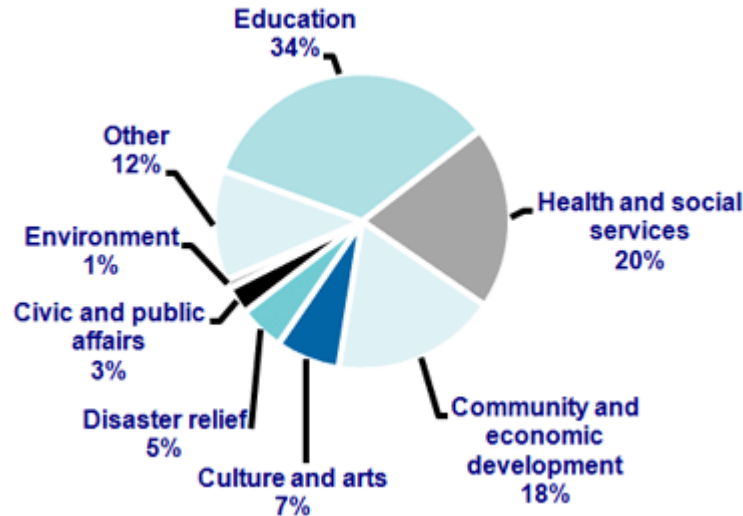
Source: U.S. Bureau of the Census, 2007 Economic Census.

Charitable Contributions

The property/casualty insurance industry contributed over \$500 million to charitable causes in 2010, with the bulk of the support going to education, health and social services, and community and economic development, according to a 2011 report by McKinsey & Company. Another

survey, conducted by the Foundation Center, found that insurance companies accounted for seven of the 50 largest corporate foundations ranked by total giving, as of December 2010.

BREAKDOWN OF THE PROPERTY/CASUALTY INSURANCE INDUSTRY'S CHARITABLE GIVING BY CAUSES, 2010



Source: McKinsey IICF survey, Center for Encouraging Corporate Philanthropy, Giving by Numbers 2010, McKinsey analysis.

CORPORATE FOUNDATIONS

Financial services firms are major contributors to charitable causes. Fifteen of the top 50 corporate foundations based on total giving were financial services firms, according to 2009 data from the Foundation Center (see chart below). The 15 firms, which included banks, a diversified financial company, an asset management company and insurers, accounted for \$847 million in contributions, or about one-third of the \$2.5 billion contributed by the top 50.

TOP 15 FINANCIAL SERVICES CORPORATE FOUNDATIONS BY TOTAL GIVING (1)

Financial services rank	All industry rank	Foundation (state)	Industry (2)	Amount
1	3	The Bank of America Charitable Foundation, Inc. (NC)	Commercial banking	\$190,668,042
2	5	GE Foundation (CT)	Diversified financial	103,573,293
3	6	The Wachovia Wells Fargo Foundation, Inc. (NC)	Commercial banking	99,435,085
4	7	The JPMorgan Chase Foundation (NY)	Commercial banking	81,422,595
5	9	Wells Fargo Foundation (CA)	Commercial banking	68,367,615
6	10	Citi Foundation (NY)	Commercial banking	66,507,524
7	16	MetLife Foundation (NY)	Life insurance	39,465,498
8	20	The Goldman Sachs Foundation (NY)	Commercial banking	36,029,944
9	26	The PNC Foundation (PA)	Commercial banking	29,694,921
10	27	Nationwide Foundation (OH)	Property/casualty insurance	27,990,598
11	33	The Capital Group Companies Charitable Foundation (CA)	Asset management	22,095,559
12	34	The Prudential Foundation (NJ)	Life insurance	21,914,868
13	35	State Farm Companies Foundation (IL)	Property/casualty insurance	21,565,275

Financial services rank	All industry rank	Foundation (state)	Industry (2)	Amount
14	42	U.S. Bancorp Foundation, Inc. (MN)	Commercial banking	19,968,742
15	48	The Allstate Foundation (IL)	Property/casualty insurance	18,344,750

(1) As of December 2009. Based on financial services companies on the Foundation Center's "50 Largest Corporate Foundations by Total Giving" list published in April 2011.

(2) Based on Fortune Magazine designations.

Source: Foundation Center.

Insurance companies accounted for seven of the 50 largest corporate foundations ranked by total giving, according to Foundation Center statistics as of December 16, 2010.

TOP SEVEN INSURANCE INDUSTRY GRANT MAKERS, RANKED BY TOTAL GIVING (1)

Rank	Name(state)	Total giving	As of fiscal year end date
1	MetLife Foundation (NY)	\$39,465,498	12/31/2009
2	Blue Shield of California Foundation (CA)	29,831,775	12/31/2008
3	Nationwide Foundation (OH)	27,990,598	12/31/2009
4	The Prudential Foundation (NJ)	21,914,868	12/31/2009
5	State Farm Companies Foundation (IL)	21,565,275	12/31/2009
6	Thrivent Financial for Lutherans Foundation (WI)	18,980,777	12/31/2008
7	The Allstate Foundation (IL)	18,344,750	12/31/2009

(1) Insurance foundations included on the Foundation Center's list of the 50 largest corporate foundations ranked by the market value of their assets.

(2) All figures are based on the most current audited financial data in the Foundation Center's database as of December 16, 2010.

Source: Foundation Center.

Eleven of the 50 largest corporate foundations, ranked by asset size, were insurance companies, according to the latest ranking by the Foundation Center.

TOP 11 LARGEST INSURANCE INDUSTRY FOUNDATIONS, RANKED BY ASSET SIZE (1)

Rank	Name/state	Assets	As of fiscal year end date
1	WellPoint Foundation, Inc. (IN)	\$164,982,380	12/31/2007
2	The USAA Foundation, Inc. (TX)	110,677,878	6/30/2009
3	Nationwide Foundation (OH)	110,375,913	12/31/2009
4	MetLife Foundation (NY)	110,366,885	12/31/2009
5	Blue Cross and Blue Shield of North Carolina Foundation (NC)	103,334,583	6/30/2009
6	AEGON Transamerica Foundation (IA)	98,704,233	12/31/2008
7	Northwestern Mutual Foundation, Inc. (WI)	97,863,001	6/30/2009
8	Thrivent Financial for Lutherans Foundation (WI)	89,391,569	12/31/2008
9	United Health Foundation (MN)	84,231,092	12/31/2009
10	New York Life Foundation (NY)	80,582,452	12/31/2009
11	Blue Cross and Blue Shield of South Carolina Foundation (SC)	80,112,932	12/31/2009

(1) Insurance foundations included on the Foundations Center's list of the 50 largest corporate foundations ranked by the market value of their assets.

(2) All figures are based on the most current audited financial data in the Foundation Center's database as of December 16, 2010.

Source: Foundation Center.

Contribution to GDP

Gross domestic product (GDP) is the total value of all final goods and services produced in the economy. The GDP growth rate is the primary indicator of the state of the economy.

INSURANCE SECTOR'S SHARE OF GROSS DOMESTIC PRODUCT (GDP), 2006-2010

(\$ billions)

Year	Total GDP	Insurance carriers and related activities	
		GDP	Percent of total GDP
2006	\$13,377.2	\$363.6	2.7%
2007	14,028.7	388.8	2.8
2008	14,291.5	345.6	2.4
2009	13,939.0	369.9	2.7
2010	14,526.5	404.6	2.8

Source: U.S. Department of Commerce, Bureau of Economic Analysis.

Chapter 3: Insurers as Investors

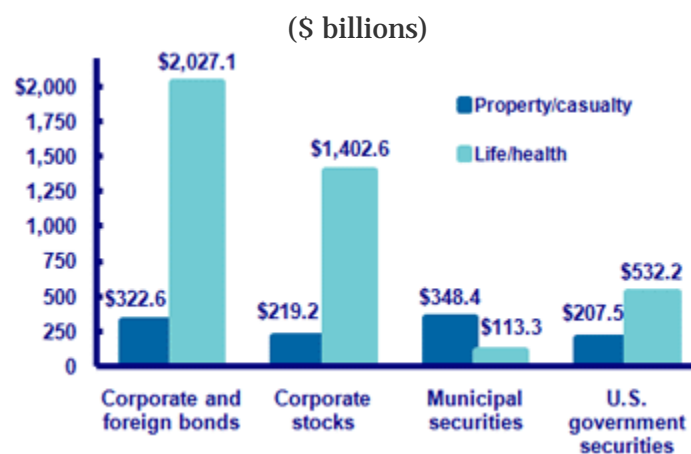
Introduction

The insurance industry (property/casualty and life/health) is a key player in the capital markets, with holdings \$5 trillion in corporate and foreign bonds, corporate stocks, municipal securities and U.S. government securities in 2010.

Insurance companies invest the premiums they collect in state and local municipal bonds, helping to fund the building of roads, schools and other public projects. They provide businesses with capital for research, expansions and other ventures through their investments in corporate equities and bonds.

Because their losses are more volatile than those in the life insurance sector, property/casualty insurers invest largely in high-quality liquid securities, which can be sold quickly to pay claims resulting from a major hurricane, earthquake or man-made disaster such as a terrorist attack. In 2010 alone, property/casualty insurers' holdings in municipal bonds totaled \$348.4 billion. Life insurers, whose benefit payments are more predictable, invest more heavily in corporate stocks and corporate and foreign bonds, with holdings in these sectors of \$1.3 trillion and \$1.9 trillion, respectively, in 2010.

SELECTED INSURANCE INDUSTRY FINANCIAL ASSETS, 2010



Source: Board of Governors of the Federal Reserve System, June 9, 2011.

Property/Casualty Insurance Industry Investments

PROPERTY/CASUALTY INSURER FINANCIAL ASSET DISTRIBUTION, 2006-2010

(\$ billions)

	2006	2007	2008	2009	2010
Total financial assets	\$1,335.8	\$1,385.8	\$1,309.4	\$1,387.6	\$1,403.9
Checkable deposits and currency	29.9	42.7	27.9	27.6	32.6
Money market fund shares	13.5	20.7	32.8	29.6	25.6

	2006	2007	2008	2009	2010
Security repurchase agreements (1)	1.9	3.6	4.4	4.5	3.8
Credit market instruments	864.1	869.3	853.4	886.7	890.6
Open market paper	16.4	13.3	19.1	9.8	7.9
U.S. government securities	232.0	197.1	179.9	204.7	207.5
Treasury	110.0	71.3	65.6	88.5	91.7
Agency- and GSE (2)-backed securities	122.0	125.8	114.3	116.2	115.8
Municipal securities	335.2	371.3	381.9	369.4	348.4
Corporate and foreign bonds	277.0	282.9	267.5	298.3	322.6
Commercial mortgages	3.5	4.8	5.0	4.4	4.1
Corporate equities	227.0	236.2	193.3	219.8	219.2
Mutual fund shares	6.9	6.8	4.4	5.3	5.7
Trade receivables	87.0	85.4	86.7	83.0	83.8
Miscellaneous assets	105.5	121.1	106.6	131.1	142.6

(1) Short-term agreements to sell and repurchase government by a specified date at a set price.

(2) Government-sponsored enterprise.

Source: Board of Governors of the Federal Reserve System, June 9, 2011.

Life/Health Insurance Industry Investments

LIFE/HEALTH INSURER FINANCIAL ASSET DISTRIBUTION, 2006-2010

(\$ billions)

	2006	2007	2008	2009	2010
Total financial assets	\$4,685.3	\$4,949.7	\$4,515.5	\$4,823.9	\$5,176.3
Checkable deposits and currency	56.1	58.3	82.8	50.7	51.7
Money market fund shares	23.3	21.6	39.2	33.7	21.0
Credit market instruments	2,786.4	2,871.2	2,882.8	3,022.6	3,174.2
Open market paper	28.7	41.7	38.3	49.8	40.9
U.S. government securities	465.3	453.5	471.9	505.4	532.2
Treasury	87.9	70.6	105.7	133.5	152.0
Agency- and GSE (1)-backed securities	377.4	382.9	366.2	371.9	380.2
Municipal securities	36.6	41.4	47.1	73.1	113.3
Corporate and foreign bonds	1,819.5	1,862.6	1,817.0	1,914.7	2,027.1
Other loans and advances	132.6	145.8	166.1	153.5	143.2
Mortgages	303.8	326.2	342.4	326.1	317.5
Corporate equities	1,364.8	1,464.6	1,001.7	1,208.5	1,402.6
Mutual fund shares	148.8	188.4	121.0	140.8	155.7
Miscellaneous assets	303.3	342.9	380.1	357.6	360.3

(1) Government-sponsored enterprise.

Source: Board of Governors of the Federal Reserve System, June 9, 2011.

Credit Market Assets Held by Insurers

CREDIT MARKET ASSET HOLDINGS, 2006-2010 (1)

(\$ billions, amount outstanding, end of year)

	2006	2007	2008	2009	2010	Percent of total, 2010
Financial sectors						
Monetary authority	\$778.9	\$740.6	\$986.0	\$1,987.7	\$2,259.2	4.3%
Commercial banking	8,040.9	8,782.1	9,425.5	9,016.9	9,187.2	17.5
U.S.-chartered commercial banks	7,144.1	7,666.8	8,197.9	8,070.3	8,267.3	15.8
Foreign banking offices in the U.S.	761.6	963.3	1,063.7	782.7	753.1	1.4
Bank holding companies	36.0	59.1	73.0	75.8	97.9	0.2
Banks in U.S.-affiliated areas	99.3	92.8	90.9	88.1	68.9	0.1
Savings institutions	1,533.2	1,596.1	1,320.0	1,070.4	1,081.0	2.1
Credit unions	622.7	657.9	697.9	731.0	744.3	1.4
Property/casualty insurance companies	864.1	869.3	853.4	886.7	890.6	1.7
Life insurance companies	2,786.4	2,871.2	2,882.8	3,022.6	3,174.2	6.1
Private pension funds	758.3	860.8	951.4	1,063.0	1,171.0	2.2
State and local govt retirement funds	808.0	820.3	833.5	824.7	816.5	1.6
Federal govt retirement funds	84.3	96.1	120.3	127.7	138.7	0.3
Money market mutual funds	1,560.8	1,936.4	2,675.0	2,031.0	1,621.0	3.1
Mutual funds	1,932.0	2,203.1	2,276.4	2,657.2	3,031.4	5.8
Closed-end funds	171.8	170.9	129.9	139.2	143.5	0.3
Exchange-traded funds	20.7	34.0	57.0	102.9	132.6	0.3
GSEs (2)	2,590.5	2,829.5	3,033.6	2,699.7	6,333.1	12.1
Agency- and GSE (2)- backed mortgage pools	3,841.1	4,464.4	4,961.4	5,376.7	1,139.5	2.2
ABS issuers	4,087.6	4,429.0	4,036.4	3,286.2	2,299.5	4.4
Finance companies	1,811.6	1,828.2	1,755.9	1,532.6	1,482.8	2.8
Real Estate Investment Trusts	265.8	244.7	180.8	182.7	217.9	0.4
Brokers and dealers	583.4	803.1	717.4	525.3	557.5	1.1
Funding corporations	363.5	309.2	999.9	764.4	869.7	1.7
Total financial sectors	\$33,505.7	\$36,547.1	\$38,894.6	\$38,028.5	\$37,291.1	71.2%
Total domestic nonfinancial sectors (3)	\$5,648.5	\$6,223.5	\$6,035.8	\$6,452.3	\$6,691.0	12.8%
Rest of the world	\$6,199.7	\$7,272.6	\$7,503.1	\$7,784.7	\$8,417.4	16.1%
Total credit market assets held	\$45,353.9	\$50,043.2	\$52,433.4	\$52,265.5	\$52,399.5	100.0%

(1) Excluding corporate equities and mutual fund shares.

(2) Government-sponsored enterprise.

(3) Includes household, federal and local governments and selected nonfinancial and business sectors.

Source: Board of Governors of the Federal Reserve System, June 10, 2010.

Ownership of Corporate Equities

Equity investments provide an ownership interest in a company through stocks. In 2009 the life insurance industry held \$1.3 trillion in corporate equities and the property/casualty insurance industry held \$219.8 billion.

HOLDINGS OF U.S. CORPORATE EQUITIES, 2005-2009 (1)

(\$ billions, market value, end of year)

	2005	2006	2007	2008	2009	Percent change 2005-2009
Total	\$20,636.1	\$24,339.3	\$25,576.5	\$15,780.8	\$20,227.6	-2.0%
Household sector	8,093.0	9,643.7	9,626.4	5,913.5	7,463.9	-7.8
State and local governments	96.8	106.0	112.7	80.7	108.4	12.0
Federal government	0.0	0.0	0.0	188.7	67.4	NA
Rest of the world (2)	2,039.1	2,448.1	2,812.2	1,777.3	2,464.8	20.9
Monetary authority	0.0	0.0	0.0	0.0	25.1	NA
Commercial banking	24.1	35.3	41.5	6.7	30.3	25.7
Savings institutions	26.2	24.9	25.3	22.7	22.2	-15.3
Property/casualty insurance companies	199.5	227.0	236.2	193.3	219.8	10.2
Life insurance companies	1,161.8	1,364.8	1,464.6	1,001.7	1,256.3	8.1
Private pension funds	2,441.7	2,724.8	2,673.3	1,599.7	1,835.7	-24.8
State and local govt retirement funds	1,715.8	1,926.1	2,013.7	1,237.9	1,566.5	-8.7
Federal govt retirement funds	112.6	138.1	149.1	85.6	119.4	6.0
Mutual funds	4,175.7	4,989.6	5,476.9	3,014.1	4,136.2	-0.9
Closed-end funds	105.6	122.5	146.2	75.7	92.4	-12.5
Exchange-traded funds	285.8	402.0	573.7	473.9	669.9	134.4
Brokers and dealers	158.3	186.4	224.8	109.2	124.2	-21.5
Funding corporations	0.0	0.0	0.0	0.0	25.1	NA

(1) Excludes open-end mutual fund shares.

(2) Holdings of U.S. issues by foreign residents.

NA=Not applicable.

Source: Board of Governors of the Federal Reserve System, June 10, 2010.

Ownership of Municipal Securities

Insurance companies help fund the construction of schools, roads, and health care facilities, and a variety of other public sector projects through their investments in municipal bonds. The property/casualty insurance industry invested \$348.4 billion in such bonds in 2010, and the life insurance industry invested \$113.3 billion according to the Federal Reserve.

HOLDINGS OF U.S. MUNICIPAL SECURITIES AND LOANS, 2005-2009

(\$ billions, end of year)

	2006	2007	2008	2009	2010	Percent change, 2006-2010
Total	\$2,403.2	\$2,618.8	\$2,680.2	\$2,808.9	\$2,925.3	21.7%
Household sector	872.0	896.0	903.8	1,009.6	1,083.8	24.3
Nonfinancial corporate business	28.1	29.2	26.2	27.3	23.7	-15.7
Nonfarm noncorporate business	5.8	5.3	4.9	4.5	4.3	-25.9
State and local governments	5.5	5.7	5.6	5.9	6.3	14.5
Rest of the world	34.4	45.1	50.5	57.0	73.0	112.2
Commercial banking	180.2	192.9	216.7	218.6	246.1	36.6

	2006	2007	2008	2009	2010	Percent change, 2006-2010
Savings institutions	11.2	11.0	7.8	9.2	11.1	-0.9
Property/casualty insurance companies	335.2	371.3	381.9	369.4	348.4	3.9
Life insurance companies	36.6	41.4	47.1	73.1	113.3	209.6
State and local govt retirement funds	3.3	2.4	1.4	1.5	1.6	-51.5
Money market mutual funds	370.3	471.0	494.6	401.3	334.4	-9.7
Mutual funds	344.4	372.2	389.6	480.2	526.6	52.9
Closed-end funds	89.4	91.3	77.9	80.9	80.3	-10.2
Exchange-traded funds	0.0	0.6	2.3	5.9	7.6	NA
Government-sponsored enterprises	36.1	33.3	31.3	29.1	24.9	-31.0

Source: Board of Governors of the Federal Reserve System, June 10, 2010.

Ownership of Corporate and Foreign Bonds

The insurance industry's holdings of corporate and foreign bonds totaled \$2.1 trillion in 2009.

HOLDINGS OF U.S. CORPORATE AND FOREIGN BONDS, 2006-2010

(\$ billions, end of year)

	2006	2007	2008	2009	2010	Percent change, 2006-2010
Total	\$9,981.8	\$11,435.0	\$11,016.5	\$11,434.4	\$11,332.2	13.5%
Household sector	1,552.8	2,017.1	1,956.3	2,067.5	1,763.1	13.5
State and local governments	139.4	145.3	142.9	150.9	161.1	15.6
Federal government	0.0	0.0	0.0	0.6	0.9	NA
Rest of the world (1)	2,320.5	2,719.1	2,354.0	2,489.3	2,446.7	5.4
Commercial banking	780.3	978.2	979.9	861.8	747.2	-4.2
Savings institutions	92.7	142.2	108.5	84.5	73.9	-20.3
Credit unions	30.6	34.6	25.7	18.6	0.0	-100.0
Property/casualty insurance companies	277.0	282.9	267.5	298.3	322.6	16.5
Life insurance companies	1,819.5	1,862.6	1,817.0	1,914.7	2,027.1	11.4
Private pension funds	317.6	357.4	400.1	442.9	483.5	52.2
State and local govt retirement funds	283.4	297.0	312.9	308.6	312.4	10.2
Federal govt retirement funds	2.9	3.0	2.9	3.0	3.2	10.3
Money market mutual funds	368.3	376.8	228.0	169.9	154.2	-58.1
Mutual funds	767.0	889.9	959.9	1,106.1	1,264.5	64.9
Closed-end funds	75.1	74.0	48.7	54.0	58.1	-22.6
Exchange-traded funds	7.6	13.8	27.7	55.3	74.0	873.7
Government-sponsored enterprises	481.7	464.4	386.6	310.8	293.9	-39.0
Finance companies	184.8	189.4	192.4	198.6	179.0	-3.1
Real Estate Investment Trusts	64.6	34.4	14.4	17.6	22.4	-65.3
Brokers and dealers	355.5	382.8	123.8	171.3	184.3	-48.2
Funding corporations	60.4	170.0	667.3	710.2	760.1	1,158.4

(1) Holdings of U.S. issues by foreign residents.

NA=Not applicable.

Source: Board of Governors of the Federal Reserve System, June 10, 2010.

Chapter 4: Defraying the Economic Costs of Disasters

Introduction

The insurance industry plays a vital role in helping individuals and businesses prepare for and recover from the potentially devastating effects of a disaster such as a catastrophic hurricane or earthquake. In its Natural Catastrophe Year in Review, a January 2011 Webinar, Munich Re reported that in 2010 insured catastrophe losses in the United States totaled \$13.6 billion, much lower than the 2000 to 2009 average loss of \$25.8 billion (in 2010 dollars). Multiple severe winter storms across the country created \$2.6 billion in insured losses, the highest losses from this peril since 2003. For the third consecutive year thunderstorms caused over \$9 billion in insured losses.

NATURAL CATASTROPHE LOSSES IN THE UNITED STATES, 2010

(\$ millions)

Event	Fatalities	Estimated overall losses	Estimated insured losses (1)
Severe thunderstorms (2)	56	\$13,185	\$9,503
Winter storms	64	3,734	2,625
Floods	68	2,933	1,059
Wildfires	1	314	210
Earthquakes	0	200	128
Tropical cyclones (3)	8	200	120

(1) Based on property losses including, if applicable, agricultural, offshore, marine, aviation and National Flood Insurance Program losses and may differ from data shown elsewhere. As of December 31, 2010.

(2) Includes tornadoes.

(3) Includes hurricanes.

Source: Munich Re, 2010 Natural Catastrophe Year in Review Webinar.

CATASTROPHES IN THE UNITED STATES

ISO defines a catastrophe as an event that causes \$25 million or more in insured property losses and affects a significant number of property/casualty policyholders and insurers. The estimates in the following chart represent anticipated insured losses from catastrophes on an industrywide basis, reflecting the total net insurance payment for personal and commercial property lines of insurance covering fixed property, vehicles, boats, related-property items, business interruption and additional living expenses. They exclude loss-adjustment expenses. Catastrophe losses totaled \$14.1 billion in 2010, \$3.6 billion more than in 2009, when catastrophes totaled \$10.5 billion. There were 33 catastrophes in 2010, up from 27 in 2009. U.S. catastrophe losses, mostly from tornadoes, caused an unprecedented \$27 billion for the first half of 2011. This does not include losses from Hurricane Irene in August, which risk modelers put at \$6 billion.

THE TEN MOST COSTLY CATASTROPHES, UNITED STATES (1)

(\$ millions)

Rank	Date	Peril	Insured loss	
			Dollars when occurred	In 2010 dollars (2)

Rank	Date	Peril	Insured loss	
			Dollars when occurred	In 2010 dollars (2)
1	Aug. 2005	Hurricane Katrina	\$41,100	\$45,481
2	Sep. 2001	Fire, Explosion: World Trade Center, Pentagon terrorist attacks	18,779	22,924
3	Aug. 1992	Hurricane Andrew	15,500	22,412
4	Jan. 1994	Northridge, CA earthquake	12,500	17,318
5	Sep. 2008	Hurricane Ike	12,500	12,735
6	Oct. 2005	Hurricane Wilma	10,300	11,398
7	Aug. 2004	Hurricane Charley	7,475	8,548
8	Sep. 2004	Hurricane Ivan	7,110	8,130
9	Sep. 1989	Hurricane Hugo	4,195	6,678
10	Sep. 2005	Hurricane Rita	5,627	6,227

(1) Property coverage only. Does not include flood damage covered by the federally administered National Flood Insurance Program.

(2) Adjusted for inflation through 2010 by ISO using the GDP implicit price deflator.

Source: The Property Claim Services (PCS) unit of ISO, a Verisk Analytics company.

INSURED LOSSES, U.S. CATASTROPHES, 2001-2010 (1)

Year	Number of catastrophes	Number of claims (millions)	Dollars when occurred (\$ billions)	In 2010 dollars (2) (\$ billions)
2001	20	1.5	\$26.5	\$32.4
2002	25	1.8	5.9	7.0
2003	21	2.7	12.9	15.2
2004	22	3.4	27.5	31.4
2005	24	4.4	62.3	68.9
2006	31	2.3	9.2	9.9
2007	23	1.2	6.7	7.0
2008	36	4.1	27.0	27.6
2009	27	2.2	10.5	10.6
2010	33	2.4	14.1	14.1

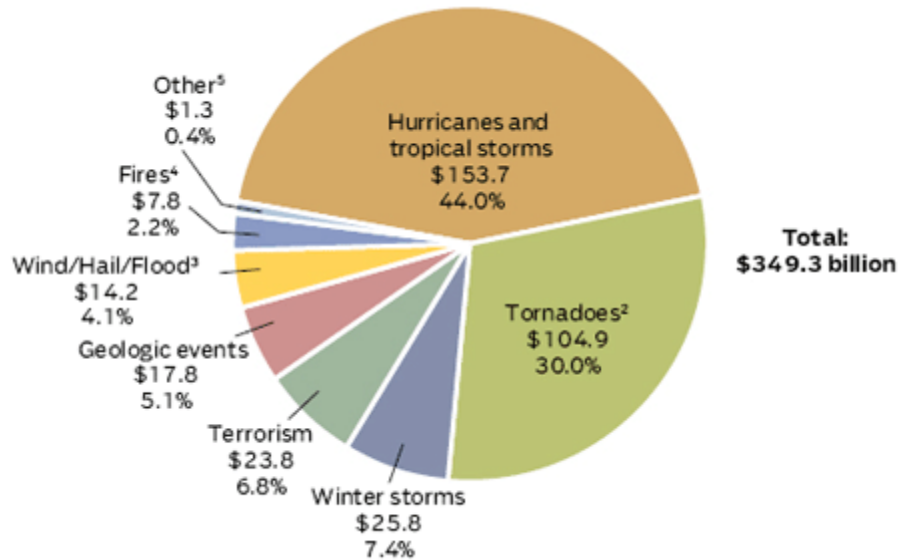
(1) Includes catastrophes causing insured losses to the industry of at least \$25 million and affecting a significant number of policyholders and insurers. Does not include flood damage covered by the federally administered National Flood Insurance Program.

(2) Adjusted to 2010 dollars by ISO using the GDP implicit price deflator.

Source: The Property Claim Services (PCS) unit of ISO, a Verisk Analytics company.

INFLATION ADJUSTED U.S. CATASTROPHE LOSSES BY CAUSE OF LOSS, 1991-2010 (1)

(2010 \$ billions)



(1) Adjusted for inflation by ISO using the GDP implicit price deflator. Excludes catastrophes causing direct insured losses less than \$25 million in 1997 dollars.

(2) Excludes snow.

(3) Does not include flood damage covered by the federally administered National Flood Insurance Program.

(4) Includes wildland fires.

(5) Includes civil disorders, water damage, and non-property losses such as those covered by workers compensation.

Source: The Property Claim Services (PCS) unit of ISO, a Verisk Analytics company.

Reinsurance

Reinsurance is insurance for insurance companies. Just as individuals and businesses buy insurance to protect their assets, primary insurers, the companies that sell insurance to consumers, buy reinsurance to protect their profits and solvency. Reinsurance fosters competitive insurance markets by enabling smaller insurers to compete with larger ones. It strengthens U.S. insurers by giving them access to global resources. Reinsurance is often sold in layers, reaching up into the millions of dollars to protect insurance companies from possible, but statistically highly unlikely events, such as an extraordinary number of homeowners claims as a result of a hurricane or a large single event, such as the destruction of a high-value asset or a massive legal judgment. As shown in the chart below, many reinsurers of U.S. risks are owned by offshore firms.

TOP TEN U.S. PROPERTY/CASUALTY REINSURERS OF U.S. BUSINESS BY GROSS PREMIUMS WRITTEN, 2010

(\$000)

Rank	Company	Country of parent company	Gross premiums written
1	Swiss Reinsurance America Corporation	Switzerland	\$4,365,550
2	National Indemnity Company (Berkshire Hathaway) (1)	U.S.	4,352,429
3	Transatlantic/Putnam Reinsurance Company	U.S.	3,675,627
4	Munich Reinsurance America Corp. (2)	Germany	3,620,278
5	Everest Reinsurance Company	Bermuda	3,379,194
6	XL Reinsurance America (3)	Bermuda	2,696,627
7	QBE Reinsurance Group, New York (4)	Australia	2,093,449

Rank	Company	Country of parent company	Gross premiums written
8	Odyssey America Re./Odyssey Reinsurance Corp. (5)	Canada	1,988,836
9	Berkley Insurance Company	U.S.	1,455,576
10	General Re Group (6)	U.S.	1,320,844
Total, top ten reinsurers			\$28,948,410
Total, all reinsurers			\$34,507,904

(1) Excludes assumptions from affiliated General Re Group.

(2) Includes Munich Re America, American Alternative Insurance Corporation and The Princeton Excess and Surplus Lines Insurance Co.

(3) Includes the net pooled share of the combined underwriting results of the XL America Group Pool.

(4) Includes the QBE Reinsurance Corporation, QBE Insurance Corporation and QBE Specialty Insurance Company.

(5) Includes Odyssey America Re, Clearwater Insurance, Clearwater Select, Hudson Insurance and Hudson Specialty Insurance Companies.

(6) North American Property/Casualty underwritten segment of General Re; excludes certain intercompany transactions and cessions to certain affiliates of Berkshire Hathaway.

Source: Reinsurance Association of America.

Hurricanes

2011 ATLANTIC HURRICANE SEASONS

The 2011 Atlantic hurricane season produced 19 named storms, tying it with 2010, 1995 and 1887 as the third busiest year for tropical cyclones. Seven storms became hurricanes and three were classified as major, reaching Category 3 or higher. Irene, the first hurricane to hit the U.S. since Hurricane Ike in 2008, passed over Puerto Rico as a tropical storm on August 22 and strengthened into a category 3 hurricane on August 25. Irene made landfall near Cape Lookout, North Carolina, on August 27 as a Category 1 storm and moved northward up the Atlantic seaboard, causing major flooding. The hurricane made a second landfall in New Jersey as a strong tropical storm and again in New York City on August 28. Irene spawned at least eight tornadoes from North Carolina to New York and caused catastrophic flooding in New York and New England, especially Vermont. In all, Hurricane Irene impacted 14 states, resulted in \$4.3 billion in insured damages, according to a November, 2011 ISO estimate, and directly caused 41 deaths. Tropical Storm Lee made landfall in Louisiana on September 4, bringing more flooding rains to the East Coast, spawning 46 tornadoes and causing three direct fatalities and \$315 million in losses, according to ISO. In addition, flooding caused by the remnants of Lee caused 12 deaths. Tropical Storm Don made landfall, in Texas on July 30, but did not cause deaths or serious damage.

TOP 15 MOST COSTLY HURRICANES IN THE UNITED STATES

(\$ millions)

Rank	Date	Location	Hurricane	Estimated insured loss (1)	
				Dollars when occurred	In 2009 dollars (2)
1	Aug. 25-30, 2005	AL, FL, GA, LA, MS, TN	Katrina	\$41,100	\$45,148
2	Aug. 24-26, 1992	FL, LA	Andrew	15,500	23,702
3	Sep. 12-14, 2008	AR, IL, IN, KY, LA, MO, OH, PA, TX	Ike	12,500	12,456
4	Oct. 24, 2005	FL	Wilma	10,300	11,315
5	Aug. 13-14, 2004	FL, NC, SC	Charley	7,475	8,489
6	Sep. 15-21, 2004	AL, DE, FL, GA, LA, MD, MS, NJ, NY, NC, OH, PA, TN, VA, WV	Ivan	7,110	8,075

Rank	Date	Location	Hurricane	Estimated insured loss (1)	
				Dollars when occurred	In 2009 dollars (2)
7	Sep. 17-22, 1989	GA, NC, PR, SC, VA, U.S. Virgin Islands	Hugo	4,195	7,258
8	Sep. 20-26, 2005	AL, AR, FL, LA, MS, TN, TX	Rita	5,627	6,181
9	Sep. 3-9, 2004	FL, GA, NC, NY, SC	Frances	4,595	5,219
10	Sep. 15-29, 2004	DE, FL, GA, MD, NJ, NY, NC, PA, PR, SC, VA	Jeanne	3,655	4,151
11	Sept. 21-28, 1998	AL, FL, LA, MS, PR, U.S. Virgin Islands	Georges	2,955	3,889
12	Oct. 4, 1995	FL, AL, GA, NC, SC, TN	Opal	2,100	2,956
13	Sep. 14-17, 1999	NC, NJ, VA, FL, SC, PA, 10 other states	Floyd	1,960	2,524
14	Sep. 11, 1992	Kauai and Oahu, HI	Iniki	1,600	2,447
15	Sep. 5, 1996	NC, SC, VA, MD, WV, PA, OH	Fran	1,600	2,188

(1) Property coverage only. Does not include flood damage covered by the federally administered National Flood Insurance Program. As of September 2009.

(2) Adjusted to 2009 dollars by the Insurance Information Institute, using the Bureau of Labor Statistics' Inflation Calculator.

Source: ISO's Property Claim Services (PCS) unit; U.S. Bureau of Labor Statistics.

ESTIMATED INSURED LOSSES FOR THE TOP TEN HISTORICAL HURRICANES BASED ON CURRENT EXPOSURES (1)

(\$ billions)

Rank	Date	Hurricane	Insured loss (current exposure)
1	Sep. 18, 1926	Miami Hurricane	\$101
2	Aug. 24, 1992	Hurricane Andrew	57
3	Sep. 17, 1947	1947 Fort Lauderdale Hurricane	55
4	Sep. 17, 1928	Great Okeechobee Hurricane	51
5	Aug. 29, 2005	Hurricane Katrina	42
6	Sep. 9, 1900	Galveston Storm of 1900	40
7	Sep. 21, 1938	1938 Long Island Express	38
8	Sep. 9, 1965	Hurricane Betsy	36
9	Sep. 10, 1960	Hurricane Donna	31
10	Sep. 5, 1950	Hurricane Easy	21

(1) Modeled loss to property, contents, and business interruption and additional living expenses for residential, mobile home, commercial and auto exposures as of December 31, 2008. Losses include demand surge.

Source: AIR Worldwide Corporation.

Tornadoes

A tornado is a violently rotating column of air that extends from a thunderstorm and comes into contact with the ground, according to the National Oceanic and Atmospheric Administration (NOAA). In an average year about 1,000 tornadoes are reported nationwide, according to NOAA. Tornado intensity is measured by the enhanced Fujita (EF) scale. The scale rates tornadoes on a scale of 0 through 5, based on the amount and type of wind damage. It incorporates 28 different "damage indicators," based on damage to a wide variety of structures ranging from trees to shopping malls.

THE FUJITA SCALE FOR TORNAOES

	Original F scale (1)	Enhanced F scale (2)
--	----------------------	----------------------

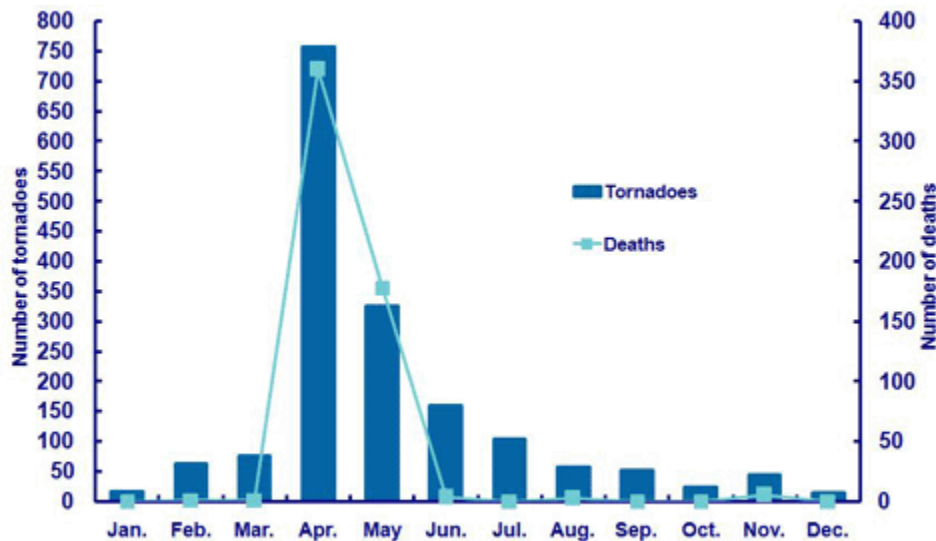
Category	Damage	Wind speed (mph)	3-second gust (mph)
F-0	Light	40-72	65-85
F-1	Moderate	73-112	86-110
F-2	Considerable	113-157	111-135
F-3	Severe	158-207	136-165
F-4	Devastating	208-260	166-200
F-5	Incredible	261-318	Over 200

(1) Original scale: wind speeds represent fastest estimated speeds over ¼ mile.

(2) Enhanced scale: wind speeds represent maximum 3-second gusts. Implemented on February 1, 2007.

Source: U.S. Department of Commerce, National Oceanic and Atmospheric Administration.

NUMBER OF TORNADOES AND RELATED DEATHS PER MONTH, 2011



Source: U.S. Department of Commerce, Storm Prediction Center, National Weather Service.

TORNADOES AND RELATED DEATHS IN THE UNITED STATES, 1991-2011 (1)

Year	Tornadoes	Deaths	Year	Tornadoes	Deaths	Year	Tornadoes	Deaths
1991	1,132	39	1998	1,424	130	2005	1,264	38
1992	1,297	39	1999	1,345	94	2006	1,103	67
1993	1,173	33	2000	1,071	40	2007	1,098	81
1994	1,082	69	2001	1,216	40	2008	1,692	126
1995	1,234	30	2002	941	55	2009	1,156	21
1996	1,173	25	2003	1,376	54	2010	1,282	45
1997	1,148	67	2004	1,819	36	2011	1,691	550

(1) Excludes Puerto Rico. Does not include tornadoes crossing state lines. Counts these tornadoes as one event.

Source: U.S. Department of Commerce, Storm Prediction Center, National Weather Service.

Earthquakes

The chart below shows losses based on total damages (including insured and uninsured losses) when occurred. The 1994 Northridge earthquake caused \$15.3 billion in insured damages when it occurred (\$22.6 billion in 2010 dollars). It ranks as the fourth costliest U.S. disaster, based on insured property losses (in 2010 dollars), topped only by Hurricane Katrina, Hurricane Andrew and the attacks on the World Trade Center. The earthquake and fire that devastated San Francisco on April 18, 1906 was one of the worst natural disasters in the United States. A 2009 study by AIR Worldwide estimates the insured loss at \$96 billion, were the quake to hit under current economic and demographic conditions.

THE TEN MOST COSTLY U.S. EARTHQUAKES (1)

(\$ millions)

Ranked by insured losses when occurred	Date	Location	Overall losses when occurred	Insured losses			Rank based on insured losses in 2010 dollars
				When occurred	In 2009 dollars (2)	Fatalities	
1	Jan. 17, 1994	California: Northridge, Los Angeles, San Fernando Valley, Ventura, Orange	\$44,000	\$15,300	\$22,550	60	1
2	Oct. 17, 1989	California: Loma Prieta, Santa Cruz, San Francisco, Oakland, Berkeley, Silicon Valley	10,000	960	1,690	70	3
3	Feb. 28, 2001	Washington: Olympia, Seattle, Tacoma; Oregon	2,000	300	370	1	4
4	Apr. 18, 1906	California: San Francisco, Santa Rosa, San Jose	524	180	3,965 (4)	3,000	2
5	Apr. 4, 2010	California: San Diego, Calexico, El Centro, Los Angeles, Imperial; Arizona: Phoenix, Yuma	150	100	100	NA	7
6	Oct. 1-4, 1987	California: Los Angeles, Whittier	360	75	145	8	6
7	Oct. 15, 2006	Hawaii: Big Island, Kailua Kona, Oahu, Honolulu	200	50	55	NA	9
8	Sept. 3, 2000	California: Napa	80	50	63	NA	8
9	Mar. 27-28, 1964	Alaska: Anchorage, Kodiak Island, Seward, Valdez, Portage, Whittier, Cordova, Homer, Seldovia; Hawaii	540	45	315	130	5
10	Dec. 22, 2003	California: Paso Robles, San Simeon, San Luis Obispo, Atascadero	200	40	47	2	10

(1) Costliest U.S. earthquakes occurring from 1900 to 2010, based on insured losses when occurred.

(2) Based on property losses including, if applicable, agricultural, offshore, marine, aviation and National Flood Insurance Program losses in the United States and may differ from data shown elsewhere.

(3) Adjusted to 2010 dollars by Munich Re.

(4) Adjusted to 2010 dollars based on 1913 Bureau of Labor Statistics data (earliest year available).

NA=Data not available.

Source: © 2011 Munich Re, Geo Risks Research, NatCatSERVICE.

The previous chart ranks historic earthquakes based on their insured losses when they occurred. The chart below uses a computer model to measure the estimated impact of historical quakes

according to current exposures. The analysis, conducted in 2009, is based on AIR Worldwide's U.S. earthquake model. It makes use of the firm's property exposure database and takes into account the current number and value of exposed properties.

ESTIMATED INSURED LOSSES FOR THE TOP TEN HISTORICAL EARTHQUAKES BASED ON CURRENT EXPOSURES (1)

(\$ billions)

Rank	Date	Location	Magnitude	Insured loss (current exposures)
1	Feb. 7, 1812	New Madrid, MO	7.7	\$100
2	Apr. 18, 1906	San Francisco, CA	7.8	96
3	Aug. 31, 1886	Charleston, SC	7.3	37
4	Jun. 1, 1838	San Francisco, CA	7.4	27
5	Jan. 17, 1994	Northridge, CA	6.7	21
6	Oct. 21, 1868	Hayward, CA	7.0	21
7	Jan. 9, 1857	Fort Tejon, CA	7.9	8
8	Oct. 17, 1989	Loma Prieta, CA	6.3	6
9	Mar. 10, 1933	Long Beach, CA	6.4	5
10	Jul. 1, 1911	Calaveras, CA	6.4	4

(1) Modeled loss to property, contents, and business interruption and additional living expenses for residential, mobile home, commercial and auto exposures as of December 31, 2008. Losses include demand surge and fire following earthquake. Policy conditions and earthquake insurance take up rates are based on estimates by state insurance departments and client claims data.

Source: AIR Worldwide Corporation.

Wildfires

Fire plays an important role in the life of a forest, clearing away dead wood and undergrowth to make way for younger trees. But for much of the last century, fire-suppression policies have sought to extinguish wildfires as quickly as possible to preserve timber and real estate. This approach has led to the accumulation of brush and other vegetation that is easily ignited and serves as fuel for wildfires. Most of the large fires with significant property damage have occurred in California, where some of the fastest developing counties are in forest areas.

THE TEN MOST COSTLY WILDLAND FIRES IN THE UNITED STATES (1)

(\$ millions)

Rank	Date	Location	Estimated insured loss	
			Dollars when occurred	In 2010 dollars (2)
1	Oct. 20-21, 1991	Oakland Fire, CA	\$1,700	\$2,516
2	Oct. 21-24, 2007	Witch Fire, CA	1,300	1,353
3	Oct. 25-Nov. 4, 2003	Cedar Fire, CA	1,060	1,247
4	Oct. 25-Nov. 3, 2003	Old Fire, CA	975	1,147
5	Nov. 2-3, 1993	Los Angeles County Fire, CA	375	530
6	Oct. 27-28, 1993	Orange County Fire, CA	350	495
7	Jun. 27-Jul. 2, 1990	Santa Barbara Fire, CA	265	406
8	Sep. 6-13, 2010	Fourmile Canyon Fire, CO	210	210

Rank	Date	Location	Estimated insured loss	
			Dollars when occurred	In 2010 dollars (2)
9	May 10-16, 2000	Cerro Grande Fire, NM	140	175
10	Jun. 23-28, 2002	Rodeo Chediski Complex Fire, AZ	120	144

(1) Property coverage only for catastrophic fires. Effective January 1, 1997, Property Claim Services (PCS) unit defines catastrophes as events that cause more than \$25 million in insured property damage and that affect a significant number of insureds and insurers. From 1982 to 1996, PCS used a \$5 million threshold in defining catastrophes.

(2) Adjusted for inflation through 2010 by ISO using the GDP implicit price deflator.

Source: The Property Claim Services (PCS) unit of ISO, a Verisk Analytics company.

Terrorism

A total of 2,976 people perished in the September 11, 2001 terrorist attacks in New York, Washington and Pennsylvania, excluding the 19 hijackers. Total insured losses (including liability losses) from the terrorist attacks on the World Trade Center in New York City and the Pentagon are about \$40.1 billion (in 2010 dollars), including property, life and liability insurance claim costs. Loss estimates may differ from estimates calculated by other organizations. It was the worst terrorist attack on record in terms of fatalities and insured property losses, which totaled about \$23 billion (in 2010 dollars).

THE TWENTY WORST TERRORIST ACTS BY INSURED PROPERTY LOSSES

(2010 \$ millions)

Rank	Date	Country	Location	Event	Insured property loss (1)	Fatalities
1	Sept. 11, 2001	U.S.	New York, Washington DC, Pennsylvania	Hijacked airliners crash into World Trade Center and Pentagon	\$23,140	2,982
2	Apr. 24, 1993	U.K.	London	Bomb explodes near NatWest tower in the financial district	1,117	1
3	Jun. 15, 1996	U.K.	Manchester	Irish Republican Army (IRA) car bomb explodes near shopping mall	917	0
4	Apr. 10, 1992	U.K.	London	Bomb explodes in financial district	826	3
5	Feb. 26, 1993	U.S.	New York	Bomb explodes in garage of World Trade Center	770	6
6	Jul. 24, 2001	Sri Lanka	Colombo	Rebels destroy 3 airliners, 8 military aircraft and heavily damage 3 civilian aircraft	491	20
7	Feb. 9, 1996	U.K.	London	IRA bomb explodes in South Key Docklands	319	2
8	Jun. 23, 1985	North Atlantic	Irish Sea	Bomb explodes on board of an Air India Boeing 747	199	329
9	Apr. 19, 1995	U.S.	Oklahoma City	Truck bomb crashes into government building	179	166
10	Sept. 12, 1970	Jordan	Zerqa, Dawson's Field (disused RAF airstrip in desert)	Hijacked Swissair DC-8, TWA Boeing 707, BOAC VC-10 dynamited on ground	157	0
11	Sept. 6, 1970	Egypt	Cairo	Hijacked PanAm B-747 dynamited on ground	136	0
12	Apr. 11, 1992	U.K.	London	Bomb explodes in financial district	118	0
13	Nov. 26, 2008	India	Mumbai	Attack on two hotels; Jewish center	104	172
14	Mar. 27, 1993	Germany	Weiterstadt	Bomb attack on a newly built, still unoccupied prison	87	0
15	Dec. 30, 2006	Spain	Madrid	Bomb explodes in car garage at Barajas Airport	71	2

Rank	Date	Country	Location	Event	Insured property loss (1)	Fatalities
16	Dec. 21, 1988	U.K.	Lockerbie	Bomb explodes on board of a PanAm Boeing 747	70	270
17	Jul. 25, 1983	Sri Lanka		Riot	58	0
18	Jul. 7, 2005	U.K.	London	Four bombs explode during rush hour in a tube and bus	58	52
19	Nov. 23, 1996	Comoros	Indian Ocean	Hijacked Ethiopian Airlines Boeing 767-260 ditched at sea	56	127
20	Mar. 17, 1992	Argentina	Buenos Aires	Bomb attack on Israel's embassy in Buenos Aires	47	24

(1) Includes bodily injury and aviation hull losses.

Source: Swiss Re. Updated to 2010 dollars by the Insurance Information Institute using the U.S. Bureau of Labor Statistics CPI Inflation Calculator.

Chapter 5: Contribution to Selected Industries

Introduction

When life insurance claims are paid, funds flow into the general economy, as beneficiaries spend the money they receive. When property/casualty insurance claims are paid, funds flow to the industries that supply claimants with the goods and services necessary for their recovery.

Property/casualty insurers pay out billions of dollars each year to settle claims. Many of the payments go to businesses, such as auto repair companies, that help claimants get their lives back together after an accident, fire, windstorm or other incident that caused the injury or property damage. Insurance claim payments support local businesses, enabling them to provide jobs and pay taxes that support the local economy.

All industries benefit from property/casualty insurance because it pays for losses that might otherwise have put them out of business. But certain industries derive a good portion of their income from insurers' claim payments. These businesses include the auto parts and repair industries (auto insurance), the building construction and supply industries (homeowners and commercial property insurance), healthcare services (auto, workers compensation and other liability insurance coverages) and legal services.

The charts that follow provide some indication of how much insurers contribute to the economy indirectly through some of the industries that provide these services. In addition, property/casualty insurance claims payments reimburse victims of theft and help make up for loss of income while people who have been injured are recuperating and businesses that have been hit by a disaster prepare to resume operations.

Auto Repair Industry

THE INSURANCE INDUSTRY'S CONTRIBUTION TO THE AUTO REPAIR INDUSTRY

The primary recipients of auto insurance claim payments are auto repair and auto body shops and window glass installers. Others include new and used car dealers, tire dealers and manufacturers of the parts required for vehicle repair and restoration.

AUTOMOTIVE REPAIR AND MAINTENANCE INDUSTRY, 2002 AND 2007

	2002	2007
Number of establishments	166,821	163,627
Receipts/revenues (\$000)	\$75,219,140	\$85,783,573
Annual payroll (\$000)	\$21,592,456	\$25,136,638
Number of employees	871,040	891,420

Source: U.S. Department of Commerce, Bureau of the Census.

Collision and comprehensive coverages pay for damage to or theft of a policyholder's car. Additional sums are paid by insurers to repair other vehicles damaged by the policyholder in a crash. This money is paid under the liability portion of the policy, which also covers legal costs.

INCURRED LOSSES FOR AUTO INSURANCE, 2005-2009 (1)

(\$000)

	2005	2006	2007	2008	2009
Private passenger liability	\$57,164,750	\$56,021,405	\$59,828,548	\$60,781,574	\$62,792,944
Private passenger physical damage	36,764,390	36,203,926	37,506,667	39,187,993	36,648,185
Commercial auto liability	10,593,329	10,491,838	10,069,874	9,963,955	9,347,416
Commercial auto physical damage	3,508,904	3,528,543	3,520,129	3,501,646	3,015,850
Total	\$108,031,373	\$106,245,712	\$110,925,218	\$113,435,168	\$111,804,395

(1) Losses occurring within a fixed period, whether or not adjusted or paid during the same period, on a direct basis before reinsurance.

Source: SNL Financial LC.

WHERE THE PREMIUM DOLLAR GOES, PRIVATE PASSENGER AUTO INSURANCE, 2009

PREMIUMS EARNED:				\$100
CLAIMS:				
Payments to injured persons:				
Medical		\$10		
Wage loss and other economic payments		2		
Pain and suffering and other noneconomic awards		6		
Lawyers' fees		12		
Costs of settling claims		1		
Subtotal			\$31	
Payments for damage to cars (1):				
Property damage liability		\$19		
Collision claims		15		
Comprehensive claims		8		
Costs of settling claims		1		
Subtotal			\$43	
Total claims			\$74	
EXPENSES:				
Commissions and other selling expenses		\$17		
General expenses (costs of company operations)		6		
State premium taxes, licenses and fees		2		
Dividends to policyholders		(3)		
Total expenses			\$25	
Claims and expense total				\$99

PREMIUMS EARNED:	\$100
BOTTOM LINE:	
Investment gain (2)	\$6
Pretax income (\$100-\$99+\$6)	7
Tax	-2
Income after taxes	\$5

(1) Includes theft and damage to other property, e.g., road signs.

(2) Includes interest, dividends and realized capital gains.

(3) Less than one dollar.

Source: Insurance Information Institute estimate, based on data from ISO; SNL Financial LC; Insurance Research Council.

Construction Industry

THE INSURANCE INDUSTRY'S CONTRIBUTION TO THE CONSTRUCTION INDUSTRY

The construction industry benefits from claims filed under homeowners and commercial property insurance policies.

CONSTRUCTION INDUSTRY, 2002 AND 2007

	2002	2007
Number of establishments	710,307	725,101
Receipts/revenues (\$000)	\$1,196,555,587	\$1,781,778,684
Annual payroll (\$000)	\$254,292,144	\$348,138,262
Number of employees	7,193,069	7,399,047

Source: U.S. Department of Commerce, Bureau of the Census.

Healthcare Industry

THE INSURANCE INDUSTRY'S CONTRIBUTION TO THE HEALTHCARE INDUSTRY

The healthcare industry is a prime recipient of claims filed under auto, workers compensation and other liability insurance policies.

HEALTHCARE INDUSTRY, 2002 AND 2007 (1)

	2002	2007
Number of establishments	704,526	779,074
Receipts/revenues (\$000)	\$1,207,299,734	\$1,697,230,614
Annual payroll (\$000)	\$495,845,829	\$665,831,857
Number of employees	15,052,255	16,859,513

(1) Includes healthcare and social assistance.

Source: U.S. Department of Commerce, Bureau of the Census.

Chapter 6: Role of Credit/Mortgage Insurance

Credit Insurance for Short-Term Trade Receivables

ROLE OF CREDIT/MORTGAGE INSURANCE

Specialized insurance products protect lenders and borrowers, shielding businesses such as exporters from customer defaults and facilitating the financing of mortgages and other transactions. These products include credit insurance for short-term receivables.

CREDIT INSURANCE FOR CUSTOMER DEFAULTS

Credit insurance protects merchants, exporters, educational institutions, manufacturers and other businesses that extend credit to their customers from losses or damages resulting from the nonpayment of debts owed them for goods and services provided in the normal course of business. Credit insurance facilitates financing, enabling insured companies to get better credit terms from banks. This coverage is distinct from other types of credit protection, such as credit default swaps (CDSs), which protects lenders when companies do not pay their debt.

CREDIT INSURANCE, 2001-2010

(\$000)

Year	Net premiums written (1)	Annual percent change	Combined ratio (2)	Annual point change (3)
2001	\$575,214	-2.3%	90.7	11.4 pts.
2002	703,038	22.2	104.6	13.8
2003	568,502	-19.1	98.6	-6.0
2004	806,372	41.8	96.4	-2.2
2005	936,101	16.1	82.2	-14.2
2006	1,090,144	16.5	86.2	4.0
2007	1,405,439	28.9	129.2	43.0
2008	1,413,313	0.6	170.6	41.4
2009	1,224,472	-13.4	140.8	-29.8
2010	1,344,776	9.8	127.2	-13.6

(1) After reinsurance transactions, excluding state funds.

(2) After dividends to policyholders. A drop in the combined ratio represents an improvement; an increase represents a deterioration.

(3) Calculated from unrounded data.

Source: SNL Financial LC.

Private Mortgage Insurance

MORTGAGE GUARANTY INSURANCE

Private mortgage insurance (PMI), also known as mortgage guaranty insurance, guarantees that, in the event of a default, the insurer will pay the mortgage lender for any loss resulting from a property foreclosure, up to a specific amount. PMI, which is purchased by the borrower but protects the lender, is sometimes confused with mortgage life insurance, a life insurance product that pays off the mortgage if the borrower dies before the loan is repaid. Banks generally require PMI for all borrowers with down payments of less than 20 percent. The industry's combined ratio, a measure of profitability, deteriorated significantly in 2007 and 2008, reflecting the economic downturn and the subsequent rise in mortgage defaults. The combined ratio improved, or dropped, by 17.5 points in 2009 as conditions began to ease, and fell by another 3.4 points in 2010.

MORTGAGE GUARANTY INSURANCE, 2001-2010

(\$000)

Year	Net premiums written (1)	Annual percent change	Combined ratio (2)	Annual point change (3)
2001	\$3,734,987	9.8%	52.0	4.7 pts.
2002	3,980,889	6.6	58.2	6.2
2003	4,315,463	8.4	67.5	9.3
2004	4,316,131	0.0	75.0	7.5
2005	4,429,402	2.6	71.8	-3.2
2006	4,563,852	3.0	71.8	-0.1
2007	5,189,894	13.7	129.5	57.7
2008	5,367,720	3.4	219.9	90.4
2009	4,570,092	-14.9	202.4	-17.5
2010	4,246,677	-7.1	199.0	-3.4

(1) After reinsurance transactions, excluding state funds.

(2) After dividends to policyholders. A drop in the combined ratio represents an improvement; an increase represents a deterioration.

(3) Calculated from unrounded data.

Source: SNL Financial LC.

Credit Life/Health

Credit insurance protects merchants, exporters, manufacturers and other businesses that extend credit to their customers from losses or damages resulting from the nonpayment of debts owed them for goods and services provided in the normal course of business. Credit insurance facilitates financing, enabling insured companies to get better credit terms from banks.

CREDIT LIFE, AND CREDIT ACCIDENT AND HEALTH INSURANCE DIRECT PREMIUMS WRITTEN, 2001-2010

(\$000)

Year	Credit life	Credit accident and health
2001	\$2,263,822	\$2,208,732
2002	1,784,067	1,883,150
2003	1,416,684	1,554,623
2004	1,526,154	1,554,325
2005	1,607,682	1,522,843
2006	1,564,313	1,442,644
2007	1,631,538	1,407,625
2008	1,563,238	1,251,054
2009	1,247,760	964,781
2010	1,247,848	930,578

Source: SNL Financial LC.

Chapter 7: Income Replacement

Life Insurance Payouts

INCOME REPLACEMENT

The insurance industry safeguards the assets of its policyholders, helping them and their families get their lives back on track and continue to contribute to the economy after a disabling injury or the death of a family member. In addition, insurers' annuity products help retired workers maintain their standard of living.

LIFE INSURANCE INDUSTRY BENEFITS AND LOSSES, 2006-2010

(\$000)

	2006	2007	2008	2009	2010
Death benefits	\$53,199,699	\$55,365,319	\$57,867,372	\$57,612,244	\$56,524,186
Matured endowments, excluding annual pure endowments	555,622	558,004	621,121	650,024	679,246
Annuity benefits	67,320,456	68,862,621	66,521,109	64,061,981	66,781,657
Disability, accident and health benefits (1)	91,167,556	101,548,206	113,685,324	120,247,081	121,334,184
Coupons, pure endowment and similar benefits	20,647	12,070	18,655	17,027	16,264
Surrender benefits, withdrawals with life contracts	271,991,585	305,165,095	291,562,349	228,695,583	216,846,811
Group conversions	14,749	23,084	14,440	26,516	29,136
Interest and adjustments on deposit-type contracts	16,730,226	17,814,679	15,031,218	10,404,404	9,541,406
Payments on supplementary contracts with life contingencies	1,955,777	1,965,088	1,457,854	1,527,361	1,578,300
Increase in aggregate reserve	53,062,809	17,512,377	129,178,264	88,635,846	86,627,147
Total benefits and losses	\$556,019,126	\$568,826,543	\$675,957,707	\$571,878,067	\$559,958,335

(1) Does not include benefits paid by health insurance companies and property/casualty insurance companies.

Source: SNL Financial LC.

Disability Insurance Premiums

DISABILITY INSURANCE

Disability insurance pays an insured person an income when he or she is unable to work because of an accident or illness.

INDIVIDUAL DISABILITY INSURANCE, NEW ISSUES SALES, 2010 (1)

	Number of policies	Percent change, 2009-2010	Annualized premium	Percent change, 2009-2010
Noncancellable	132,442	-7%	\$260,268,152	-7%
Guaranteed renewable	343,423	8	210,605,327	1
Total	475,865	3%	\$470,873,479	3%

(1) Short-term and long-term individual disability income insurance. Based on a LIMRA survey of 21 personal disability insurance companies. Excludes commercial disability income.

Source: LIMRA International.

INDIVIDUAL DISABILITY INSURANCE IN FORCE, 2010 (1)

	Number of policies	Percent change, 2009-2010	Annualized premium	Percent change, 2009-2010
Noncancellable	2,489,939	-1%	\$3,901,588,947	1%
Guaranteed renewable	1,585,674	3	1,068,974,795	4
Total	4,075,613	2%	\$4,970,563,742	5%

(1) Based on LIMRA survey of 21 companies. Excludes commercial disability insurance.

Source: LIMRA International.

Workers Compensation Indemnity Payouts

WORKERS COMPENSATION

Workers compensation insurance provides for the cost of medical care and rehabilitation for injured workers. It also provides for lost wages and death benefits for the dependents of persons killed in work-related accidents. Workers compensation systems vary from state to state. There are two components to workers compensation claims costs: cash payments for lost time (which are usually linked to a state's average weekly wage), known as indemnity costs, and payments for medical care.

COMPARISON OF WORKERS COMPENSATION BENEFITS, COVERAGE AND COSTS, 2008-2009

	2008	2009	Percent change
Covered workers (000)	130,643	124,856	-4.4%
Covered wages (\$ billions)	\$5,954	\$5,675	-4.7
Workers compensation benefits paid (\$ billions)	58.1	58.3	0.4
Medical benefits	29.3	28.9	-1.1
Cash benefits	28.8	29.4	1.9
Employer costs for workers compensation (\$ billions)	79.9	73.9	-7.6

Source: National Academy of Social Insurance.

Chapter 8: Contribution to State Economies

Employment

CONTRIBUTION TO STATE ECONOMIES

The insurance industry is a major contributor to state economies, providing employment, paying taxes and supporting community development. In addition, insurance company claims payments help ensure the economic security of individuals and businesses, and help sustain a number of related industries. The magnitude of these claims payments for major insurance lines is highlighted in the "Incurred Losses by State" section. Incurred losses are a measurement of insurance claims occurring within a fixed period.

INSURANCE CARRIERS AND RELATED ACTIVITIES EMPLOYMENT BY STATE, 2010

State	Number of employees	State	Number of employees
Alabama	26,149	Montana	6,566
Alaska	(1)	Nebraska	27,381
Arizona	37,218	Nevada	10,909
Arkansas	13,331	New Hampshire	13,676
California	201,981	New Jersey	76,584
Colorado	37,946	New Mexico	8,154
Connecticut	66,129	New York	152,665
Delaware	7,405	North Carolina	50,425
D.C.	3,624	North Dakota	7,649
Florida	137,219	Ohio	103,949
Georgia	68,516	Oklahoma	21,414
Hawaii	7,170	Oregon	26,103
Idaho	8,357	Pennsylvania	120,921
Illinois	113,977	Rhode Island	9,763
Indiana	45,148	South Carolina	29,741
Iowa	44,964	South Dakota	7,734
Kansas	26,611	Tennessee	45,017
Kentucky	28,965	Texas	168,854
Louisiana	23,937	Utah	16,390
Maine	11,576	Vermont	3,995
Maryland	35,823	Virginia	41,863
Massachusetts	69,435	Washington	40,350
Michigan	55,949	West Virginia	9,261
Minnesota	64,511	Wisconsin	67,205
Mississippi	11,403	Wyoming	(1)
Missouri	47,825	United States	2,266,000

(1) Not shown to avoid disclosure of confidential information, but the estimates for this item are included in the total.

Note: Does not match data shown elsewhere due to the use of different surveys. Data as of September, 2011, based on revised estimates for 2008-2010.

Source: Regional Economic Information System, Bureau of Economic Analysis, U.S. Department of Commerce.

INSURANCE CARRIERS AND RELATED ACTIVITIES COMPENSATION BY STATE, 2009-2010

(\$000)

State	Annual payroll	
	2009	2010
Alabama	\$2,131,854	\$2,049,593
Alaska	131,152	(1)
Arizona	2,685,506	2,809,907
Arkansas	824,989	864,358
California	20,549,708	19,202,404
Colorado	3,027,798	3,092,612
Connecticut	7,829,301	8,238,704
Delaware	653,433	659,803
D.C.	386,694	436,810
Florida	10,317,447	10,585,816
Georgia	5,687,531	5,919,885
Hawaii	524,966	527,406
Idaho	489,228	512,415
Illinois	10,538,671	10,778,954
Indiana	3,162,990	3,313,925
Iowa	3,348,913	3,537,425
Kansas	1,772,626	1,872,574
Kentucky	2,165,969	2,237,167
Louisiana	1,586,184	1,803,317
Maine	889,646	923,598
Maryland	3,228,156	3,363,364
Massachusetts	6,834,508	7,131,350
Michigan	4,227,028	4,236,467
Minnesota	5,870,702	6,182,526
Mississippi	724,843	765,374
Missouri	3,420,726	3,640,893
Montana	371,292	380,627
Nebraska	1,825,418	1,891,711
Nevada	790,809	797,389
New Hampshire	1,238,284	1,243,131
New Jersey	8,463,546	8,822,814
New Mexico	519,830	519,187
New York	16,685,982	17,195,639
North Carolina	3,782,484	3,935,541
North Dakota	410,905	429,136
Ohio	7,858,728	8,163,856
Oklahoma	1,324,120	1,360,411
Oregon	1,984,524	1,995,890
Pennsylvania	9,839,576	10,095,807
Rhode Island	744,896	808,935
South Carolina	2,051,159	2,065,344
South Dakota	406,626	432,526
Tennessee	3,206,227	3,480,157

State	Annual payroll	
	2009	2010
Texas	12,812,254	13,462,591
Utah	1,058,816	1,084,591
Vermont	305,374	315,373
Virginia	3,359,103	3,483,729
Washington	3,249,678	3,379,766
West Virginia	491,213	503,894
Wisconsin	4,991,136	5,132,817
Wyoming	126,451	(1)
United States	\$889,646	\$923,598

(1) Not shown to avoid disclosure of confidential information, but the estimates for this item are included in the total.

Source: Regional Economic Information System, Bureau of Economic Analysis, U.S. Department of Commerce.

Premiums

DIRECT PREMIUMS WRITTEN, P/C INSURANCE BY STATE, 2010 (1)

(\$000)

State	Total, all lines	State	Total, all lines
Alabama	\$6,417,094	Montana	\$1,677,869
Alaska	1,470,082	Nebraska	3,427,852
Arizona	7,691,560	Nevada	3,724,302
Arkansas	3,962,143	New Hampshire	1,917,287
California	54,988,408	New Jersey	16,414,723
Colorado	7,862,612	New Mexico	2,584,114
Connecticut	6,746,818	New York	34,890,589
Delaware	2,455,659	North Carolina	11,735,614
D.C.	1,543,882	North Dakota	1,733,896
Florida	36,185,147	Ohio	12,856,530
Georgia	13,154,015	Oklahoma	5,838,232
Hawaii	2,031,274	Oregon	5,112,464
Idaho	1,818,796	Pennsylvania	19,237,371
Illinois	20,230,768	Rhode Island	1,821,565
Indiana	8,478,094	South Carolina	6,516,682
Iowa	4,995,282	South Dakota	1,745,332
Kansas	4,990,479	Tennessee	8,268,672
Kentucky	5,677,825	Texas	36,714,631
Louisiana	9,226,209	Utah	3,211,947
Maine	1,829,684	Vermont	1,062,496
Maryland	8,655,610	Virginia	10,293,205
Massachusetts	10,958,463	Washington	8,871,596
Michigan	13,742,372	West Virginia	2,685,468
Minnesota	8,626,662	Wisconsin	8,114,436
Mississippi	4,050,709	Wyoming	905,912
Missouri	8,909,183	United States	\$468,061,612

(1) Before reinsurance transactions; includes some state funds.

Source: SNL Financial LC.

LIFE/HEALTH INSURERS DIRECT PREMIUMS WRITTEN AND ANNUITY CONSIDERATIONS BY STATE, 2010 (1)

(\$ millions)

State	Life insurance	Annuities	Accident and health insurance (2)	Deposit-type contract funds	Other considerations	Total
Alabama	\$1,871	\$2,522	\$1,561	\$243	\$444	\$6,641
Alaska	425	353	304	39	130	1,252
Arizona	1,948	4,265	3,450	247	1,024	10,935
Arkansas	898	1,277	1,404	89	231	3,898
California	13,996	20,711	12,805	2,009	7,011	56,532
Colorado	2,023	4,472	3,247	606	872	11,220
Connecticut	2,393	3,895	2,262	7,320	1,624	17,496

State	Life insurance	Annuities	Accident and health insurance (2)	Deposit-type contract funds	Other considerations	Total
Delaware	1,960	2,778	437	31,894	1,299	38,367
D.C.	382	533	608	173	570	2,266
Florida	7,628	15,865	11,462	1,082	3,594	39,631
Georgia	4,121	4,399	5,945	588	1,245	16,298
Hawaii	635	1,191	840	66	323	3,054
Idaho	474	890	652	68	154	2,239
Illinois	6,111	8,802	6,426	1,847	2,500	25,687
Indiana	2,401	4,681	4,063	594	824	12,564
Iowa	1,507	2,563	1,620	3,160	764	9,615
Kansas	1,194	2,170	3,247	1,065	408	8,085
Kentucky	1,395	2,144	2,544	247	721	7,051
Louisiana	2,027	3,177	1,953	190	496	7,843
Maine	407	936	873	147	175	2,538
Maryland	2,608	4,702	2,800	1,003	1,852	12,966
Massachusetts	3,228	6,254	2,636	477	2,288	14,882
Michigan	3,609	8,846	4,242	1,018	1,556	19,270
Minnesota	2,993	4,574	1,846	594	1,663	11,670
Mississippi	1,033	1,295	2,011	85	134	4,557
Missouri	2,400	5,121	3,719	447	1,036	12,722
Montana	292	456	525	39	108	1,420
Nebraska	915	1,517	1,190	433	243	4,297
Nevada	773	1,372	1,188	233	297	3,862
New Hampshire	538	1,328	653	98	526	3,143
New Jersey	5,487	10,943	4,568	1,427	2,211	24,635
New Mexico	582	840	900	73	405	2,800
New York	10,668	16,157	6,949	22,126	11,687	67,587
North Carolina	4,087	6,222	5,303	1,026	1,615	18,253
North Dakota	302	517	332	36	110	1,298
Ohio	4,699	9,303	7,634	980	2,360	24,974
Oklahoma	1,253	1,804	1,865	171	322	5,415
Oregon	1,094	2,286	1,790	215	1,220	6,606
Pennsylvania	5,911	11,307	5,580	1,612	4,569	28,979
Rhode Island	444	938	673	67	215	2,337
South Carolina	1,730	3,894	2,227	185	329	8,365
South Dakota	517	497	411	43	74	1,542
Tennessee	2,613	4,010	3,063	399	997	11,081
Texas	9,005	13,515	14,434	1,097	2,868	40,919
Utah	1,065	1,809	1,170	148	405	4,597
Vermont	239	475	364	48	107	1,233
Virginia	3,609	5,543	4,307	737	1,340	15,536
Washington	1,966	4,020	2,726	267	1,237	10,216
West Virginia	605	1,058	1,217	90	161	3,131
Wisconsin	2,276	4,748	4,715	606	1,100	13,444
Wyoming	229	335	334	27	38	964
United States (3)	\$130,568	\$223,313	\$157,073	\$87,478	\$67,481	\$665,912

(1) Direct premiums written before reinsurance transactions, excluding state funds.

(2) Does not include A/H premiums reported on P/C and health annual statements.

(3) Totals do not include territories, dividends and other nonstate specific data.

Source: SNL Financial LC.

DIRECT PREMIUMS WRITTEN, PROPERTY/CASUALTY INSURANCE BY STATE BY LINE, 2010 (1)

(\$000)

State	Private passenger auto		Commercial auto		Homeowners multiple peril	Farmowners multiple peril	Commercial multiple peril
	Liability	Coll./comp.	Liability	Coll./comp.			
Alabama	\$1,217,229	\$1,053,163	\$269,420	\$83,286	\$1,322,542	\$55,593	\$508,228
Alaska	258,304	162,020	45,857	17,118	137,697	494	103,233
Arizona	1,946,276	1,401,575	289,763	72,220	1,199,563	13,433	498,137
Arkansas	804,767	630,347	187,842	68,739	660,070	17,284	263,741
California	10,876,036	8,048,285	1,831,196	501,563	6,776,550	212,983	4,141,256
Colorado	1,666,687	1,087,712	262,090	93,528	1,362,410	60,661	577,804
Connecticut	1,499,325	885,079	254,822	58,692	1,107,784	4,068	512,310
Delaware	446,688	190,199	68,887	14,473	190,027	2,841	288,216
D.C.	142,862	120,163	32,825	5,603	127,235	0	137,810
Florida	8,911,475	3,417,946	1,198,328	241,191	7,568,467	25,387	1,783,822
Georgia	2,981,455	2,268,457	533,293	149,979	2,035,822	92,195	802,660
Hawaii	389,237	238,526	76,932	20,462	356,472	535	136,091
Idaho	400,481	272,461	84,943	35,172	255,154	45,811	162,933
Illinois	3,311,799	2,501,983	699,134	214,433	2,747,044	120,789	1,403,000
Indiana	1,619,249	1,165,528	363,057	129,842	1,447,985	146,599	682,549
Iowa	695,126	636,171	192,920	94,098	546,612	123,235	291,480
Kansas	740,080	684,848	144,202	81,126	801,608	151,015	310,467
Kentucky	1,465,502	759,765	228,844	74,608	833,589	122,998	406,760
Louisiana	1,998,019	1,285,010	419,698	87,080	1,479,199	10,885	451,972
Maine	332,030	262,204	79,900	30,300	326,942	2,950	174,245
Maryland	2,217,538	1,455,510	331,553	84,710	1,277,261	21,192	540,381
Massachusetts	2,244,108	1,463,666	487,213	145,148	1,725,679	2,575	894,956
Michigan	3,406,222	2,464,615	415,763	182,328	2,165,919	110,865	874,584
Minnesota	1,587,334	1,104,796	279,047	121,610	1,500,613	99,967	575,422
Mississippi	760,322	609,493	201,950	57,994	773,675	17,816	287,474
Missouri	1,632,807	1,255,738	338,940	116,168	1,484,318	121,036	627,998
Montana	310,846	229,193	77,709	40,343	212,161	49,608	132,352
Nebraska	501,063	385,349	117,432	67,474	439,210	132,462	205,645
Nevada	1,098,048	539,389	149,552	24,852	468,714	6,788	248,696
New Hampshire	356,506	299,496	81,303	28,539	327,184	1,871	189,652
New Jersey	4,291,688	1,908,416	819,815	145,677	2,007,475	2,846	1,172,881
New Mexico	654,858	423,120	111,929	36,580	389,904	21,693	187,692
New York	6,770,588	3,376,154	1,525,694	237,976	4,357,145	34,902	3,035,189
North Carolina	2,621,695	1,762,656	462,907	131,362	1,904,765	48,082	760,662
North Dakota	155,235	178,904	51,092	34,115	137,119	71,343	96,515
Ohio	2,889,631	2,146,397	523,443	167,500	2,169,430	116,528	1,029,566
Oklahoma	1,130,702	831,427	234,114	88,309	1,068,765	110,030	400,420
Oregon	1,367,714	648,519	203,874	55,708	633,489	54,917	390,128
Pennsylvania	4,190,983	2,836,917	804,415	273,457	2,553,530	84,467	1,434,090
Rhode Island	449,363	217,830	69,689	15,437	293,653	184	128,415

State	Private passenger auto		Commercial auto		Homeowners multiple peril	Farmowners multiple peril	Commercial multiple peril
	Liability	Coll./comp.	Liability	Coll./comp.			
South Carolina	1,562,718	949,318	221,377	71,403	1,257,682	6,456	413,157
South Dakota	191,919	184,943	54,155	54,309	146,583	75,448	113,409
Tennessee	1,607,683	1,198,998	319,505	121,658	1,386,469	115,036	591,779
Texas	7,562,505	5,818,004	1,419,722	433,713	5,857,221	174,749	2,106,070
Utah	807,807	485,893	152,133	57,861	388,407	9,468	206,364
Vermont	160,195	143,170	43,616	16,798	165,135	11,678	142,339
Virginia	2,391,883	1,734,494	373,894	108,689	1,632,025	50,473	671,021
Washington	2,522,108	1,280,996	338,224	95,467	1,314,434	56,728	667,083
West Virginia	663,153	436,227	109,978	34,451	337,763	11,091	164,047
Wisconsin	1,439,139	998,073	318,441	122,484	1,022,227	126,027	554,023
Wyoming	157,649	157,239	47,745	25,815	131,187	25,319	81,025
United States	\$99,406,636	\$64,596,379	\$17,950,179	\$5,271,449	\$70,811,914	\$2,981,402	\$32,559,751

(1) Includes some state funds.

Source: SNL Financial LC.

DIRECT PREMIUMS WRITTEN, PROPERTY/CASUALTY INSURANCE BY STATE BY LINE, 2010 (1) (CONT'D)

(\$000)

State	Workers compensation	Excess workers compensation	Medical malpractice	Products liability	Other liability	Fire	Allied lines
Alabama	\$302,220	\$12,744	\$135,230	\$30,383	\$491,500	\$196,077	\$141,223
Alaska	234,500	3,390	22,926	7,207	127,871	41,850	21,305
Arizona	521,568	6,177	253,061	26,205	605,328	136,864	95,758
Arkansas	214,717	5,620	71,464	13,695	290,396	136,447	108,621
California	7,109,911	229,866	820,265	347,236	5,560,721	1,512,171	968,802
Colorado	585,176	9,208	166,468	49,459	836,798	164,375	138,283
Connecticut	605,848	18,456	187,940	38,770	803,903	120,031	92,696
Delaware	124,618	1,369	39,124	5,562	220,043	24,784	17,111
D.C.	132,847	4,357	38,106	4,547	305,002	31,944	33,435
Florida	1,562,532	52,206	567,292	131,458	2,364,872	1,679,679	2,909,341
Georgia	953,076	28,401	318,755	64,730	1,053,901	314,181	205,275
Hawaii	177,646	3,482	24,896	6,448	230,209	78,082	84,845
Idaho	118,913	756	36,833	7,160	128,089	28,031	32,879
Illinois	2,253,737	40,550	624,298	122,265	2,242,252	383,494	307,975
Indiana	616,770	9,493	123,303	42,508	655,087	215,912	130,395
Iowa	534,128	5,188	82,719	29,270	457,180	76,428	156,419
Kansas	387,793	7,580	77,582	27,424	304,996	88,650	151,414
Kentucky	475,118	13,459	146,660	23,526	347,527	113,462	84,133
Louisiana	700,603	36,646	102,626	31,750	690,379	293,832	275,817
Maine	189,231	3,282	50,344	6,721	129,758	43,324	27,550
Maryland	549,805	7,223	283,964	41,395	805,805	145,326	93,705
Massachusetts	835,257	17,185	314,611	81,244	1,370,489	299,701	189,984
Michigan	822,239	22,039	204,854	68,221	1,026,946	315,308	167,271
Minnesota	685,235	6,669	91,352	67,497	829,765	153,630	222,363

State	Workers compensation	Excess workers compensation	Medical malpractice	Products liability	Other liability	Fire	Allied lines
Mississippi	250,946	11,684	55,924	15,909	246,729	134,802	115,826
Missouri	680,030	19,480	191,049	38,282	958,494	193,000	147,459
Montana	114,266	5,009	42,756	6,087	117,469	27,330	25,876
Nebraska	294,507	4,621	36,886	16,668	245,461	48,167	150,095
Nevada	242,814	14,133	89,241	12,808	298,651	106,992	83,570
New Hampshire	219,477	1,312	41,838	9,819	148,473	33,327	23,238
New Jersey	1,632,955	23,575	509,560	147,665	1,821,984	335,752	220,117
New Mexico	217,554	4,808	50,178	9,310	170,351	38,879	32,737
New York	3,623,283	51,276	1,688,528	120,921	5,211,419	736,578	432,166
North Carolina	1,069,279	17,804	244,658	71,731	881,061	263,490	231,645
North Dakota	3,374	9	14,016	7,573	95,884	22,100	93,973
Ohio	-8,030	52,762	358,911	78,067	1,357,016	352,158	202,656
Oklahoma	505,365	10,802	131,228	34,067	437,292	129,923	126,749
Oregon	533,689	9,382	95,807	26,959	398,670	89,422	60,076
Pennsylvania	2,025,432	35,825	718,617	116,960	1,971,722	409,659	238,042
Rhode Island	147,788	1,702	43,820	9,354	161,058	43,846	35,153
South Carolina	533,173	7,014	64,446	27,793	361,895	178,837	155,985
South Dakota	136,736	852	20,057	6,875	78,806	18,288	53,979
Tennessee	678,115	13,714	260,457	40,427	677,319	218,669	130,053
Texas	1,924,746	28,601	333,028	194,121	3,503,948	1,495,042	1,039,623
Utah	283,221	2,487	71,017	21,760	274,184	68,371	35,877
Vermont	143,085	642	22,264	5,612	94,427	19,355	11,388
Virginia	775,699	16,012	223,366	43,145	906,838	193,940	139,203
Washington	25,806	25,028	204,786	43,941	846,080	191,884	121,742
West Virginia	375,257	3,550	82,530	9,881	177,680	63,061	31,867
Wisconsin	1,475,215	6,884	93,770	56,366	767,335	136,185	109,022
Wyoming	-826	26	26,610	5,730	82,302	23,474	19,402
United States	\$38,596,442	\$914,343	\$10,500,021	\$2,452,510	\$44,171,366	\$12,166,114	\$10,724,118

(1) Includes some state funds.

Source: SNL Financial LC.

DIRECT PREMIUMS WRITTEN, PROPERTY/CASUALTY INSURANCE BY STATE BY LINE, 2010 (1) (CONT'D)

(\$000)

State	Inland marine	Ocean marine	Surety	Fidelity	Burglary and theft	Boiler and machinery	Financial guaranty
Alabama	\$195,252	\$33,190	\$60,366	\$12,140	\$1,793	\$23,885	\$11,638
Alaska	127,367	31,836	28,919	2,147	323	6,271	601
Arizona	186,041	12,380	93,759	9,887	1,977	16,336	11,694
Arkansas	154,875	14,414	37,073	8,963	1,684	13,181	2,760
California	1,706,558	220,394	685,396	111,650	18,273	116,999	62,446
Colorado	195,838	11,946	108,855	19,200	3,062	18,630	7,471
Connecticut	193,758	50,844	57,357	27,915	3,429	15,115	4,027
Delaware	35,981	6,086	6,323	4,903	1,911	3,245	57,358
D.C.	67,392	3,964	99,814	13,681	1,996	4,230	193

State	Inland marine	Ocean marine	Surety	Fidelity	Burglary and theft	Boiler and machinery	Financial guaranty
Florida	782,730	272,056	266,064	53,239	10,658	65,157	29,320
Georgia	403,155	58,057	129,635	27,223	5,313	28,024	13,702
Hawaii	44,566	13,584	34,614	4,665	445	4,818	5,577
Idaho	50,758	3,486	19,380	2,652	381	6,847	0
Illinois	515,144	62,466	189,125	57,408	9,572	52,072	36,818
Indiana	201,952	21,974	77,627	16,093	2,734	35,024	3,330
Iowa	153,895	6,504	39,968	11,059	1,549	19,370	5,321
Kansas	126,619	6,146	42,554	9,743	1,437	16,310	1,673
Kentucky	195,884	18,350	68,677	9,194	1,265	19,373	3,289
Louisiana	285,560	250,658	132,338	11,537	2,124	24,836	8,331
Maine	52,043	22,992	19,307	3,017	613	6,809	2,697
Maryland	213,765	83,962	148,696	20,796	2,777	17,753	14,200
Massachusetts	281,498	82,445	113,316	33,444	5,058	27,146	14,269
Michigan	302,414	41,113	75,828	29,684	5,052	44,328	4,682
Minnesota	207,791	20,788	70,925	26,091	3,197	26,428	20,452
Mississippi	121,638	21,895	44,207	6,907	1,402	10,380	670
Missouri	219,688	27,196	79,609	21,108	3,325	21,231	3,721
Montana	45,613	2,451	25,198	2,749	408	4,397	410
Nebraska	123,334	3,096	24,979	6,959	926	11,135	416
Nevada	92,076	6,903	75,941	7,367	1,240	9,939	5,723
New Hampshire	46,706	11,680	17,996	3,039	605	4,300	846
New Jersey	385,998	120,655	153,997	42,231	6,094	36,938	21,350
New Mexico	71,693	1,478	45,612	3,850	611	6,486	531
New York	985,589	440,482	324,759	141,833	19,063	87,413	803,762
North Carolina	354,320	36,189	124,318	29,120	3,873	29,668	3,663
North Dakota	40,892	1,524	15,904	2,201	235	7,110	72
Ohio	380,653	36,595	132,378	32,462	8,093	47,258	10,471
Oklahoma	161,234	15,774	67,385	8,807	1,841	14,404	3,204
Oregon	134,320	25,612	69,365	8,277	1,849	15,079	3,433
Pennsylvania	417,387	39,689	196,238	50,155	7,077	56,936	43,285
Rhode Island	52,775	23,976	12,296	4,392	624	3,870	2,963
South Carolina	188,960	26,001	59,548	8,946	1,613	16,632	2,654
South Dakota	37,283	589	22,166	2,756	362	4,455	300
Tennessee	245,874	39,279	83,123	15,481	3,528	22,888	4,370
Texas	1,156,483	351,649	438,789	64,414	16,787	118,275	40,612
Utah	77,986	5,668	62,760	6,449	894	7,417	3,713
Vermont	25,409	8,682	6,962	2,520	312	2,730	4,055
Virginia	287,353	52,330	152,700	30,213	5,213	25,502	1,063
Washington	255,154	114,761	134,112	17,114	3,431	28,027	1,414
West Virginia	55,716	3,245	40,563	3,668	474	5,905	988
Wisconsin	191,554	25,873	46,471	20,119	3,143	31,144	423
Wyoming	34,474	1,006	20,429	1,250	235	6,227	10
United States	\$12,870,994	\$2,793,911	\$5,083,723	\$1,070,717	\$179,880	\$1,247,932	\$1,285,969

(1) Includes some state funds.

Source: SNL Financial LC.

**DIRECT PREMIUMS WRITTEN, PROPERTY/CASUALTY INSURANCE BY STATE BY LINE, 2010 (1)
(CONT'D)**

(\$000)

State	Aircraft	Earthquake	Federal flood	Credit	Warranty	Accident and health	Multiple peril crop
Alabama	\$16,086	\$8,022	\$31,180	\$16,487	\$7,163	\$30,150	\$51,533
Alaska	32,544	21,491	2,245	1,858	2,699	10,436	31
Arizona	60,340	7,950	18,319	10,223	11,285	60,730	14,876
Arkansas	19,032	22,743	10,317	10,644	6,209	33,998	106,209
California	170,284	1,590,392	189,812	85,769	80,660	346,213	226,392
Colorado	39,769	8,821	13,776	11,407	23,135	67,075	160,036
Connecticut	28,670	5,526	37,201	25,238	9,708	27,687	4,645
Delaware	13,073	886	14,750	35,064	4,450	601,484	11,256
D.C.	11,576	1,880	751	7,009	81	109,253	0
Florida	116,740	33,091	920,901	261,624	263,148	231,278	86,758
Georgia	65,433	14,532	57,658	34,501	38,584	129,923	113,517
Hawaii	10,561	8,494	29,783	6,160	2,504	16,116	1,618
Idaho	14,195	2,816	3,963	2,692	2,367	16,663	57,783
Illinois	66,559	53,016	31,874	66,096	1,001,239	246,133	571,103
Indiana	27,474	32,315	21,063	19,532	39,627	196,599	305,852
Iowa	11,116	4,454	11,200	7,959	3,901	108,540	591,289
Kansas	20,497	6,297	7,043	10,786	77,755	63,208	587,201
Kentucky	9,134	35,647	14,937	13,663	8,588	44,436	92,685
Louisiana	59,698	9,844	291,863	34,241	7,259	58,509	77,851
Maine	3,866	1,681	6,964	5,424	7,422	10,564	7,519
Maryland	22,673	6,276	33,689	17,394	14,681	65,595	29,951
Massachusetts	16,981	16,512	49,146	23,924	24,779	74,208	3,282
Michigan	33,075	6,904	17,191	57,025	445,181	130,687	137,636
Minnesota	26,316	6,045	7,172	30,623	26,014	136,709	523,365
Mississippi	11,538	17,285	37,676	19,043	4,179	59,200	108,892
Missouri	26,890	86,658	17,265	32,028	17,093	192,494	249,837
Montana	9,962	3,730	2,910	2,559	1,553	14,169	156,382
Nebraska	9,880	3,025	7,916	7,644	8,014	67,639	472,133
Nevada	27,248	18,272	8,005	8,093	8,891	20,005	3,194
New Hampshire	7,392	2,284	6,639	6,741	4,527	11,607	380
New Jersey	35,301	12,770	178,984	98,699	24,672	87,609	6,082
New Mexico	8,356	2,018	10,425	5,093	3,534	18,857	16,596
New York	16,113	34,479	132,348	122,763	56,329	269,287	28,243
North Carolina	36,471	9,929	86,030	62,592	29,827	124,297	156,681
North Dakota	7,001	404	5,899	1,225	313	12,966	668,932
Ohio	46,549	28,122	26,318	46,018	18,760	159,763	228,361
Oklahoma	19,199	6,764	9,129	15,942	12,970	58,589	139,683
Oregon	41,274	54,941	21,284	17,298	5,575	48,469	34,447
Pennsylvania	36,103	14,509	49,785	53,273	46,322	279,311	45,940
Rhode Island	20,480	3,021	16,783	3,732	1,245	35,100	65
South Carolina	11,270	32,661	111,620	33,798	6,264	52,949	52,907
South Dakota	5,385	604	3,795	-8,179	763	32,022	495,063

State	Aircraft	Earthquake	Federal flood	Credit	Warranty	Accident and health	Multiple peril crop
Tennessee	44,413	61,980	17,535	32,302	50,036	102,553	79,056
Texas	190,795	33,106	309,146	350,393	120,321	475,134	592,552
Utah	20,771	31,378	2,325	13,235	5,371	51,501	3,655
Vermont	3,174	811	3,262	7,112	1,660	3,507	2,209
Virginia	41,015	11,172	64,693	63,301	18,530	89,467	49,369
Washington	45,993	141,611	33,361	19,887	29,508	74,271	101,660
West Virginia	4,104	1,562	14,069	3,777	3,307	24,779	2,101
Wisconsin	20,946	5,101	10,008	58,535	31,035	156,607	188,919
Wyoming	5,700	3,073	1,720	1,844	758	17,077	14,461
United States	\$1,649,016	\$2,526,905	\$3,011,729	\$1,874,093	\$2,619,795	\$5,355,421	\$7,660,189

(1) Includes some state funds.

Source: SNL Financial LC.

DIRECT PREMIUMS WRITTEN, PROPERTY/CASUALTY INSURANCE BY STATE BY LINE, 2010 (1) (CONT'D)

(\$000)

State	Mortgage guaranty	Misc.
Alabama	\$72,197	\$27,177
Alaska	15,766	1,774
Arizona	92,443	17,389
Arkansas	37,897	8,393
California	325,605	114,725
Colorado	103,786	9,147
Connecticut	54,849	11,124
Delaware	20,161	4,785
D.C.	86,603	18,724
Florida	319,124	59,263
Georgia	192,889	39,689
Hawaii	19,592	4,313
Idaho	23,556	1,641
Illinois	233,905	65,486
Indiana	117,572	11,051
Iowa	92,708	5,480
Kansas	48,168	6,256
Kentucky	42,581	4,171
Louisiana	72,141	35,901
Maine	17,942	2,045
Maryland	100,054	7,981
Massachusetts	105,348	15,293
Michigan	137,451	26,949
Minnesota	159,448	10,000
Mississippi	35,050	10,203
Missouri	93,584	12,656
Montana	12,077	2,294

State	Mortgage guaranty	Misc.
Nebraska	30,073	5,644
Nevada	43,558	3,601
New Hampshire	25,620	4,888
New Jersey	147,180	15,757
New Mexico	29,802	9,581
New York	195,233	31,076
North Carolina	155,500	21,337
North Dakota	7,410	559
Ohio	178,587	40,105
Oklahoma	51,041	13,073
Oregon	50,896	11,989
Pennsylvania	187,612	19,631
Rhode Island	15,027	7,924
South Carolina	90,297	9,306
South Dakota	10,565	1,043
Tennessee	91,159	15,212
Texas	401,753	163,328
Utah	50,050	3,926
Vermont	9,581	803
Virginia	126,641	13,959
Washington	112,494	24,491
West Virginia	16,709	3,965
Wisconsin	88,322	11,043
Wyoming	13,986	967
United States	\$4,761,594	\$967,120

(1) Includes some state funds.

Source: SNL Financial LC.

Surplus Lines

SURPLUS LINES BY STATE

The surplus lines market, a group of highly specialized insurers exists to provide coverage that is not available through licensed insurers in the standard insurance market. Each state has surplus lines regulations and each surplus lines company is overseen for solvency by its home state. A number of states maintain lists of eligible surplus lines companies and some keep a list of those that are not eligible to do business in that state. In addition, depending on the state, the surplus lines agent or broker, who must be licensed, is responsible for checking the eligibility of the company.

For the many thousands of businesses that rely on some level of surplus line protection to keep their doors open, surplus lines is an important segment of the market. In 2010, surplus lines accounted for 13.6 percent of the U.S. commercial lines market, up from 7.0 percent in 2000 and 4.9 percent in 1990, according to September, 2011 A.M. Best report.

TOP TEN STATE BY SURPLUS LINES PREMIUMS

Rank	State	2010	2009
1	Texas	\$4,342,933,747	\$4,286,247,835
2	California	4,281,088,592	5,198,014,923
3	Florida	3,887,288,162	4,102,587,946
4	New York	3,086,813,224	2,957,943,587
5	Louisiana	1,279,435,677	1,305,625,926
6	New Jersey	1,126,682,343	991,343,970
7	Illinois	1,026,856,572	987,413,683
8	Pennsylvania	832,833,859	862,298,836
9	Georgia	725,432,250	762,868,350
10	Massachusetts	622,576,217	649,870,811

Source: Business Insurance, October 10, 2011.

Gross State Product

GROSS STATE PRODUCT (GSP), INSURANCE CARRIERS AND RELATED ACTIVITIES, 2008-2009

(\$ millions)

State	2008	2009	As a percent of 2009 total GSP
Alabama	\$3,311	\$3,708	2.2%
Alaska	264	285	0.6
Arizona	5,315	5,642	2.3
Arkansas	1,503	1,573	1.6
California	29,967	32,980	1.8
Colorado	4,849	6,150	2.5
Connecticut	18,716	24,689	10.8
Delaware	4,567	6,865	11.3
D.C.	930	1,155	1.2
Florida	16,545	18,534	2.5
Georgia	8,317	8,407	2.1
Hawaii	1,033	1,203	1.8
Idaho	868	946	1.8
Illinois	21,446	29,273	4.6
Indiana	7,543	10,926	4.2
Iowa	9,353	12,228	9.0
Kansas	3,034	3,198	2.6
Kentucky	3,365	3,612	2.3
Louisiana	3,184	3,494	1.7
Maine	1,489	1,744	3.5
Maryland	6,039	7,099	2.5
Massachusetts	11,768	12,760	3.5
Michigan	9,312	14,811	4.0
Minnesota	9,653	12,407	4.8
Mississippi	1,442	1,543	1.6
Missouri	5,698	6,706	2.8
Montana	569	618	1.8
Nebraska	3,594	5,592	6.5
Nevada	1,521	1,537	1.2
New Hampshire	1,888	2,497	4.2
New Jersey	14,626	14,276	3.0
New Mexico	1,004	1,219	1.6
New York	34,253	44,553	4.1
North Carolina	6,648	6,633	1.6
North Dakota	701	872	2.8
Ohio	14,352	17,667	3.8
Oklahoma	2,235	2,648	1.9
Oregon	3,394	3,903	2.3
Pennsylvania	17,592	21,546	3.9
Rhode Island	1,495	2,213	4.7
South Carolina	3,112	3,703	2.3

State	2008	2009	As a percent of 2009 total GSP
South Dakota	707	814	2.1
Tennessee	5,414	6,142	2.5
Texas	22,648	25,401	2.2
Utah	1,944	2,101	1.9
Vermont	652	881	3.6
Virginia	5,720	5,810	1.4
Washington	5,796	6,739	2.0
West Virginia	1,012	1,108	1.8
Wisconsin	10,311	13,877	5.8
Wyoming	230	248	0.7
United States	\$350,925	\$424,539	3.0%

Source: U.S. Department of Commerce, Bureau of Economic Analysis.

State Taxes

All insurance companies pay a state tax based on their premiums. Other payments are made to states for licenses and fees, income and property taxes, sales and use taxes, unemployment compensation taxes and franchise taxes.

PREMIUM TAXES BY STATE, PROPERTY/CASUALTY AND LIFE/HEALTH INSURANCE, 2010

(\$000)

State	Amount	State	Amount
Alabama	\$259,169	Montana	\$65,048
Alaska	51,374	Nebraska	45,463
Arizona	437,975	Nevada	234,253
Arkansas	144,237	New Hampshire	75,172
California	2,180,786	New Jersey	509,305
Colorado	189,786	New Mexico	122,703
Connecticut	203,955	New York	1,430,125
Delaware	69,568	North Carolina	507,038
Florida	667,800	North Dakota	35,894
Georgia	274,367	Ohio	432,925
Hawaii	108,646	Oklahoma	148,708
Idaho	72,602	Oregon	72,876
Illinois	344,144	Pennsylvania	778,175
Indiana	176,426	Rhode Island	62,148
Iowa	88,571	South Carolina	125,334
Kansas	138,768	South Dakota	63,285
Kentucky	125,063	Tennessee	555,163
Louisiana	532,643	Texas	1,307,847
Maine	105,811	Utah	103,119
Maryland	391,569	Vermont	55,825
Massachusetts	310,589	Virginia	414,165
Michigan	269,397	Washington	405,923
Minnesota	335,839	West Virginia	114,537
Mississippi	194,020	Wisconsin	146,886
Missouri	270,053	Wyoming	25,617
		United States	\$15,780,692

Source: U.S. Department of Commerce, Bureau of the Census.

Insurance Companies by State

DOMESTIC INSURANCE COMPANIES BY STATE, PROPERTY/CASUALTY AND LIFE/HEALTH INSURANCE, 2010

State	Property/ casualty	Life/ health	State	Property/ casualty	Life/ health
Alabama	20	7	Montana	4	2
Alaska	5	0	Nebraska	30	33
Arizona	51	190	Nevada	13	4
Arkansas	12	30	New Hampshire	46	2
California	117	15	New Jersey	68	9
Colorado	19	10	New Mexico	11	2
Connecticut	71	28	New York	197	81
Delaware	91	30	North Carolina	68	5
D.C.	6	3	North Dakota	17	3
Florida	130	11	Ohio	139	39
Georgia	34	16	Oklahoma	35	26
Hawaii	18	4	Oregon	13	4
Idaho	9	1	Pennsylvania	189	30
Illinois	193	58	Rhode Island	24	4
Indiana	77	31	South Carolina	22	10
Iowa	61	26	South Dakota	17	2
Kansas	27	11	Tennessee	19	13
Kentucky	8	7	Texas	225	136
Louisiana	32	45	Utah	13	16
Maine	18	1	Vermont	15	2
Maryland	37	6	Virginia	18	11
Massachusetts	54	14	Washington	20	10
Michigan	74	25	West Virginia	17	0
Minnesota	41	11	Wisconsin	180	22
Mississippi	15	19	Wyoming	3	0
Missouri	50	29	United States (1)	2,689	1,061

(1) Includes U.S. territories and possessions.

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LICENSED INSURERS BY STATE

An insurance company is said to be “domiciled” in the state that issued its primary license; it is “domestic” in that state. Once licensed in one state, it may seek licenses in other states as a “foreign” insurer (referred to as “licensed out-of-state insurers” in the chart below). An insurer incorporated in a foreign country is called an “alien” insurer in the U.S. states in which it is licensed (not included in the chart). The chart also shows self-insured groups and risk purchasing groups (organizations consisting of firms engaged in similar businesses that band together to purchase commercial insurance). Many insurers do business outside their state of domicile. For example, there are only 53 insurance companies domiciled in Alabama, but 1,381 insurers have licenses to do business in the state.

NUMBER OF INSURERS BY STATE, 2010

State	Domestic insurers	Licensed out-of-state insurers(1)	Chartered self-insured groups or pools	Chartered purchasing groups	Total
Alabama	52	1,381	0	7	1,440
Alaska	7	836	0	2	845
Arizona	316	1,592	23	23	1,954
Arkansas	63	1,489	0	0	1,552
California	154	1,155	0	98	1,407
Colorado	57	1,435	9	38	1,539
Connecticut	109	1,200	0	21	1,330
Delaware	223	1,307	0	121	1,651
D.C.	116	1,321	0	10	1,447
Florida	471	1,510	11	47	2,039
Georgia	98	1,681	62	0	1,841
Hawaii	199	1,048	2	5	1,254
Idaho	16	1,428	11	3	1,458
Illinois	363	1,392	9	126	1,890
Indiana	171	1,633	10	14	1,828
Iowa	207	1,406	2	5	1,620
Kansas	47	1,641	16	15	1,719
Kentucky	172	1,535	452	11	2,170
Louisiana	117	1,489	27	2	1,635
Maine	26	1,084	19	1	1,130
Maryland	68	1,463	7	11	1,549
Massachusetts	91	1,211	24	11	1,337
Michigan	149	1,545	19	5	1,718
Minnesota	160	1,368	20	16	1,564
Mississippi	43	1,529	0	2	1,574
Missouri	209	1,517	0	8	1,734
Montana	96	1,435	0	8	1,539
Nebraska	99	1,465	7	3	1,574
Nevada	160	1,640	13	5	1,818
New Hampshire	55	1,001	0	6	1,062
New Jersey	108	1,271	97	36	1,512
New Mexico	23	1,327	4	0	1,354
New York	639	1,080	13	61	1,793
North Carolina	83	1,376	5	0	1,464
North Dakota	38	1,384	2	3	1,427
Ohio	251	1,510	0	21	1,782
Oklahoma	79	1,511	9	4	1,603
Oregon	41	1,496	0	6	1,543
Pennsylvania	276	1,533	24	26	1,859
Rhode Island	33	1,253	1	25	1,312
South Carolina	209	1,638	0	9	1,856
South Dakota	94	1,410	0	0	1,504
Tennessee	64	1,545	8	6	1,623
Texas	434	1,561	7	68	2,070

State	Domestic insurers	Licensed out-of-state insurers(1)	Chartered self-insured groups or pools	Chartered purchasing groups	Total
Utah	230	1,627	1	7	1,865
Vermont	600	1,025	2	5	1,632
Virginia	64	1,686	14	9	1,773
Washington	52	1,398	0	14	1,464
West Virginia	24	1,408	1	2	1,435
Wisconsin	394	1,670	0	5	2,069
Wyoming	6	1,461	0	1	1,468
Total (2)	7,863		893	882	9,638

(1) This category is comprised of insurers designated by the NAIC as a "foreign insurer"--i.e., an insurer whose state of domicile is other than the state in which it is writing business. This is distinct from an "alien" insurer, which is incorporated according to the requirements of a country other than the United States. There is no total in this column to avoid double counting--i.e., insurers are only included in the figures for states in which they are domiciled.

(2) Includes U.S. possessions and territories.

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Catastrophes by State

ISO defines a catastrophe as an event that causes \$25 million or more in insured property losses and affects a significant number of property/casualty policyholders and insurers. The estimates in the following charts represent anticipated insured losses from catastrophes on an industrywide basis, reflecting the total net insurance payment for personal and commercial property lines of insurance covering fixed property, vehicles, boats, related-property items, business interruption and additional living expenses. They exclude loss-adjustment expenses.

STATES WITH THE HIGHEST INSURED CATASTROPHES LOSSES, 2005

(\$000)

State	Estimated insured loss
Louisiana	\$27,217,500
Mississippi	12,259,000
Florida	9,889,000
Texas	2,850,000
Alabama	1,457,000
Total (5 states)	\$53,672,500

Source: ISO's Property Claims Services (PCS) unit.

STATES WITH THE HIGHEST INSURED CATASTROPHES LOSSES, 2006

(\$000)

State	Estimated insured loss
Indiana	\$1,500,000
Missouri	878,000
Tennessee	873,000
Texas	688,000
Kansas	601,000
Total (5 states)	4,540,000

Source: ISO's Property Claims Services (PCS) unit.

STATES WITH THE HIGHEST INSURED CATASTROPHE LOSSES, 2007

(\$ millions)

State	Estimated insured loss
California	\$1,427
Minnesota	747
Texas	677
Georgia	320
Illinois	272
Oklahoma	270
Kansas	262
Missouri	223
New York	202
Colorado	200
Alabama	200

Source: ISO's Property Claims Services (PCS) unit.

TOP TEN STATES BY HIGHEST INSURED CATASTROPHE LOSSES, 2008

(\$ millions)

Rank	State	Estimated insured loss
1	Texas	\$11,669.0
2	Louisiana	2,228.0
3	Minnesota	1,583.0
4	Ohio	1,459.0
5	Georgia	1,040.0
6	Arkansas	786.5
7	Indiana	785.0
8	Kentucky	743.0
9	Illinois	640.0
10	Kansas	638.0

Note: Catastrophes are assigned serial numbers by the Property Claim Services (PCS) unit of ISO when the insured loss to the industry resulting from an occurrence reaches at least \$25 million and affects a significant number of policyholders and insurers.
Source: ISO's Property Claims Services (PCS) unit.

TOP FIVE STATES BY HIGHEST INSURED CATASTROPHE LOSSES, 2010

(\$ millions)

Rank	State	Estimated insured loss
1	Arizona	\$2,533
2	Oklahoma	2,209
3	Pennsylvania	759
4	Illinois	691
5	Colorado	672

Source: ISO's Property Claims Services (PCS) unit.

VALUE OF INSURED COASTAL PROPERTIES VULNERABLE TO HURRICANES BY STATE, 2007 (1)

(\$ billions)

State	Coastal	Total exposure (2)	Coastal as a percent of total
Florida	\$2,458.6	\$3,119.6	79%
New York	2,378.9	3,851.1	62
Texas	895.1	3,493.0	26
Massachusetts	772.8	1,426.4	54
New Jersey	635.5	1,875.2	34
Connecticut	479.9	750.4	64
Louisiana	224.4	638.4	35
South Carolina	191.9	698.2	28
Virginia	158.8	1,409.4	11
Maine	146.9	250.0	59
North Carolina	132.8	1,431.8	9
Alabama	92.5	744.8	12
Georgia	85.6	1,573.3	5
Delaware	60.6	170.8	36
New Hampshire	55.7	237.4	23
Rhode Island	54.1	189.3	29
Mississippi	51.8	394.6	13
Maryland	14.9	1,078.4	1
Total, above states	\$8,890.8	\$23,332.4	38%
Total U.S.	\$8,890.8	\$53,495.0	17%

(1) Includes residential and commercial properties. Ranked by value of insured coastal property.

(2) Total exposure is an estimate of the actual total value of all property in the state that is insured or can be insured, including the full replacement value of structures and their contents and the time value of business interruption coverage.

Source: AIR Worldwide.

INSURANCE PROVIDED BY FAIR PLANS BY STATE, FISCAL YEAR 2010 (1)

State	Number of		Exposure (2) (\$000)	Direct premiums written (\$000)
	Habitational policies	Commercial policies		
California	135,023	6,796	\$41,276,819	\$65,304
Connecticut	3,178	152	594,327	3,476
Delaware	2,054	92	289,691	628
Florida (3)	1,446,892	56,852	460,703,299	2,604,265
Georgia	24,592	1,748	3,393,587	20,139
Illinois	6,185	114	543,708	5,543
Indiana	1,780	55	156,122	1,405
Iowa	811	38	57,515	539
Kansas	10,229	185	530,543	4,792
Kentucky	10,550	606	NA	5,738
Louisiana (3)	154,897	6,101	23,923,775	209,946
Massachusetts	214,991	579	77,597,516	283,010
Michigan	32,461	598	3,795,954	34,021

State	Number of		Exposure (2) (\$000)	Direct premiums written (\$000)
	Habitational policies	Commercial policies		
Minnesota	6,872	5	643,595	5,216
Mississippi	11,096	(4)	643,264	7,156
Missouri	5,089	233	275,006	2,526
New Jersey	22,057	758	3,016,107	11,755
New Mexico	11,597	270	NA	3,511
New York	54,255	4,695	14,219,672	35,735
Ohio	35,338	669	7,163,529	22,374
Oregon	2,674	106	196,554	1,055
Pennsylvania	25,138	1,695	1,767,885	8,843
Rhode Island	17,530	134	4,121,242	21,206
Texas	110,593	(4)	14,246,998	73,924
Virginia	29,239	590	3,429,181	15,901
Washington	32	36	18,446	154
West Virginia	668	79	28,845	414
Wisconsin	2,915	57	NA	NA
Total	2,378,736	83,243	\$662,633,180	\$3,448,576

(1) Does not include the FAIR Plans of Arkansas, Hawaii, Maryland, North Carolina and the District of Columbia.

(2) Exposure is the estimate of the aggregate value of all insurance in force in all FAIR Plans in all lines (except liability, where applicable, and crime) for 12 months ending September through December.

(3) Citizens Property Insurance Corporation, which combined the FAIR and Beach Plans.

(4) The Mississippi and Texas FAIR Plans do not offer a commercial policy.

NA=Data not available.

Source: Property Insurance Plans Service Office (PIPSO).

INSURANCE PROVIDED BY BEACH AND WINDSTORM PLANS, FISCAL YEAR 2010 (1)

State	Number of		Exposure (2) (\$000)	Direct premiums written (\$000)
	Habitational policies	Commercial policies		
Alabama	18,734	131	\$3,298,904	\$37,769
Mississippi	44,992	1,554	7,024,228	79,082
South Carolina	46,900	1,186	17,444,426	97,127
Texas	247,972	17,998	67,452,437	385,550
Total	358,598	20,869	\$95,219,995	\$599,528

(1) Does not include the North Carolina Beach Plan; the Florida and Louisiana Beach Plans merged with their FAIR Plans.

(2) Exposure is the estimate of the aggregate value of all insurance in force in each state's Beach and Windstorm Plan in all lines (except liability, where applicable, and crime) for 12 months ending September through December.

Source: Property Insurance Plans Service Office (PIPSO).

While individual hurricanes and earthquakes tend to produce higher losses, tornadoes account for a major share of catastrophe losses because of their frequency.

TORNADOES AND RELATED DEATHS BY STATE, 2011 (1)

State	Tornadoes	Fatalities	Rank (2)	State	Tornadoes	Fatalities	Rank (2)
Alabama	177	242	1	Montana	10	0	28
Alaska	0	0	34	Nebraska	81	0	7
Arizona	3	0	31	Nevada	3	0	31
Arkansas	70	12	10	New Hampshire	0	0	34



State	Tornadoes	Fatalities	Rank (2)	State	Tornadoes	Fatalities	Rank (2)
California	15	0	26	New Jersey	1	0	33
Colorado	25	0	22	New Mexico	2	0	32
Connecticut	1	0	33	New York	17	0	25
D.C.	0	0	34	North Carolina	113	26	4
Delaware	1	0	33	North Dakota	54	0	16
Florida	40	0	18	Ohio	34	0	19
Georgia	68	16	11	Oklahoma	79	14	9
Hawaii	0	0	34	Oregon	1	0	33
Idaho	0	0	34	Pennsylvania	26	0	21
Illinois	59	0	13	Rhode Island	0	0	34
Indiana	56	0	14	South Carolina	15	3	26
Iowa	68	0	11	South Dakota	20	0	23
Kansas	67	3	12	Tennessee	80	32	8
Kentucky	59	0	13	Texas	115	0	3
Louisiana	86	1	6	Utah	0	0	34
Maine	5	0	30	Vermont	0	0	34
Maryland	18	0	24	Virginia	55	6	15
Massachusetts	9	4	29	Washington	3	0	31
Michigan	11	0	27	West Virginia	0	0	34
Minnesota	30	1	20	Wisconsin	49	1	17
Mississippi	162	32	2	Wyoming	9	0	29
Missouri	97	158	5	United States	1,894 (3)	551	

(1) Ranked by total number of tornadoes.

(2) States with the same ranking receive the same number.

(3) Includes tornadoes that track from a touchdown state into another state.

Source: U.S. Department of Commerce, Storm Prediction Center, National Weather Service.

WILDFIRES BY STATE, 2011 (1)

State	Number of fires insurers	Number of acres burned
Alaska	513	293,019
Alabama	3,012	69,007
Arkansas	2,645	53,065
Arizona	1,969	1,036,935
California	7,456	130,019
Colorado	1,234	146,238
Connecticut	196	244
Delaware	NA	NA
Florida	4,736	253,746
Georgia	6,403	97,513
Hawaii	2	2,178
Iowa	4	1,094
Idaho	1,085	381,631
Illinois	61	2,018
Indiana	27	530
Kansas	94	111,128
Kentucky	1,053	25,811
Louisiana	2,965	52,078
Massachusetts	1,112	545



State	Number of fires insurers	Number of acres burned
Maryland	127	8,306
Maine	308	116
Michigan	322	1,865
Minnesota	1,183	131,692
Missouri	150	27,225
Mississippi	2,339	42,000
Montana	1,318	166,852
North Carolina	4,952	80,777
North Dakota	337	2,670
Nebraska	71	29,630
New Hampshire	139	48
New Jersey	659	766
New Mexico	1,873	1,089,769
Nevada	807	428,145
New York	43	189
Ohio	246	1,203
Oklahoma	2,479	293,364
Oregon	1,131	281,666
Pennsylvania	184	506
Rhode Island	30	27
South Carolina	2,621	15,909
South Dakota	661	55,064
Tennessee	1,140	13,578
Texas	3,470	2,722,623
Utah	1,084	62,935
Virginia	635	17,154
Vermont	11	14
Washington	927	15,480
Wisconsin	723	709
West Virginia	325	2,313
Wyoming	666	134,075
Total United States	66,303	8,296,664

(1) As of November 2011.

NA=Data not available.

Source: National Interagency Coordination Center.

TOP TEN STATES FOR WILDFIRES RANKED BY NUMBER OF FIRES, 2011 (1)

Rank	State	Number of fires	Number of acres burned
1	California	7,456	130,019
2	Georgia	6,403	97,513
3	North Carolina	4,952	80,777
4	Florida	4,736	253,746
5	Texas	3,470	2,722,623
6	Alabama	3,012	69,007
7	Louisiana	2,965	52,078
8	Arkansas	2,645	53,065
9	South Carolina	2,621	15,909
10	Oklahoma	2,479	293,364
	United States	66,303	8,296,664

(1) As of November 2011.

Source: National Interagency Coordination Center.

TOP TEN STATES FOR WILDFIRES RANKED BY ACRES BURNED, 2011 (1)

Rank	State	Number of fires	Number of acres burned
1	Texas	3,470	2,722,623
2	New Mexico	1,873	1,089,769
3	Arizona	1,969	1,036,935
4	Nevada	807	428,145
5	Idaho	1,085	381,631
6	Oklahoma	2,479	293,364
7	Alaska	513	293,019
8	Oregon	1,131	281,666
9	Florida	4,736	253,746
10	Montana	1,318	166,852
	United States	66,303	8,296,664

(1) As of November 2011.

Source: National Interagency Coordination Center.

TOP 15 MOST COSTLY HURRICANES IN THE UNITED STATES

(\$ millions)

Rank	Date	Location	Hurricane	Estimated insured loss (1)	
				Dollars when occurred	In 2009 dollars (2)
1	Aug. 25-30, 2005	AL, FL, GA, LA, MS, TN	Katrina	\$41,100	\$45,148
2	Aug. 24-26, 1992	FL, LA	Andrew	15,500	23,702
3	Sep. 12-14, 2008	AR, IL, IN, KY, LA, MO, OH, PA, TX	Ike	12,500	12,456
4	Oct. 24, 2005	FL	Wilma	10,300	11,315
5	Aug. 13-14, 2004	FL, NC, SC	Charley	7,475	8,489
6	Sep. 15-21, 2004	AL, DE, FL, GA, LA, MD, MS, NJ, NY, NC, OH, PA, TN, VA, WV	Ivan	7,110	8,075
7	Sep. 17-22, 1989	GA, NC, PR, SC, VA, U.S. Virgin Islands	Hugo	4,195	7,258
8	Sep. 20-26, 2005	AL, AR, FL, LA, MS, TN, TX	Rita	5,627	6,181

Rank	Date	Location	Hurricane	Estimated insured loss (1)	
				Dollars when occurred	In 2009 dollars (2)
9	Sep. 3-9, 2004	FL, GA, NC, NY, SC	Frances	4,595	5,219
10	Sep. 15-29, 2004	DE, FL, GA, MD, NJ, NY, NC, PA, PR, SC, VA	Jeanne	3,655	4,151
11	Sept. 21-28, 1998	AL, FL, LA, MS, PR, U.S. Virgin Islands	Georges	2,955	3,889
12	Oct. 4, 1995	FL, AL, GA, NC, SC, TN	Opal	2,100	2,956
13	Sep. 14-17, 1999	NC, NJ, VA, FL, SC, PA, 10 other states	Floyd	1,960	2,524
14	Sep. 11, 1992	Kauai and Oahu, HI	Iniki	1,600	2,447
15	Sep. 5, 1996	NC, SC, VA, MD, WV, PA, OH	Fran	1,600	2,188

(1) Property coverage only. Does not include flood damage covered by the federally administered National Flood Insurance Program. As of September 2009.

(2) Adjusted to 2009 dollars by the Insurance Information Institute, using the Bureau of Labor Statistics' Inflation Calculator.

Source: ISO's Property Claim Services (PCS) unit; U.S. Bureau of Labor Statistics.

Captives by State

Over the years, a number of alternatives to traditional commercial insurance have emerged to respond to fluctuations in the marketplace. Captives—a special type of insurer set up by a company to insure its own risks—first emerged in the 1980s. With 590 licensed captives, Vermont was the largest U.S. captive domicile in 2011, based on data in an annual survey of the world's largest captive domiciles conducted by Business Insurance magazine. On a worldwide basis, Vermont is the third largest captive domicile, topped only by Bermuda with 862 and the Cayman Islands with 707 captives.

According to Business Insurance, there are 25 captive domiciles in the U.S., including 24 states and the District of Columbia.

CAPTIVES BY STATE, 2010-2011

Rank	State	2010	2011
1	Vermont	572	590
2	Utah	188	239
3	Hawaii	167 (1)	172
4	South Carolina	155	159
5	District of Columbia	139	157
6	Delaware	95	150
7	Kentucky	127	137
8	Nevada	124	127
9	Arizona	96	97
10	Montana	67	83
11	New York	47	50
12	Missouri	11	19
13	Alabama	10	18
14	Georgia	15	13
15	Michigan	4	5
16	Colorado	5	5
17	Tennessee	2	4
18	South Dakota	1	4
19	New Jersey	0	3
20	Maine	1	2
21	West Virginia	1	1
22	Oklahoma	1	1 (2)
23	Kansas	1	1
24	Illinois	1	1
25	Arkansas	1	1
United States		1,831	2,039

(1) Restated.

(2) Business Insurance estimate.

Source: Business Insurance, March 5, 2012.

Incurred Losses by State

INCURRED LOSSES BY STATE, PROPERTY/CASUALTY INSURANCE, 2010 (1)

(\$000)

State	Incurred losses
Alabama	\$3,857,578
Alaska	616,836
Arizona	6,648,854
Arkansas	2,420,822
California	29,362,506
Colorado	4,978,293
Connecticut	3,873,690
D.C.	980,591
Delaware	1,233,871
Florida	18,175,148
Georgia	7,963,380
Hawaii	759,477
Idaho	907,346
Illinois	12,911,399
Indiana	4,405,706
Iowa	3,022,676
Kansas	2,527,497
Kentucky	3,422,937
Louisiana	4,417,563
Maine	871,136
Maryland	6,148,771
Massachusetts	5,685,629
Michigan	11,147,623
Minnesota	5,449,041
Mississippi	2,194,148
Missouri	5,043,282
Montana	1,223,905
Nebraska	2,053,411
Nevada	2,505,449
New Hampshire	1,030,573
New Jersey	9,701,901
New Mexico	1,505,892
New York	23,969,026
North Carolina	6,498,929
North Dakota	844,782
Ohio	7,091,033
Oklahoma	5,401,239
Oregon	2,868,795
Pennsylvania	11,993,360
Rhode Island	1,209,268

South Carolina	3,692,464
South Dakota	1,152,439
Tennessee	5,802,976
Texas	18,724,070
Utah	1,616,050
Vermont	552,609
Virginia	5,793,390
Washington	4,942,783
West Virginia	1,607,811
Wisconsin	5,069,320
Wyoming	562,795
United States	\$276,440,070

(1) Losses occurring within a fixed period whether or not adjusted or paid during the same period, on a direct basis before reinsurance.

Source: SNL Financial LC.

INCURRED LOSSES BY STATE, PRIVATE PASSENGER AUTOMOBILE INSURANCE, 2010 (1)

(\$000)

State	Incurred losses
Alabama	\$1,367,846
Alaska	235,642
Arizona	2,175,882
Arkansas	893,842
California	11,168,691
Colorado	1,690,772
Connecticut	1,404,323
D.C.	158,028
Delaware	437,018
Florida	8,657,079
Georgia	3,218,148
Hawaii	311,580
Idaho	358,048
Illinois	3,479,594
Indiana	1,629,966
Iowa	785,979
Kansas	814,512
Kentucky	1,557,683
Louisiana	1,903,816
Maine	324,499
Maryland	2,503,987
Massachusetts	2,325,539
Michigan	6,448,191
Minnesota	1,641,390
Mississippi	843,638
Missouri	1,670,392
Montana	369,438
Nebraska	561,535

State	Incurred losses
Nevada	952,759
New Hampshire	373,434
New Jersey	4,036,554
New Mexico	643,785
New York	6,799,169
North Carolina	2,769,034
North Dakota	182,745
Ohio	2,912,073
Oklahoma	1,402,362
Oregon	1,194,173
Pennsylvania	4,285,053
Rhode Island	422,444
South Carolina	1,628,404
South Dakota	237,592
Tennessee	1,828,378
Texas	7,769,334
Utah	725,090
Vermont	172,453
Virginia	2,518,611
Washington	2,216,257
West Virginia	625,898
Wisconsin	1,387,271
Wyoming	199,776
United States	\$104,219,706

(1) Losses occurring within a fixed period whether or not adjusted or paid during the same period, on a direct basis before reinsurance.

Source: SNL Financial LC.

INCURRED LOSSES BY STATE, HOMEOWNERS INSURANCE, 2010 (1)

(\$000)

State	Incurred losses
Alabama	\$843,472
Alaska	55,609
Arizona	1,665,509
Arkansas	423,033
California	2,872,601
Colorado	1,368,839
Connecticut	539,822
D.C.	70,664
Delaware	95,188
Florida	2,772,866
Georgia	1,422,591
Hawaii	58,170
Idaho	130,170
Illinois	2,191,508
Indiana	738,417

State	Incurred losses
Iowa	459,814
Kansas	469,954
Kentucky	409,490
Louisiana	352,873
Maine	142,267
Maryland	983,621
Massachusetts	732,187
Michigan	1,463,260
Minnesota	1,086,530
Mississippi	460,401
Missouri	835,582
Montana	311,074
Nebraska	343,763
Nevada	206,419
New Hampshire	179,453
New Jersey	1,289,897
New Mexico	248,810
New York	2,073,961
North Carolina	1,108,935
North Dakota	63,054
Ohio	1,678,465
Oklahoma	1,648,506
Oregon	273,575
Pennsylvania	1,994,942
Rhode Island	128,099
South Carolina	715,051
South Dakota	99,920
Tennessee	1,088,212
Texas	2,814,730
Utah	188,623
Vermont	74,707
Virginia	897,157
Washington	656,360
West Virginia	237,244
Wisconsin	816,104
Wyoming	118,090
United States	\$41,899

(1) Losses occurring within a fixed period whether or not adjusted or paid during the same period, on a direct basis before reinsurance.

Source: SNL Financial LC.

INCURRED LOSSES BY STATE, COMMERCIAL LINES, 2010 (1)

(\$000)

State	Incurred losses
Alabama	\$1,558,873
Alaska	315,545
Arizona	2,764,947
Arkansas	1,075,392
California	15,009,278
Colorado	1,815,253
Connecticut	1,900,823
D.C.	675,685
Delaware	447,524
Florida	6,562,856
Georgia	3,172,155
Hawaii	380,102
Idaho	384,453
Illinois	6,966,036
Indiana	1,793,276
Iowa	1,629,851
Kansas	1,099,325
Kentucky	1,354,744
Louisiana	2,115,948
Maine	395,590
Maryland	2,683,916
Massachusetts	2,584,170
Michigan	3,056,082
Minnesota	2,502,191
Mississippi	838,392
Missouri	2,334,328
Montana	490,462
Nebraska	984,040
Nevada	1,325,556
New Hampshire	470,146
New Jersey	4,303,143
New Mexico	588,088
New York	14,897,332
North Carolina	2,522,263
North Dakota	520,121
Ohio	2,304,691
Oklahoma	2,231,305
Oregon	1,340,579
Pennsylvania	5,482,996
Rhode Island	646,067
South Carolina	1,312,006
South Dakota	721,253
Tennessee	2,725,537

State	Incurred losses
Texas	7,748,142
Utah	660,104
Vermont	296,780
Virginia	2,291,444
Washington	1,987,057
West Virginia	720,286
Wisconsin	2,665,218
Wyoming	211,223
United States	\$124,862,577

(1) Losses occurring within a fixed period whether or not adjusted or paid during the same period, on a direct basis before reinsurance.

Source: SNL Financial LC.

INCURRED LOSSES BY STATE, WORKERS COMPENSATION, 2010 (1)

(\$000)

State	Incurred losses
Alabama	\$226,061
Alaska	145,482
Arizona	447,815
Arkansas	147,918
California	5,039,978
Colorado	427,403
Connecticut	520,368
D.C.	69,220
Delaware	118,347
Florida	1,069,694
Georgia	627,961
Hawaii	114,068
Idaho	56,482
Illinois	2,038,614
Indiana	498,459
Iowa	422,932
Kansas	256,839
Kentucky	400,582
Louisiana	509,533
Maine	117,311
Maryland	496,520
Massachusetts	584,221
Michigan	538,379
Minnesota	515,957
Mississippi	207,898
Missouri	462,744
Montana	54,272
Nebraska	216,026
Nevada	144,214
New Hampshire	150,811

State	Incurred losses
New Jersey	1,192,377
New Mexico	179,051
New York	3,379,855
North Carolina	813,818
North Dakota	-101
Ohio	24,478
Oklahoma	459,633
Oregon	567,739
Pennsylvania	1,387,507
Rhode Island	102,846
South Carolina	392,523
South Dakota	81,680
Tennessee	485,394
Texas	1,016,146
Utah	163,212
Vermont	102,492
Virginia	499,023
Washington	19,959
West Virginia	238,147
Wisconsin	1,006,294
Wyoming	2,775
United States	\$28,740,956

(1) Losses occurring within a fixed period whether or not adjusted or paid during the same period, on a direct basis before reinsurance.

Source: SNL Financial LC.

LIFE INSURANCE CLAIMS AND BENEFITS PAID BY STATE, 2010 (1)

(\$000)

State	Claims and benefits paid
Alabama	\$4,503,105
Alaska	779,386
Arizona	7,064,354
Arkansas	2,349,974
California	38,884,728
Colorado	5,981,166
Connecticut	13,136,338
D.C.	1,467,419
Delaware	7,333,910
Florida	25,167,952
Georgia	8,744,043
Hawaii	2,017,917
Idaho	1,461,530
Illinois	15,863,882
Indiana	7,344,253
Iowa	4,727,971
Kansas	3,585,774

State	Claims and benefits paid
Kentucky	3,658,856
Louisiana	4,556,855
Maine	1,507,008
Maryland	7,319,838
Massachusetts	11,340,152
Michigan	12,878,754
Minnesota	7,509,519
Mississippi	2,728,584
Missouri	7,613,377
Montana	818,457
Nebraska	2,877,346
Nevada	2,548,746
New Hampshire	3,779,228
New Jersey	16,135,042
New Mexico	2,329,901
New York	31,625,935
North Carolina	10,919,330
North Dakota	708,741
Ohio	14,608,205
Oklahoma	3,296,651
Oregon	4,084,501
Pennsylvania	17,755,541
Rhode Island	1,519,730
South Carolina	942,237
South Dakota	4,603,123
Tennessee	6,937,677
Texas	22,069,666
Utah	2,927,850
Vermont	892,991
Virginia	8,094,815
Washington	6,869,226
West Virginia	1,647,155
Wisconsin	7,359,960
Wyoming	522,159
United States	\$385,400,856

(1) On a direct basis before reinsurance. Includes life insurance, death benefits, matured endowments, annuity benefits, and other life insurance benefits. Does not include accident and health.

Source: SNL Financial LC.

Insured Cars by State

All states and the District of Columbia use special systems to guarantee that auto insurance is available to those who cannot obtain it in the private market. Each type of system is commonly known as an assigned risk plan, although the term technically applies to only one type of plan. The assigned risk and other plans are known in the insurance industry as the shared, or residual, market. Policyholders in assigned risk plans are, as the name suggests, assigned to various insurance companies doing business in the state. Hence the term voluntary (regular) market, where auto insurers are free to select policyholders rather than have them assigned. The chart below shows the number of vehicles insured by state, including those in the voluntary and residual markets.

PRIVATE PASSENGER CARS INSURED IN THE SHARED AND VOLUNTARY MARKETS, 2009

State	Voluntary market	Shared market	Total	Shared market as a percent of total
Alabama	3,403,314	2	3,403,316	(1)
Alaska	446,772	57	446,829	0.013%
Arizona	4,104,730	15	4,104,745	(1)
Arkansas	2,084,834	3	2,084,837	(1)
California	23,751,606	2,665	23,754,271	0.011
Colorado	3,697,549	0	3,697,549	(1)
Connecticut	2,434,479	367	2,434,846	0.015
Delaware	609,041	14	609,055	0.002
D.C.	226,955	310	227,265	0.136
Florida	11,331,352	3	11,331,355	(1)
Georgia	6,851,612	0	6,851,612	(1)
Hawaii	838,199	5,036	843,235	0.597
Idaho	1,220,058	40	1,220,098	0.003
Illinois	7,778,196	929	7,779,125	0.012
Indiana	4,393,161	3	4,393,164	(1)
Iowa	2,420,436	13	2,420,449	0.001
Kansas	2,405,397	1,328	2,406,725	0.055
Kentucky	3,031,559	31	3,031,590	0.001
Louisiana	2,856,335	2	2,856,337	(1)
Maine	999,788	15	999,803	0.002
Maryland	3,810,223	71,280	3,881,503	1.836
Massachusetts	3,989,731	106,328	4,096,059	2.596
Michigan	6,142,874	723	6,143,597	0.012
Minnesota	3,787,484	4	3,787,488	(1)
Mississippi	1,826,702	42	1,826,744	0.002
Missouri	4,197,558	13	4,197,571	(1)
Montana	787,392	151	787,543	0.019
Nebraska	1,531,531	6	1,531,537	(1)
Nevada	1,728,578	4	1,728,582	(1)
New Hampshire	887,429	464	887,893	0.052
New Jersey	5,283,328	29,578	5,312,906	0.557
New Mexico	1,485,223	26	1,485,249	0.002
New York	9,259,388	90,693	9,350,081	0.970
North Carolina	5,641,649	1,392,804	7,034,453	19.800
North Dakota	607,276	1	607,277	(1)
Ohio	8,040,076	1	8,040,077	(1)

State	Voluntary market	Shared market	Total	Shared market as a percent of total
Oklahoma	2,623,765	33	2,623,798	0.001
Oregon	2,721,559	8	2,721,567	(1)
Pennsylvania	8,563,617	15,566	8,579,183	0.181
Rhode island	668,454	8,090	676,544	1.196
South Carolina	3,328,156	-1	3,328,155	0.000
South Dakota	690,876	1	690,877	(1)
Tennessee	4,204,292	18	4,204,310	(1)
Texas	NA	NA	NA	NA
Utah	1,821,162	1	1,821,163	(1)
Vermont	467,390	282	467,672	0.060
Virginia	6,045,722	930	6,046,652	0.015
Washington	4,539,004	1	4,539,005	(1)
West Virginia	1,306,645	14	1,306,659	0.001
Wisconsin	3,670,005	0	3,670,005	(1)
Wyoming	511,863	1	511,864	(1)
United States	185,054,325	1,727,895	186,782,220	0.925%

(1) Less than .001 percent.
NA=Data not available.

Source: Automobile Insurance Plans Service Office.

Insured Homes by State

A 2006 Insurance Research Council poll found that 96 percent of homeowners had homeowners insurance while 43 percent of renters had renters insurance.

PERCENT OF OCCUPIED HOUSING UNITS THAT ARE OWNER OCCUPIED, 2010

State	Percent	Rank (1)	State	Percent	Rank (1)
Alabama	70.1%	10	Montana	69.7%	14
Alaska	63.9	41	Nebraska	67.4	32
Arizona	65.2	40	Nevada	57.2	48
Arkansas	67.4	32	New Hampshire	71.7	7
California	55.6	49	New Jersey	66.4	37
Colorado	65.9	39	New Mexico	67.9	27
Connecticut	68.0	25	New York	54.3	50
Delaware	73.0	2	North Carolina	67.2	34
D.C.	42.5	51	North Dakota	66.9	36
Florida	68.1	22	Ohio	68.4	21
Georgia	66.2	38	Oklahoma	67.8	28
Hawaii	58.0	47	Oregon	62.5	44
Idaho	69.6	16	Pennsylvania	70.1	10
Illinois	67.7	29	Rhode Island	60.8	46
Indiana	70.3	9	South Carolina	68.7	18
Iowa	72.4	6	South Dakota	68.0	25
Kansas	68.1	22	Tennessee	68.1	22
Kentucky	68.6	20	Texas	63.6	42
Louisiana	67.6	31	Utah	69.9	12
Maine	72.7	5	Vermont	70.4	8

State	Percent	Rank (1)	State	Percent	Rank (1)
Maryland	67.0	35	Virginia	67.7	29
Massachusetts	62.2	45	Washington	63.1	43
Michigan	72.8	4	West Virginia	74.6	1
Minnesota	73.0	2	Wisconsin	68.7	18
Mississippi	69.8	13	Wyoming	69.7	14
Missouri	69.0	17	United States	65.4%	

(1) States with the same percentages receive the same rank.

Source: U.S. Census Bureau, American Community Survey.

Businesses by State

Nearly 98 percent of businesses either purchase business insurance or self-insure, according to a poll by the National Federation of Independent Businesses. There are about 6 billion small businesses (those with 500 employees or fewer), accounting for about \$2 trillion in payroll, according data from the U.S. Census.

SMALL BUSINESSES BY STATE, 2009 (1)

State	Number of establishments	Employment	Annual payment (\$000)
Alabama	81,545	787,606	\$25,415,742
Alaska	17,285	130,853	5,750,306
Arizona	108,443	975,437	33,104,662
Arkansas	54,374	477,491	13,866,131
California	738,477	6,541,831	271,680,712
Colorado	130,622	988,785	37,344,471
Connecticut	76,052	734,564	34,336,491
Delaware	19,565	170,991	6,631,096
D.C.	16,324	217,296	12,656,356
Florida	415,139	2,901,245	101,358,005
Georgia	178,544	1,533,917	53,150,982
Hawaii	27,482	266,478	9,112,870
Idaho	38,980	287,006	8,252,190
Illinois	266,429	2,454,700	99,268,951
Indiana	119,454	1,185,907	37,742,787
Iowa	69,316	664,664	20,221,662
Kansas	63,172	604,613	19,377,620
Kentucky	73,493	714,275	21,857,612
Louisiana	86,050	890,873	29,786,419
Maine	35,667	282,122	9,033,968
Maryland	113,214	1,105,231	45,654,113
Massachusetts	144,864	1,402,940	63,840,349
Michigan	187,308	1,769,122	61,077,179
Minnesota	125,964	1,205,749	42,513,155
Mississippi	48,542	446,555	12,719,888
Missouri	125,614	1,135,569	36,778,409
Montana	32,831	232,640	6,603,329
Nebraska	44,436	397,385	12,270,790

State	Number of establishments	Employment	Annual payment (\$000)
Nevada	48,818	441,075	15,770,250
New Hampshire	32,140	289,778	11,304,978
New Jersey	200,112	1,731,788	75,349,350
New Mexico	37,500	334,680	10,541,503
New York	457,308	3,794,041	175,065,611
North Carolina	180,203	1,585,019	50,451,526
North Dakota	18,897	178,324	5,351,946
Ohio	207,158	2,140,192	71,327,132
Oklahoma	76,010	691,016	21,686,683
Oregon	93,993	767,009	25,191,835
Pennsylvania	247,091	2,445,158	87,387,258
Rhode Island	25,104	228,482	8,162,183
South Carolina	83,989	750,147	22,358,593
South Dakota	22,829	201,636	5,789,722
Tennessee	104,878	1,037,970	35,409,414
Texas	418,507	4,106,861	151,632,915
Utah	59,544	496,909	16,265,170
Vermont	19,433	157,564	5,238,838
Virginia	157,835	1,459,362	57,667,423
Washington	152,914	1,272,282	48,019,121
West Virginia	31,787	305,711	8,750,722
Wisconsin	119,703	1,221,520	40,019,155
Wyoming	18,080	139,134	4,671,400
United States	6,253,019	56,281,503	\$2,084,818,973

(1) Number of establishments with less than 500 employees.

Source: U.S. Census, County Business.

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The Actuarial Foundation • 475 N. Martingale Rd., Suite 600, Schaumburg, IL 60173-2226. Tel. 847-706-3535. Fax. 847-706-3599. www.actuarialfoundation.org — Develops, funds and executes education and research programs that serve the public by harnessing the talents of actuaries.

Advocates for Highway and Auto Safety • 750 First St., NE, Suite 901, Washington, DC 20002. Tel. 202-408-1711. Fax. 202-408-1699. www.saferoads.org — An alliance of consumer, safety and insurance organizations dedicated to highway and auto safety.

AIR Worldwide Corporation • 131 Dartmouth St., Boston, MA 02116. Tel. 617-267-6645. Fax. 617-267-8284. www.air-worldwide.com — Risk modeling and technology firm that develops models of global natural hazards, enabling companies to identify, quantify and plan for the financial consequences of catastrophic events.

A.M. Best Company, Inc. • Ambest Rd., Oldwick, NJ 08858. Tel. 908-439-2200. www.ambest.com — Rating organization and publisher of reference books and periodicals relating to the insurance industry.

America's Health Insurance Plans • 601 Pennsylvania Ave., NW, South Building, Suite 500, Washington, DC 20004. Tel. 202-778-3200. Fax. 202-778-8486. www.ahip.org — National trade association representing health insurance plans providing medical, long-term care, disability income, dental supplemental, stop-gap and reinsurance coverage.

American Academy of Actuaries • 1100 17th St., NW, 7th Fl., Washington, DC 20036. Tel. 202-223-8196. Fax. 202-872-1948. www.actuary.org — Professional association for actuaries. Issues standards of conduct and provides government liaison and advisory opinions.

American Association of Crop Insurers • 1 Massachusetts Ave., NW, Suite 800, Washington, DC 20001-1401. Tel. 202-789-4100. Fax. 202-408-7763. www.cropinsurers.com — Trade association of insurance companies to promote crop insurance.

American Association of Insurance Services • 1745 S. Naperville Rd., Wheaton, IL 60189-5898. Tel. 630-681-8347. Fax. 630-681-8356. www.aaisonline.com — Rating, statistical and advisory organization, made up principally of small and medium-sized property/casualty companies.

American Association of Managing General Agents • 150 South Warner Rd., Suite 156, King of Prussia, PA 19406. Tel. 610-225-1999. Fax. 610-225-1996. www.aamga.org — Membership association of managing general agents of insurers.

American Bankers Insurance Association • 1120 Connecticut Ave., NW, Washington, DC 20036. Tel. 202-663-5163. Fax. 202-828-4546. www.theabia.com — A separately chartered affiliate of the American Bankers Association. A full service association for bank insurance interests dedicated to furthering the policy and business objectives of banks in insurance.

The American College • 270 S. Bryn Mawr Ave., Bryn Mawr, PA 19010. Tel. 610-526-1000. Fax. 610-526-1465. www.theamericancollege.edu — An independent, accredited nonprofit institution, originally The American College of Life Underwriters. Provides graduate and professional education in insurance and other financial services.

American Council of Life Insurers • 101 Constitution Ave., NW, Suite 700, Washington, DC 20001-2133. Tel. 202-624-2000. www.acli.com — Trade association responsible for the public affairs, government, legislative and research aspects of the life insurance business.

American Institute for Chartered Property Casualty Underwriters • 720 Providence Rd., Suite 100, Malvern, PA 19355-0716. Tel. 800-644-2101. Fax. 610-640-9576. www.aicpcu.org — An independent, nonprofit educational organization that confers the Chartered Property Casualty Underwriter (CPCU) professional designation on those individuals who meet its education, experience and ethics requirements.

***American Institute of Marine Underwriters** • 14 Wall St., New York, NY 10005. Tel. 212-233-0550. Fax. 212-227-5102. www.aimu.org — Provides information of concern to marine underwriters and promotes their interests.

American Insurance Association • 2101 L Street., NW, Suite 400, Washington, DC 20037. Tel. 202-828-7100. Fax. 202-293-1219. www.aiadc.org — Trade and service organization for property/casualty insurance companies. Provides a forum for the discussion of problems as well as safety, promotional and legislative services.

American Land Title Association • 1828 L St., NW, Suite 705, Washington, DC 20036-5104. Tel. 202-296-3671. Fax. 202-223-5843. www.alta.org — Trade organization for title insurers, abstractors and agents. Performs statistical research and lobbying services.

American Nuclear Insurers • 95 Glastonbury Blvd., Suite 300, Glastonbury, CT 06033. Tel. 860-682-1301. Fax. 860-659-0002. www.amnucins.com — A nonprofit unincorporated association through which liability insurance protection is provided against hazards arising out of nuclear reactor installations and their operations.

American Prepaid Legal Services Institute • 321 N. Clark St., 19th Fl., Chicago, IL 60654. Tel. 312-988-5751. Fax. 312-988-5483. www.aplsi.org — National membership organization providing information and technical assistance to lawyers, insurance companies, administrators, marketers and consumers regarding group and prepaid legal service plans.

American Risk and Insurance Association • 716 Providence Rd., Malvern, PA 19355-3402. Tel. 610-640-1997. Fax. 610-725-1001. www.aria.org — Association of scholars in the field of risk management and insurance, dedicated to advancing knowledge in the field and enhancing the career development of its members.

American Tort Reform Association • 1101 Connecticut Ave., NW, Suite 400 Washington, DC 20036. Tel. 202-682-1163. Fax. 202-682-1022. www.atra.org — A broad based, bipartisan coalition of more than 300 businesses, corporations, municipalities, associations and professional firms that support civil justice reform.

APIW • 555 Fifth Ave., 8th Fl., New York, NY 10017. Tel. 212-867-0228. Fax. 212-867-2544. www.apiw.org — A professional association of women in the insurance and reinsurance industries and related fields. Provides professional education, networking and support services to encourage the development of professional leadership among its members.

***Arbitration Forums, Inc.** • 3350 Buschwood Park Dr., Bldg. 3, Suite 295, Tampa, FL 33618-1500. Tel. 888-272-3453. Fax. 813-931-4618. www.arbfile.org — Nonprofit provider of interinsurance dispute resolution services for self-insureds, insurers and claim service organizations.

Association of Financial Guaranty Insurers • Mackin & Company, 139 Lancaster St., Albany, NY, 12210-1903. Tel. 518-449-4698. Fax. 518-432-5651. www.afgi.org — Trade association of the insurers and reinsurers of municipal bonds and asset-backed securities.

Automobile Insurance Plans Service Office • 302 Central Ave., Johnston, RI 02919. Tel. 888-424-0026. Fax. 401-528-1350. www.aipso.com — Develops and files rates and provides other services for state-mandated automobile insurance plans.

Bank Insurance & Securities Association • 303 West Lancaster Ave., Suite 2D, Wayne, PA 19087. Tel. 610-989-9047. Fax. 610-989-9102. www.bisanet.org — Fosters the full integration of securities and insurance businesses with depository institutions' traditional banking businesses.

Captive Insurance Companies Association • 4248 Park Glen Rd., Minneapolis, MN 55416. Tel. 952-928-4655. Fax. 952-929-1318. www.cicaworld.com — Organization that disseminates information useful to firms that utilize the captive insurance company concept to solve corporate insurance problems.

***Casualty Actuarial Society** • 4350 N. Fairfax Dr., Suite 250, Arlington, VA 22203. Tel. 703-276-3100. Fax. 703-276-3108. www.casact.org — Promotes actuarial and statistical science in property/casualty insurance fields.

Certified Automotive Parts Association • 1518 K St., NW, Suite 306, Washington, DC 20005. Tel. 202-737-2212. Fax. 202-737-2214. www.capacertified.org — Nonprofit organization formed to develop and oversee a test program guaranteeing the suitability and quality of automotive parts.

Coalition Against Insurance Fraud • 1012 14th St., NW, Suite 200, Washington, DC 20005. Tel. 202-318-9189. Fax. 202-393-7329. www.insurancefraud.org — An alliance of consumer, law enforcement and insurance industry groups dedicated to reducing all forms of insurance fraud through public advocacy and education.

The Committee of Annuity Insurers • c/o Davis & Harman LLP, 1455 Pennsylvania Ave., NW, Suite 1200, Washington, DC 20004. Tel. 202-347-2230. Fax. 202-393-3310. www.annuity-insurers.org — Group whose goal is to address federal legislative and regulatory issues relevant to the annuity industry and to participate in the development of federal tax and securities policies regarding annuities.

Conning Research and Consulting, Inc. • One Financial Plaza, Hartford, CT 06103-2627. Tel. 860-299-2000. www.conningresearch.com — Research and consulting firm that offers an array of specialty information products, insights and analyses of key issues confronting the insurance industry.

Council of Insurance Agents and Brokers • 701 Pennsylvania Ave., NW, Suite 750, Washington, DC 20004-2608. Tel. 202-783-4400. Fax. 202-783-4410. www.ciab.com — A trade organization representing leading commercial insurance agencies and brokerage firms.

CPCU (Chartered Property Casualty Underwriters) Society • 720 Providence Rd., PO Box 3009, Malvern, PA 19355-0709. Tel. 800-932-2728. Fax. 610-251-2780. www.cpcusociety.org — Professional society established to foster the higher education of those engaged in insurance and risk management; encourages and conducts research.

Crop Insurance Research Bureau • 201 Massachusetts Ave., NE, Suite C5, Washington, DC 20002. Tel. 202-544-0067. Fax. 202-330-5255. www.cropinsurance.org — Crop insurance trade organization.

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Federal Insurance Administration • FEMA, Mitigation Directorate, 500 C St., SW, Washington, DC 20472. Tel. 800-621-3362. Fax. 800-827-8112. www.fema.gov/about/fedins.shtm — Administers the federal flood insurance program.

Fitch Credit Rating Company • One State Street Plaza, New York, NY 10004. Tel. 212-908-0500. Fax. 212-480-4435. www.fitchratings.com — Assigns claims-paying ability ratings to insurance companies.

Global Aerospace, Inc. • 51 John F. Kennedy Pkwy., Short Hills, NJ 07078. Tel. 973-379-0800. Fax. 973-379-8602. www.global-areo.co.uk — A pool of property/casualty companies engaged in writing all classes of aviation insurance.

Global Association of Risk Professionals • 100 Pavonia Ave., Suite 405, Jersey City, NJ 07310. Tel. 201-222-0054. Fax. 201-222-5022. www.garp.com — International group whose aim is to encourage and enhance communications between risk professionals, practitioners and regulators worldwide.

Griffith Insurance Education Institute • 623 High St., Worthington, OH 43085. Tel. 614-880-9870. Fax. 614-880-9872. www.griffithfoundation.org — Promotes the teaching and study of risk management and insurance at colleges and universities nationwide and provides education programs for public policymakers on the basic principles of risk management and insurance.

Group of North American Insurance Enterprises • 40 Exchange Place, Suite 1707, New York, NY 10005. Tel. 212-480-0808. Fax. 212-480-9090. www.gnaie.net — Group focusing on financial reporting, accounting and solvency issues.

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Highway Loss Data Institute • 1005 North Glebe Rd., Suite 800, Arlington, VA 22201. Tel. 703-247-1600. Fax. 703-247-1595. www.hldi.org — Nonprofit organization to gather, process and provide the public with insurance data concerned with human and economic losses resulting from highway accidents.

Independent Insurance Agents & Brokers of America, Inc. • 127 S. Peyton St., Alexandria, VA 22314. Tel. 800-221-7917. Fax. 703-683-7556. www.iiaba.net — Trade association of independent insurance agents and brokers.

Inland Marine Underwriters Association • 14 Wall St., 8th Fl., New York, NY 10005. Tel. 212-233-0550. Fax. 212-227-5102. www.imua.org — Forum for discussion of problems of common concern to inland marine insurers.

***Institute for Business & Home Safety** • 4775 E. Fowler Ave., Tampa, FL 33617. Tel. 813-286-3400. Fax. 813-286-9960. www.disastersafety.org — An insurance industry-sponsored nonprofit organization dedicated to reducing losses, deaths, injuries and property damage resulting from natural hazards.

Insurance Accounting and Systems Association, Inc. • IASA International Office, PO Box 51340, Durham, NC 27717-1340. Tel. 919-489-0991. Fax. 919-489-1994. www.iasa.org — An international organization to promote the study, research and development of modern techniques in insurance accounting and systems.

Insurance Industry Charitable Foundation • 2121 N. California Blvd., Suite 555, Walnut Creek, CA 94596. Tel. 925-280-8009. Fax. 925-280-8059. www.iicf.org — This group seeks to help communities and enrich lives by combining the collective strengths of the insurance industry to provide grants, volunteer service and leadership.

Insurance Committee for Arson Control • 3601 Vincennes Rd., Indianapolis, IN 46268. Tel. 317-876-6226. Fax. 317-879-8408. www.arsoncontrol.org — All-industry coalition that serves as a catalyst for insurers' anti-arson efforts and a liaison with government agencies and other groups devoted to arson control.

Insurance Data Management Association, Inc. (IDMA) • 545 Washington Blvd., Jersey City, NJ 07310-1686. Tel. 201-469-3069. Fax. 201-748-1690. www.idma.org — An independent, nonprofit, professional, learned association dedicated to increasing the level of professionalism, knowledge and visibility of insurance data management.

Insurance Information Institute • 110 William St., New York, NY 10038. Tel. 212-346-5500. Fax. 212-732-1916. www.iii.org — A primary source for information, analysis and referral on insurance subjects.

Insurance Institute for Highway Safety • 1005 North Glebe Rd., Suite 800, Arlington, VA 22201. Tel. 703-247-1500. Fax. 703-247-1588. www.iihs.org — Research and education organization dedicated to reducing loss, death, injury and property damage on the highways. Fully funded by property/casualty insurers.

Insurance Institute of America, Inc. • 720 Providence Rd., Suite 100, Malvern, PA 19355-3433. Tel. 800-644-2101. Fax. 610-640-9576. www.aicpcu.org — Provides educational programs and professional certification to people in property and liability insurance. Offerings range from entry-level to advanced, specialized programs. Certification is determined through the administration of national exams.

Insurance Library Association of Boston • 156 State St., Boston, MA 02109. Tel. 617-227-2087. Fax. 617-723-8524. www.insurancelibrary.org — A nonprofit, independent membership library serving the research and education interests of all branches of the insurance industry.

Insurance Marketplace Standards Association • 4550 Montgomery Ave., Suite 700N, Bethesda, MD 20814. Tel. 240-744-3030. Fax. 240-744-3031. www.imsaethics.org — A nonprofit, independent organization created to strengthen consumer trust and confidence in the marketplace for individually sold life insurance, long-term care insurance and annuities.

Insurance Regulatory Examiners Society • 12710 S. Pflumm Rd., Suite 200, Olathe, KS 66062. Tel. 913-768-4700. Fax. 913-768-4900. www.go-ires.org — Nonprofit professional and educational association for examiners and other professionals working in the insurance industry.

Insurance Research Council • 718 Providence Rd., Malvern, PA 19355-3402. Tel. 610-644-2212. Fax. 610-640-5388. www.insurance-research.org — A division of the American Institute for CPCU. Provides research relevant to public policy issues affecting risk and insurance.

Insured Retirement Institute • 1331 L St, NW, Suite 310, Washington, DC 20005 Tel. 202-469-3000. Fax. 202-898-5786. www.irionline.org — Source of knowledge pertaining to annuities, insured retirement products and retirement planning; provides educational and informational resources. Formerly the National Association for Variable Annuities (NAVA).

Integrated Benefits Institute • 595 Market St., Suite 810, San Francisco, CA 94105. Tel. 415-222-7280. Fax. 415-222-7281. www.ibiweb.org — A private, nonprofit organization that provides research, discussion and analysis, data services and legislative review to measure and improve integrated benefits programs, enhance efficiency in delivery of all employee-based benefits and promote effective return-to-work.

Intermediaries and Reinsurance Underwriters Association, Inc. • 971 Route 202 North, Branchburg, NJ 08876. Tel. 908-203-0211. Fax. 908-203-0213. www.irua.com — Educational association to encourage the exchange of ideas among reinsurers worldwide writing principally treaty reinsurance.

International Association of Insurance Fraud Agencies, Inc. • PO Box 10018, Kansas City, MO 64171-0018. Tel. 816-756-5285. Fax. 816-756-5287. www.iaifa.org — An international association opening the doors of communication, cooperation and exchange of information in the fight against sophisticated global insurance and related financial insurance fraud.

International Association of Special Investigation Units • 8015 Corporate Dr., Suite A, Baltimore, MD 21236. Tel. 410-931-3332. Fax. 410-931-2060. www.iasiu.org — Group whose goals are to promote a coordinated effort within the industry to combat insurance fraud and to provide education and training for insurance investigators.

***International Insurance Society, Inc.** • 101 Murray St., New York, NY 10007. Tel. 212-815-9291. Fax. 212-815-9297. www.IIsonline.org — A nonprofit membership organization whose mission is to facilitate international understanding, the transfer of ideas and innovations, and the development of personal networks across insurance markets throughout the world.

***ISO** • 545 Washington Blvd., Jersey City, NJ 07310-1686. Tel. 800-888-4476. Fax. 201-748-1472. www.iso.com — Provider of products and services that help measure, manage and reduce risk. Provides data, analytics and decision-support solutions to professionals in many fields, including insurance, finance, real estate, health services, government and human resources.

IVANS • 100 First Stamford Place, 3rd Fl., Stamford, CT 06902. Tel. 800-288-4826. Fax. 203-698-7299. www.IVANS.com — An industry-sponsored organization offering a data communications network linking agencies, companies and providers of data to the insurance industry.

Kehrer-LIMRA • 300 Day Hill Rd, Windsor, CT 06095-4761. Tel. 978-448-0198. Fax. 860-298-9555. www.kehrerlimra.com — Consultant focusing on the financial services marketplace. Conducts studies of sales penetration, profitability, compensation and compliance.

Latin American Agents Association • PO Box 8712, Northridge, CA, 91327-8712. Tel. 818-585-4664. Fax 818-337-1958. www.latinagents.com — An independent group of Hispanic agents and brokers, whose goal is to educate, influence and inform the insurance community about the specific needs of the Latino community in the United States.

Latin American Association of Insurance Agencies • PO Box 520844, Miami, FL 33152-0844. Tel. 305-477-1442. Fax. 305-477-5298. www.laaia.com — An association of insurance professionals whose purpose is to protect the rights of its members, benefit the consumer through education, provide information and networking services, and promote active participation in the political environment and community service.

The Life and Health Insurance Foundation for Education • 1655 N. Fort Myer Dr., Suite 610, Arlington, VA 22209. Tel. 888-5433-1958. www.lifehappens.org — Nonprofit organization dedicated to addressing the public's growing need for information and education about life, health, disability and long-term care insurance.

Life Insurance Settlement Association • 1101 E. Colonial Dr., Suite 500, Orlando, FL 32803-4635. Tel. 407-894-3797. Fax. 407-897-1325. www.thevoiceoftheindustry.com — Promotes the development, integrity and reputation of the life settlement industry and a competitive market.

Lightning Protection Institute Association • PO Box 99, Maryville, MO 94468. Tel. 800-488-6864. www.lightning.org — Not-for-profit organization dedicated to ensuring that its members' lightning protection systems are the best possible quality in design, materials and installation.

LIMRA International • 300 Day Hill Rd., Windsor, CT 06095. Tel. 800-235-4672. Fax. 860-285-7792. www.limra.com — Worldwide association providing research, consulting and other services to insurance and financial services companies in more than 60 countries. LIMRA helps its member companies maximize their marketing effectiveness.

LOMA (Life Office Management Association) • 2300 Windy Ridge Pkwy., Suite 600, Atlanta, GA 30339-8443. Tel. 770-951-1770. Fax. 770-984-0441. www.loma.org — Worldwide association of insurance companies specializing in research and education, with a primary focus on home office management.

Loss Executives Association • PO Box 37, Tenafly, NJ 07670. Tel. 201-569-3346. Fax. 732-388-0171. www.lossexecutives.org — A professional association of property loss executives providing education to the industry.

MSB • 2885 S. Calhoun Rd., New Berlin, WI 53151. Tel. 262-780-2800. Fax. 262-780-0306. www.msbinfo.com — Building cost research company providing data and estimating technologies to the property insurance industry.

MIB, Inc. • 50 Braintree Hill Park, Suite 400, Braintree, MA 02184-8734. Tel. 781-751-6000. www.mib.com — Database of individual life insurance applications processed since 1995.

Moody's Investors Service • 7 World Trade Center at 250 Greenwich St. New York, NY 10007. Tel. 212-553-1653. Fax. 212-553-0882. www.moody.com — Global credit analysis and financial information firm.

Mortgage Insurance Companies of America (MICA) • 1425 K St., NW, Suite 210, Washington, DC 20005. Tel. 202-682-2683. Fax. 202-842-9252. www.privatemi.com — Represents the private mortgage insurance industry. MICA provides information on related legislative and regulatory issues, and strives to enhance understanding of the role private mortgage insurance plays in housing Americans.

NAIW International • 9343 E. 95th Court South, Tulsa, OK 74133. Tel. 800-766-6249. Fax. 918-294-3711. www.naiw.org — Fosters educational programs for members. Promotes public safety and service programs.

National African-American Insurance Association (NAAIA) • 1718 M St., NW, PO Box 1110, Washington, DC 20036. Tel. 866-56-NAAIA. Fax. 202-475-5181. www.naaia.org — NAAIA fosters the nationwide presence, participation and long-term financial success of African-American insurance professionals within the greater insurance community.

National Arbitration Forum • PO Box 50191, Minneapolis, MN 55405-0191. Tel. 800-474-2371. Fax. 866-743-4517. www.adrforum.com — A leading neutral administrator of arbitration, mediation and other forms of alternative dispute resolution worldwide.

National Association of Health Underwriters • 2000 N. 14th St., Suite 450, Arlington, VA 22201. Tel. 703-276-0220. Fax. 703-841-7797. www.nahu.org — Professional association of people who sell and service disability income, and hospitalization and major medical health insurance.

National Association of Independent Insurance Adjusters • 825 West State St., Suite 117-C&B, Geneva, IL 60134. Tel. 630-397-5012. Fax. 630-397-5013. www.naiia.com — Association of claims adjusters and firms operating independently on a fee basis for all insurance companies.

National Association of Insurance and Financial Advisors • 2901 Telestar Ct., PO Box 12012, Falls Church, VA 22042-1205. Tel. 703-770-8100. Fax. 703-770-8224. www.naifa.org — Professional association representing health and life insurance agents.

National Association of Insurance Commissioners • 2301 McGee St., Suite 800, Kansas City, MO 64108-2662. Tel. 816-842-3600. Fax. 816-783-8175. www.naic.org — Organization of state insurance commissioners that promotes uniformity in state supervision of insurance matters and recommends legislation in state legislatures.

National Association of Mutual Insurance Companies • 3601 Vincennes Rd., Indianapolis, IN 46268. Tel. 317-875-5250. Fax. 317-879-8408. www.namic.org — Trade association of property/casualty mutual insurance companies.

National Association of Professional Insurance Agents • 400 N. Washington St., Alexandria, VA 22314. Tel. 703-836-9340. Fax. 703-836-1279. www.pianet.com — Trade association of independent insurance agents.

National Association of Professional Surplus Lines Offices, Ltd. • 200 NE 54th St., Kansas City, MO 64118. Tel. 816-741-3910. Fax. 816-741-5409. www.napslo.org — Professional association of wholesale brokers, excess and surplus lines companies, affiliates and supporting members.

National Association of Surety Bond Producers • 1828 L St., NW, Suite 720, Washington, DC 20036-5104. Tel. 202-686-3700. Fax. 202-686-3656. www.nasbp.org — Trade association of surety bond producers.

***National Conference of Insurance Guaranty Funds** • 300 North Meridian St., Suite 1020, Indianapolis, IN 46204. Tel. 317-464-8199. Fax. 317-464-8180. www.ncigf.org — Advisory organization to the state guaranty fund boards; gathers and disseminates information regarding insurer insolvencies.

National Conference of Insurance Legislators • 385 Jordan Rd., Troy, NY 12180. Tel. 518-687-0178. Fax. 518-687-0401. www.ncoil.org — Organization of state legislators whose main area of public policy concern is insurance and insurance regulation.

National Crop Insurance Services, Inc. • 8900 Indian Creek Parkway, Suite 600, Overland Park, KS 66210-1567. Tel. 913-685-2767. Fax. 913-685-3080. www.ag-risk.org — National trade association of insurance companies writing hail insurance, fire insurance and insurance against other weather perils to growing crops, with rating and research services for crop-hail and rain insurers.

National Fire Protection Association • One Batterymarch Park, Quincy, MA 02169-7471. Tel. 617-770-3000. Fax. 617-770-0700. www.nfpa.org — Independent, nonprofit source of information on fire protection, prevention and suppression.

National Highway Traffic Safety Administration • 1200 New Jersey Ave., SE, West Bldg., Washington, DC 20590. Tel. 888-327-4236. Fax. 202-366-2106. www.nhtsa.dot.gov — Carries out programs and studies aimed at reducing economic losses in motor vehicle crashes and repairs.

National Independent Statistical Service • 3601 Vincennes Rd., PO Box 68950, Indianapolis, IN 46268-0950. Tel. 317-876-6200. Fax. 317-876-6210. www.niss-stat.org — National statistical agent and advisory organization for all lines of insurance, except workers compensation.

***National Insurance Crime Bureau** • 1111 East Touhy Ave., Suite 400, Des Plaines, IL 60018. Tel. 800-447-6282. Fax. 847-544-7000. www.nicb.org — Not-for-profit organization dedicated to combating insurance fraud and vehicle theft.

National Organization of Life and Health Insurance Guaranty Associations (NOLHGA) • 13873 Park Center Rd., Suite 329, Herndon, VA 20171. Tel. 703-481-5206. Fax. 703-481-5209. www.nolhga.com — A voluntary association composed of the life and health insurance guaranty associations of all 50 states, the District of Columbia and Puerto Rico. When insolvency involves multiple states, NOLHGA assists its members in fulfilling their statutory obligations to policyholders.

National Risk Retention Association • 4248 Park Glen Rd., Minneapolis, MN 55416. Tel. 952-928-4656. Fax. 952-929-1318. www.nrra-usa.org — The voice of risk retention group and purchasing group liability insurance programs, organized pursuant to the Federal Liability Risk Retention Act.

National Safety Council • 1121 Spring Lake Dr., Itasca, IL 60143-3201. Tel. 630-285-1121. Fax. 630-285-1315. www.nsc.org — Provides national support and leadership in the field of safety, publishes safety material and conducts public information and publicity programs.

***NCCI Holdings, Inc.** • 901 Peninsula Corporate Circle, Boca Raton, FL 33487-1362. Tel. 561-893-1000. Fax. 561-893-1191. www.ncci.com — Develops and administers rating plans and systems for workers compensation insurance.

National Structured Settlements Trade Association • 2025 M St., NW, Suite 800, Washington, DC 20036-2422. Tel. 202-367-1159. Fax. 202-367-2159. www.nssta.com — Trade association representing consultants, insurers and others who are interested in the resolution and financing of tort claims through periodic payments.

NeighborWorks America • 1325 G St., NW, Suite 800, Washington, DC 20005-3100. Tel. 202-220-2300. Fax. 202-376-2600.

www.nw.org/network/neighborworksprogs/insurance/default.asp — The goal of this group is to develop partnerships between the insurance industry and NeighborWorks organizations to better market the products and services of both, for the benefit of the customers and communities they serve.

***New York Alliance Against Insurance Fraud** • c/o New York Insurance Association, Inc., 130 Washington Ave., Albany, NY 12210. Tel. 518-432-3576. Fax. 518-432-4220.

www.fraudny.com — A cooperative effort of insurance companies in New York State to educate the industry about the costs of insurance fraud, the many forms it can take and what can be done to fight it.

***New York Insurance Association, Inc.** • 130 Washington Ave., Albany, NY 12210. Tel. 518-432-4227. Fax. 518-432-4220. www.nyia.org — A trade association of property/casualty insurance companies that provide insurance coverage for autos, homes and businesses throughout New York State.

***New York Property Insurance Underwriting Association** • 100 William St., 4th Fl., New York, NY 10038. Tel. 212-208-9700. Fax. 212-344-9879. www.nypiua.com — Provides basic property insurance for New York State residents not able to obtain the coverage through the voluntary market. Administers the C-MAP and FAIR Plan.

Nonprofit Risk Management Center • 15 N. King St., Suite 203, Leesburg, VA 20176. Tel. 202-785-3891. Fax. 703-443-1990. www.nonprofitrisk.org — Conducts research and education on risk management and insurance issues of special concern to nonprofit organizations.

North American Pet Health Insurance Association • 434 Salvini Drive, Pittsburgh, PA 15243. Tel. 412-319-7730. Fax. 412-319-7731. www.naphia.org — Group whose members work toward establishing and maintaining universal and professional standards for best practices, quality and ethics in the pet health industry.

Organisation for Economic Co-operation and Development • 2001 L St., NW, Suite 650, Washington, DC 20036-4922. Tel. 202-785-6323. Fax. 202-785-0350. www.oecdwash.org — Markets the publications of the OECD in the United States and serves as an information center for the U.S. market. The Center is engaged in public outreach activities and acts as a liaison office to the U.S. legislative and executive branches.

Overseas Private Investment Corporation • 1100 New York Ave., NW, Washington, DC 20527. Tel. 202-336-8400. Fax. 202-336-7949. www.opic.gov — Self-sustaining U.S. government agency providing political risk insurance and finance services for U.S. investment in developing countries.

Physician Insurers Association of America • 2275 Research Blvd., Suite 250, Rockville, MD 20850. Tel. 301-947-9000. Fax. 301-947-9090. www.thepiaa.org — Trade association representing physician-owned mutual insurance companies that provide medical malpractice insurance.

***Professional Liability Underwriting Society** • 5353 Wayzata Blvd., Suite 600, Minneapolis, MN 55416. Tel. 952-746-2580. Fax. 952-746-2599. www.plusweb.org — An international, nonprofit association that provides educational opportunities and programs to enhance the professionalism of its members.

Property Casualty Insurers Association of America • 2600 South River Rd., Des Plaines, IL 60018-3286. Tel. 847-297-7800. Fax. 847-297-5064. www.pciaa.net — Serves as a voice on public policy issues and advocates positions that foster a competitive market place for property/casualty insurers and insurance consumers.

Property Insurance Plans Service Office • 27 School St., Suite 302, Boston, MA 02108. Tel. 617-371-4175. Fax. 617-371-4177. www.pipso.com — Provides technical and administrative services to state property insurance plans.

Property Loss Research Bureau • 3025 Highland Parkway, Suite 800, Downers Grover, IL 60515-1291. Tel. 630-724-2200. Fax. 630-724-2260. www.plrb.org — Trade organization that promotes productivity and efficiency in the property and liability loss and claim adjustment processes, disseminates information on property and liability issues and fosters education and new and beneficial developments within the industry.

Public Risk Management Association • 500 Montgomery St., Suite 750, Alexandria, VA 22314. Tel. 703-528-7701. Fax. 703-739-0200. www.primacentral.org — Membership organization representing risk managers in state and local public entities.

RAND Institute for Civil Justice • 1776 Main St., PO Box 2138, Santa Monica, CA 90407-2138. Tel. 310-393-0411, ext. 6749. Fax. 310-451-6979. www.rand.org/icj — Organization formed within the RAND Corporation to perform independent, objective research and analysis concerning the civil justice system.

Reinsurance Association of America • 1301 Pennsylvania Ave., NW, Suite 900, Washington, DC 20004. Tel. 202-638-3690. Fax. 202-638-0936. www.reinsurance.org — Trade association of property/casualty reinsurers; provides legislative services for members.

Risk and Insurance Management Society, Inc. • 1065 Avenue of the Americas, 13th Fl., New York, NY 10018. Tel. 212-286-9292. Fax. 212-655-7430. www.rims.org — Organization of corporate buyers of insurance that makes known to insurers the insurance needs of business and industry, supports loss prevention and provides a forum for the discussion of common objectives and problems.

Risk Management Solutions, Inc. • 7015 Gateway Blvd., Newark, CA 94560. Tel. 510-505-2500. Fax. 510-505-2501. www.rms.com — Provides products and services for the quantification and management of catastrophe risk associated with natural perils as well as products for weather derivatives and enterprise risk management for the property/casualty insurance industry.

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School of Risk Management, Insurance and Actuarial Science of the Tobin College of Business at St. John's University • 101 Murray St., New York, NY 10007. Tel. 212-277-5198. Fax. 212-277-5199. www.stjohns.edu/academics/graduate/tobin/srm — Insurance industry-supported college providing a curriculum leading to bachelor's and master's degrees in business administration, financial management of risk, insurance finance and actuarial science. The Kathryn and Shelby Cullom Davis Library (212-277-5135) provides services, products and resources to its members.

Self-Insurance Institute of America • PO Box 1237, Simpsonville, SC 29681. Tel. 800-851-7789. Fax. 864-962-2483. www.siaa.org — Organization that fosters and promotes alternative methods of risk protection.

SNL Financial LC • One SNL Plaza, PO Box 2124, Charlottesville, VA 22902. Tel. 434-977-1600. Fax. 434-817-5320. www.snl.com — Research firm that collects, standardizes and disseminates all relevant corporate, financial, market and M&A data as well as news and analytics for the industries it covers: banking, specialized financial services, insurance, real estate and energy.

Society of Actuaries • 475 North Martingale, Suite 600, Schaumburg, IL 60173. Tel. 847-706-3500. Fax. 847-706-3599. www.soa.org — An educational, research and professional organization dedicated to serving the public and its members.

Society of Certified Insurance Counselors • The National Alliance for Insurance Education & Research, 3630 North Hills Dr., PO Box 27027, Austin, TX 78755-2027. Tel. 800-633-2165. Fax. 512-349-6194. www.scic.com — National education program in property, liability and life insurance.

Society of Financial Examiners • 174 Grace Blvd. Altamonte Springs, FL 32714. Tel. 407-682-4930. Fax. 407-682-3175. www.sofe.org — Professional society for examiners of insurance companies, banks, savings and loans, and credit unions.

Society of Insurance Research • 631 Eastpointe Dr., Shelbyville, IN 46176. Tel. 317-398-3684. Fax. 317-642-0535. www.sirnet.org — Stimulates insurance research and fosters exchanges among society members on research methodology.

Society of Insurance Trainers and Educators • 6635 W. Happy Valley Rd., Suite A104, #444, Glendale, AZ 85310-2609. Tel. 623-547-6401. Fax. 623-547-6814. www.insurancetrainers.org — Professional organization of trainers and educators in insurance.

Standard & Poor's Rating Group • 55 Water St., New York, NY 10041. Tel. 212-438-1000. www.standardandpoors.com — Monitors the credit quality of bonds and other financial instruments of corporations, governments and supranational entities.

Surety Association of America • 1101 Connecticut Ave., NW, Suite 800, Washington, DC 20036. Tel. 202-463-0600. Fax. 202-463-0606. www.surety.org — Statistical, rating, development and advisory organization for surety companies.

TheStreet.com Ratings • 15430 Endeavour Dr., Jupiter, FL 33478. Tel. 561-354-4400. Fax. 561-354-4497. www.thestretratings.com — Evaluates the strength of insurance and financial services firms.



Underwriters' Laboratories, Inc. • 2600 NW Lake Rd., Camas, WA 98607-8542. Tel. 877-854-3577. Fax. 367-817-6287. www.ul.com — Investigates and tests electrical materials and other products to determine whether fire prevention and protection standards are being met.

Weather Risk Management Association (WRMA) • 750 National Press Bldg., 529 14th St., NW, Washington, DC 20045. Tel. 202-289-3800. Fax. 360-817-6278. wrma.org — Provides forums for discussion and interaction with others associated with financial weather products.

***Wisconsin Insurance Alliance** • 44 E. Mifflin St., Suite 901, Madison, WI 53703-2895. Tel. 608-255-1749. Fax. 608-255-2178. www.wial.com — A state trade association of property/casualty insurance companies conducting legislative affairs and public relations on behalf of the industry.

***Workers Compensation Research Institute** • 955 Massachusetts Ave., Cambridge, MA 02139. Tel. 617-661-9274. Fax. 617-661-9284. www.wcrinet.org — A nonpartisan, not-for-profit membership organization conducting public policy research on workers compensation, healthcare and disability issues.

I . I . I . Member Companies

ACE USA
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Allianz of America, Inc.
Allied World Assurance Company
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