

# 2019 REPORT



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## FLORIDA MARKETPLACE ACTIVITY

### TOTAL 2Q19 FLORIDA PREMIUM



↑ 18%  
FROM 2Q18

### 2Q19 PREMIUM & POLICY COUNT

	2Q	YTD	FROM 2Q18
Total Premium	\$2,226,949,486	\$3,794,932,503	↑ 18%
Policy Count	345,482	653,828	↓ 2%
Average Cost Per Policy	\$6,446	\$5,804	↑ 20%

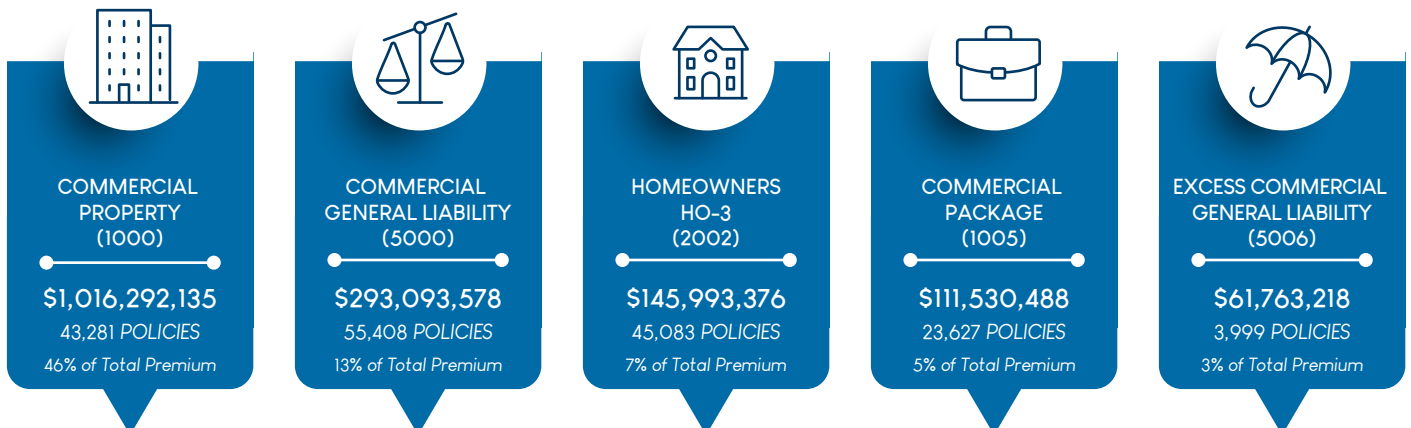
### 2Q19 TAXES, FEES, & ASSESSMENTS

	2Q
Taxes	\$96,333,266
Fees	\$2,446,621
Assessments	\$475,941

## TOP INSURERS BY PREMIUM

2Q19 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	2Q18 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$583,247,518	26%	1
2	LEXINGTON INSURANCE COMPANY	\$143,540,741	6%	2
3	INDIAN HARBOR INSURANCE COMPANY	\$74,472,259	3%	6
4	UNITED SPECIALTY INSURANCE COMPANY	\$72,041,511	3%	7
5	SCOTTSDALE INSURANCE COMPANY	\$68,038,364	3%	3

## TOP COVERAGES BY PREMIUM



Data herein is based upon policy transactions submitted between 04/01/19 and 06/30/19 and is current as of 07/01/19. All figures have been rounded to the nearest dollar amount.

## AGENT ACTIVITY

● Resident  
● Non-Resident



26% | 17  
74% | 48



43% | 936  
57% | 1,257



37% | 365  
63% | 625



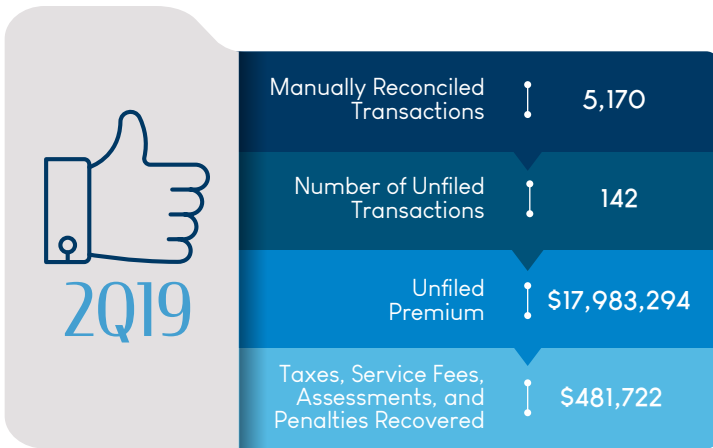
78% | 268,095  
22% | 77,172



64% | \$1,396,301,544  
36% | \$798,754,220

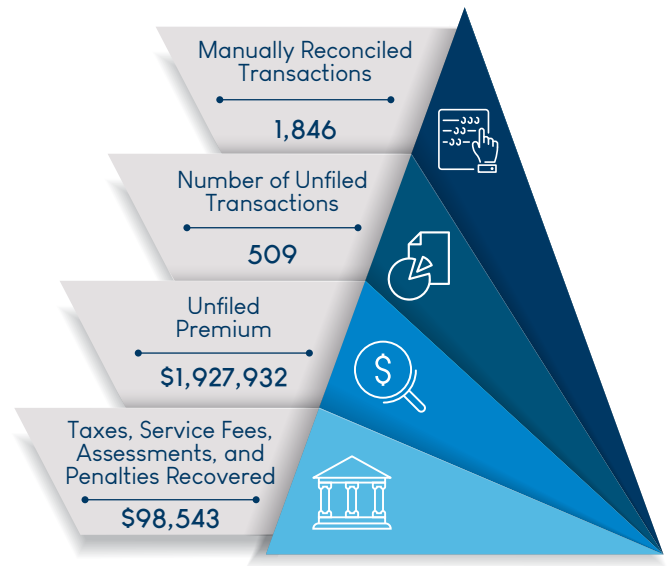
## FINANCIAL REVIEWS

### PREMIUM RECONCILIATION



Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$929,942**  
Unfiled Premium YTD | **\$30,449,218**

### PRODUCTION LEDGER REVIEW

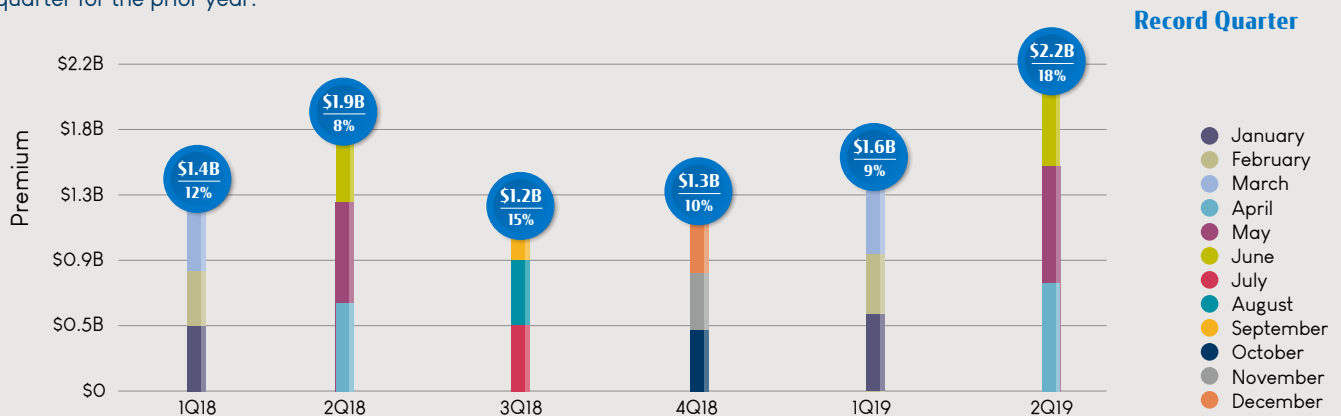


Taxes, Service Fees, Assessments, and Penalties Recovered YTD | **\$539,176**  
Unfiled Premium YTD | **\$10,133,701**

## ANALYTICS


### RECORD PREMIUM

FSLSO received record breaking premium during the first six months of 2019. The graph below shows the quarterly premium volume since first quarter 2018. The second quarter 2019 was a record quarter for our office, receiving close to \$2.23 billion in premium. With over \$794 million reported in May, this was also a record month for FSLSO. Percentages shown represent the growth over the same quarter for the prior year.



# MARKETPLACE MONITORING

## EDUCATION



60-HOUR PRE-LICENSING COURSE

**12**  
NEW ENROLLEES

7  
COMPLETE

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STUDY MANUALS

**85**  
TOTAL

68 Hard Copy  
17 E-Book






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CE COURSE

5-Hour Law & Ethics Update  
General Lines

5 HOURS

COMPLIANCE REVIEW

**95**

Compliance Reviews

193 YTD

**95%**

Final Grade<sup>1</sup>

95% YTD

**91%**

Regulatory Requirements

92% YTD

**98%**

Financial Requirements

98% YTD

**99%**

Data Requirements

99% YTD

Industry Grade

## PRODUCT & BUSINESS DEVELOPMENT

### NEW PRODUCT LAUNCH


**NEW**

Launched July 2019

FSLSO GO MOBILE APP 2.0

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New Features • Improved Login  
Compliance at your fingertips!



SLICE  
(Surplus Lines Information & Compliance Education Course)

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**47** NEW ENROLLEES | **14** COMPLETE

Enrolled YTD | **206**  
Completed YTD | **58**

### CUSTOMER OUTREACH



Spring Surplus Lines Law Group Meeting

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FAIA Annual Convention & Educational Symposium

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Lunch & Learn (visited 2 agencies)

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WSIA Annual Marketplace

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Florida Sterling Conference

### FEATURED PRODUCTS & SERVICES

AGENT PROCEDURES MANUAL

Updated to encompass recent law changes that took effect on July 1, 2019.

**2,915**

Online Views in Second Quarter

**972**


Average Views Per Month

**1,359**

Views Since July 1 Update

**↑40%** Increase in Views Per Month

### WEBSITE



**92,077**

TOTAL PAGE VIEWS

51% - Tax Estimator  
3% - Agent Procedures Manual  
1% - Market Data Reports

### ELECTRONIC COMMUNICATION

**34**

E-News, E-Alerts & Advisors

**23%**

Viewed by Customers



NEWS



<sup>1</sup>Weighted average of regulatory requirements, financial requirements, and data requirements.