

2013 Commissioner's Report on Underserved Communities

Table E - Agency Data per Company

(2009 - 2012 Data)

Company	Business Type	Marketing Type	Number of Agencies in California								Number of Agencies in Underserved Communities								Percentage of Agencies in California that are in the Underserved Communities							
			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
21ST CENTURY INSURANCE GROUP	Personal	Agency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ACCESS GENERAL INSURANCE CO	Personal	Brokerage	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ACE AMERICAN INSURANCE COMPANY	Commercial	Agency	0	0	0	0	151	134	375	353	0	0	0	0	12	10	33	29	0%	0%	0%	0%	8%	7%	9%	8%
AEGIS SECURITY INSURANCE CO	Personal	Agency	0	0	0	0	2	2	2	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
AFFIRMATIVE INSURANCE COMPANY	Personal	Agency	0	0	1	1	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ALLIANCE UNITED INSURANCE COMP	Personal	Agency	0	0	2	2	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ALLIED PROPERTY & CASUALTY INS	Personal	Agency	9	18	13	13	1,191	1,289	1,287	1,369	0	0	0	0	64	71	65	69	0%	0%	0%	0%	5%	6%	5%	5%
	Commercial	Agency	9	18	0	0	1,191	1,289	0	0	0	0	0	0	64	71	0	0	0%	0%	0%	0%	5%	6%	0%	0%
ALLSTATE INDEMNITY COMPANY	Personal	Agency	83	77	85	85	1,031	891	853	762	1	0	1	1	64	51	49	39	1%	0%	1%	1%	6%	6%	6%	5%
ALLSTATE INSURANCE COMPANY	Personal	Agency	83	77	85	85	1,031	891	853	762	1	0	1	1	64	51	49	39	1%	0%	1%	1%	6%	6%	6%	5%
	Commercial	Agency	83	77	85	85	1,031	891	853	762	1	0	1	1	64	51	49	39	1%	0%	1%	1%	6%	6%	6%	5%
ALLSTATE PROP AND CASUALTY	Personal	Agency	83	0	0	0	1,031	0	0	0	1	0	0	0	64	0	0	0	1%	0%	0%	0%	6%	0%	0%	0%
AMCO INSURANCE COMPANY	Personal	Agency	16	34	38	46	1,259	1,354	1,334	1,412	1	1	1	1	66	73	67	71	6%	3%	3%	2%	5%	5%	5%	5%
	Commercial	Agency	16	34	38	46	1,259	1,354	1,334	1,412	1	1	1	1	66	73	67	71	6%	3%	3%	2%	5%	5%	5%	5%
AMERICAN ALTERNATIVE INS CORP	Commercial	Agency	0	0	0	0	2	2	2	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
AMERICAN FAMILY HOME INSURANCE	Personal	Agency	0	0	0	0	46	45	170	206	0	0	0	0	3	2	7	9	0%	0%	0%	0%	7%	4%	4%	4%
AMERICAN HARDWARE MUTUAL INS	Commercial	Agency	22	20	0	0	0	0	0	0	1	1	0	0	0	0	0	0	5%	5%	0%	0%	0%	0%	0%	0%
AMERICAN MODERN HOME INSURANCE	Personal	Agency	0	0	0	0	269	250	185	222	0	0	0	0	8	8	7	9	0%	0%	0%	0%	3%	3%	4%	4%
AMERICAN SENTINEL COMPANY	Personal	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%

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			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
AMICA MUTUAL INSURANCE CO	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ANCHOR GENERAL INSURANCE CO	Personal	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ARCH INSURANCE COMPANY	Commercial	Agency	4	4	4	4	6	6	6	6	2	2	2	2	0	0	0	0	50%	50%	50%	50%	0%	0%	0%	0%
ARGONAUT INSURANCE COMPANY	Commercial	Agency	0	0	0	0	0	0	24	44	0	0	0	0	0	0	2	3	0%	0%	0%	0%	0%	0%	0%	0%
ARGONAUT GREAT CENTRAL INS	Commercial	Agency	1	1	0	0	5	5	19	19	0	0	0	0	0	0	1	1	0%	0%	0%	0%	0%	0%	5%	5%
ASSURANT GROUP	Personal	Agency	10	7	10	12	0	71	15	15	0	0	0	1	0	3	0	0	0%	0%	0%	8%	0%	4%	0%	0%
	Commercial	Agency	1	3	4	2	0	0	14	20	0	0	0	0	0	0	1	1	0%	0%	0%	0%	0%	0%	7%	5%
AUTO CLUB SOUTHERN CALIFORNIA	Personal	Agency	77	80	80	80	0	0	0	0	7	7	7	7	0	0	0	0	9%	9%	9%	9%	0%	0%	0%	0%
BANK of AMERICA CORP GRP	Personal	Agency	2	2	0	0	31	31	3	3	0	0	0	0	1	1	0	0	0%	0%	0%	0%	3%	3%	0%	0%
BANKERS STANDARD	Personal	Agency	0	0	0	0	100	132	1,694	1,943	0	0	0	0	7	8	52	65	0%	0%	0%	0%	7%	6%	3%	3%
BEAZLEY INSURANCE COMPANY INC	Commercial	No Agency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
BROTHERHOOD MUTUAL	Commercial	Agency	0	0	0	0	4	4	4	4	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
BUSINESS ALLIANCE INSURANCE CO	Commercial	Agency	0	0	0	0	0	0	942	956	0	0	0	0	0	0	154	160	0%	0%	0%	0%	0%	0%	0%	0%
CALIFORNIA CASUALTY	Personal	Sales Reps	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
CALIFORNIA FAIR PLAN	Personal	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
CALIFORNIA MUTUAL INSURANCE CO	Commercial	Agency	0	0	0	0	143	161	101	107	0	0	0	0	1	2	1	1	0%	0%	0%	0%	1%	1%	1%	1%
CALIFORNIA STATE AUTO ASSOC	Personal	Agency/ Marketing	94	87	84	83	0	0	0	0	3	2	1	1	0	0	0	0	3%	2%	1%	1%	0%	0%	0%	0%
CALIFORNIA STATE AUTO GROUP	Personal	Agency	94	87	84	83	0	0	0	0	3	2	1	1	0	0	0	0	3%	2%	1%	1%	0%	0%	0%	0%
CAPITAL INSURANCE GROUP	Personal	Agency	0	0	0	0	1,192	1,422	651	686	0	0	0	0	53	67	26	27	0%	0%	0%	0%	4%	5%	4%	4%
	Commercial	Agency	0	0	0	0	1,192	1,422	689	729	0	0	0	0	53	67	32	34	0%	0%	0%	0%	4%	5%	5%	5%
CENTURY-NATIONAL INSURANCE CO	Personal	Agency	0	0	0	0	378	374	455	440	0	0	0	0	40	40	39	37	0%	0%	0%	0%	11%	11%	9%	8%

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			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
CHARTIS PROPERTY CASUALTY CO	Personal	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
CNA INSURANCE COMPANIES	Commercial	Agency	0	0	0	0	532	532	496	493	0	0	0	0	46	46	43	42	0%	0%	0%	0%	9%	9%	9%	9%
COAST NATIONAL INSURANCE CO	Personal	Agency	5,433	6,309	3,949	3,719	2,574	3,294	2,779	2,859	356	428	289	284	645	827	682	689	7%	7%	7%	8%	25%	25%	25%	24%
COMMERCE WEST INSURANCE CO	Personal	Agency	0	0	2	3	1,809	2,085	1,456	1,420	0	0	0	0	176	218	172	169	0%	0%	0%	0%	10%	10%	12%	12%
COMMERCIAL ALLIANCE INSURANCE	Personal	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
COMPANION P&C INS. COMPANY	Personal	Agency	0	0	0	0	0	0	6	6	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
CONTRACTORS BONDING & INS CO	Commercial	Agency	0	0	0	0	182	200	179	229	0	0	0	0	11	12	8	9	0%	0%	0%	0%	6%	6%	4%	4%
CORNERSTONE NATIONAL INS CO	Personal	Agency	0	0	0	0	2	2	0	0	0	0	0	0	1	1	0	0	0%	0%	0%	0%	50%	50%	0%	0%
CRESTBROOK INSURANCE CO	Personal	Agency	0	0	0	0	0	0	789	888	0	0	0	0	0	0	32	38	0%	0%	0%	0%	0%	0%	0%	0%
CRUSADER INSURANCE COMPANY	Commercial	Agency	0	0	0	0	17	17	13	13	0	0	0	0	2	2	1	1	0%	0%	0%	0%	12%	12%	8%	8%
CSE INSURANCE GROUP	Personal	Agency	0	0	0	0	367	427	470	332	0	0	0	0	19	16	20	16	0%	0%	0%	0%	5%	4%	4%	5%
	Commercial	Agency	0	0	0	0	367	427	470	332	0	0	0	0	19	16	20	16	0%	0%	0%	0%	5%	4%	4%	5%
DANIELSON NATIONAL INS CO	Personal	Agency	0	0	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
DEERBROOK INSURANCE COMPANY	Personal	Agency	0	0	0	0	6	6	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
DEPOSITORS INSURANCE COMPANY	Personal	Agency	5	5	27	73	1,259	1,354	1,334	1,412	0	0	2	3	66	73	67	71	0%	0%	7%	4%	5%	5%	5%	5%
DONGBU INSURANCE CO LTD	Commercial	Agency	0	0	0	0	0	0	400	400	0	0	0	0	0	0	98	98	0%	0%	0%	0%	0%	0%	0%	0%
ELECTRIC INSURANCE COMPANY	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
EMPLOYERS MUTUAL CASUALTY CO	Commercial	Agency	0	0	0	0	63	87	112	104	0	0	0	0	2	3	3	4	0%	0%	0%	0%	3%	3%	3%	4%
ENCOMPASS INSURANCE COMPANY	Personal	Agency	0	0	0	0	209	228	212	225	0	0	0	0	10	10	10	10	0%	0%	0%	0%	5%	4%	5%	4%
ESURANCE PROPERTY & CASUALTY	Personal	Agency	0	0	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%

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			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
EVEREST NATIONAL INS CO	Commercial	Agency	1	1	0	0	2	2	0	0	0	0	0	0	1	1	0	0	0%	0%	0%	0%	50%	50%	0%	0%
FARMERS INSURANCE GROUP	Personal	Agency	3,154	3,118	2,836	2,896	277	263	241	263	247	241	227	239	84	81	75	80	8%	8%	8%	8%	30%	31%	31%	30%
	Commercial	Agency	3,154	3,118	2,836	2,896	277	263	241	263	247	241	227	239	84	81	75	80	8%	8%	8%	8%	30%	31%	31%	30%
FARMLAND INSURANCE COMPANY	Commercial	Agency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	50	0%	0%	0%	0%	0%	0%	0%	0%
FEDERAL INSURANCE COMPANY	Personal	Agency	0	0	0	0	235	232	250	253	0	0	0	0	15	13	13	15	0%	0%	0%	0%	6%	6%	5%	6%
	Commercial	Agency	0	0	0	0	336	340	342	346	0	0	0	0	37	32	32	34	0%	0%	0%	0%	11%	9%	9%	10%
FEDERATED MUTUAL INS GROUP	Commercial	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
FIDELITY NATL INSURANCE CO	Personal	Agency	0	0	0	0	1,351	1,351	908	940	0	0	0	0	184	184	99	100	0%	0%	0%	0%	14%	14%	11%	11%
	Commercial	Agency	0	0	0	0	24	24	22	22	0	0	0	0	2	2	1	1	0%	0%	0%	0%	8%	8%	5%	5%
FIDELITY NATL P&C INSURANCE CO	Personal	Agency	0	0	0	0	1,351	1,351	906	938	0	0	0	0	184	184	99	100	0%	0%	0%	0%	14%	14%	11%	11%
FINANCIAL INDEMNITY COMPANY	Personal	Agency	0	0	0	0	2,962	2,929	3,026	3,063	0	0	0	0	463	465	476	477	0%	0%	0%	0%	16%	16%	16%	16%
FINANCIAL PACIFIC INSURANCE CO	Commercial	Agency	0	0	0	0	158	151	356	376	0	0	0	0	2	2	5	13	0%	0%	0%	0%	1%	1%	1%	3%
FIREMANS FUND INSURANCE CO	Personal	Agency	0	0	0	0	270	267	265	266	0	0	0	0	19	16	14	14	0%	0%	0%	0%	7%	6%	5%	5%
	Commercial	Agency	0	0	0	0	368	352	316	315	0	0	0	0	34	30	23	23	0%	0%	0%	0%	9%	9%	7%	7%
FIRST AMERICAN PROPERTY INS	Personal	Agency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
FIRST AMERICAN SPECIALTY INS	Personal	Agency	0	0	0	0	549	562	549	569	0	0	0	0	40	42	43	43	0%	0%	0%	0%	7%	7%	8%	8%
FLORISTS MUTUAL INSURANCE CO	Commercial	Agency	4	4	4	3	17	17	18	14	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
FOREMOST INSURANCE GROUP	Personal	Agency	4,716	4,435	3,944	2,438	3,025	3,337	4,037	4,139	365	340	315	195	308	368	437	440	8%	8%	8%	8%	10%	11%	11%	11%
GARRISON PROP & CASUALTY INS CO	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
GEICO GROUP OF COMPANIES	Personal	Agency	5	8	10	10	0	0	0	0	0	0	1	1	0	0	0	0	0%	0%	10%	10%	0%	0%	0%	0%

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			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
GENERAL CASUALTY CO OF WI	Commercial	Agency	0	0	0	0	0	0	0	153	0	0	0	0	0	0	0	5	0%	0%	0%	0%	0%	0%	0%	0%
GOLDEN BEAR INSURANCE COMPANY	Personal	Agency	0	0	0	0	0	0	0	114	0	0	0	0	0	0	0	8	0%	0%	0%	0%	0%	0%	0%	0%
GOVERNMENT EMPLOYEES INS CO	Personal	Agency	5	8	10	10	0	0	0	0	0	0	1	1	0	0	0	0	0%	0%	10%	10%	0%	0%	0%	0%
GRANGE INSURANCE GROUP	Personal	Agency	0	0	0	0	94	103	100	112	0	0	0	0	0	0	1	2	0%	0%	0%	0%	0%	0%	1%	2%
GREAT AMERICAN ALLIANCE CO	Commercial	Agency	0	0	61	61	747	696	885	885	0	0	2	2	52	45	50	50	0%	0%	3%	3%	7%	6%	6%	6%
GREAT AMERICAN ASSURANCE CO	Commercial	Agency	0	0	61	61	747	696	885	885	0	0	2	2	52	45	50	50	0%	0%	3%	3%	7%	6%	6%	6%
GREAT AMERICAN INS CO OF NY	Commercial	Agency	0	0	61	61	747	696	885	885	0	0	2	2	52	45	50	50	0%	0%	3%	3%	7%	6%	6%	6%
GREAT AMERICAN INSURANCE CO	Commercial	Agency	0	0	61	61	747	696	885	885	0	0	2	2	52	45	50	50	0%	0%	3%	3%	7%	6%	6%	6%
GREAT NORTHERN INSURANCE CO	Commercial	Agency	0	0	0	0	283	289	292	294	0	0	0	0	24	20	21	23	0%	0%	0%	0%	8%	7%	7%	8%
GREENWICH INSURANCE COMPANY	Commercial	Agency	0	0	3	3	681	681	640	640	0	0	1	1	42	42	34	34	0%	0%	33%	33%	6%	6%	5%	5%
GUIDEONE MUTUAL INSURANCE CO	Commercial	Agency	0	0	0	1	68	76	77	82	0	0	0	0	3	1	2	2	0%	0%	0%	0%	4%	1%	3%	2%
GUIDEONE SPECIALTY MUTUAL CO	Commercial	Agency	0	0	0	1	68	76	77	82	0	0	0	0	3	1	2	2	0%	0%	0%	0%	4%	1%	3%	2%
HDI-GERLING AMERICA INSURANCE	Commercial	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
HILLSTAR INSURANCE COMPANY	Personal	Agency	0	0	0	0	567	618	1,162	1,142	0	0	0	0	156	171	278	271	0%	0%	0%	0%	28%	28%	24%	24%
HOMESITE INS. COMPANY OF CALIF	Personal	Agency/ Direct Marketing	12	16	0	0	3	34	0	0	1	1	0	0	1	4	0	0	8%	6%	0%	0%	33%	12%	0%	0%
HORACE MANN GROUP OF COMPANIES	Personal	Agency	43	72	69	67	0	0	0	0	3	3	3	5	0	0	0	0	7%	4%	4%	7%	0%	0%	0%	0%
HUDSON INSURANCE COMPANY	Personal	Agency	0	0	0	0	5	3	3	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	0	0	0	0	8	8	8	8	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
IDS PROPERTY CASUALTY INS	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%

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			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
IMPERIUM INSURANCE COMPANY	Personal	Agency	0	0	0	0	2	2	2	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
INDEMNITY INS CO OF NORTH AMER	Commercial	Agency	0	0	0	0	151	134	375	353	0	0	0	0	12	10	33	29	0%	0%	0%	0%	8%	7%	9%	8%
INFINITY PROPERTY AND CASUALTY	Personal	Agency	0	0	0	0	3,878	3,959	4,742	4,771	0	0	0	0	963	990	1,167	1,193	0%	0%	0%	0%	25%	25%	25%	25%
INSURANCE COMPANY OF THE WEST	Personal	Agency	0	0	0	0	2,800	2,800	2,802	2,170	0	0	0	0	480	480	572	484	0%	0%	0%	0%	17%	17%	20%	22%
	Commercial	Agency	0	0	0	0	2,800	2,800	0	0	0	0	0	0	480	480	0	0	0%	0%	0%	0%	17%	17%	0%	0%
INTEGON NATIONAL INSURANCE CO	Personal	Agency	0	0	0	0	0	0	1841	2062	0	0	0	0	0	0	235	239	0%	0%	0%	0%	0%	0%	0%	0%
INTEGON PREFERRED INSURANCE CO	Personal	Agency	0	0	0	0	1,426	1,559	1,841	2,067	0	0	0	0	205	226	235	239	0%	0%	0%	0%	14%	14%	13%	12%
KEMPER AUTO AND HOME COMPANIES	Personal	Agency	0	0	0	0	595	662	683	803	0	0	0	0	16	19	25	31	0%	0%	0%	0%	3%	3%	4%	4%
LIBERTYMUTUALINSURANCEGROUP	Personal	Agency	29	28	24	23	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	2	2	2	2	155	155	302	231	1	1	1	1	9	9	20	15	50%	50%	50%	50%	6%	6%	7%	6%
LOYA CASUALTY INSURANCE CO	Personal	Agency	142	149	185	182	0	0	0	0	50	52	63	60	0	0	0	0	35%	35%	34%	33%	0%	0%	0%	0%
LUMBERMENS UNDERWRITING	Commercial	Agency	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
MAGNA CARTA COMPANIES	Commercial	Agency	0	0	0	0	94	95	96	98	0	0	0	0	4	4	4	4	0%	0%	0%	0%	4%	4%	4%	4%
MAPFRE INSURANCE COMPANY	Personal	Agency	0	0	0	2	0	0	0	170	0	0	0	0	0	0	0	14	0%	0%	0%	0%	0%	0%	0%	0%
MARKEL INSURANCE COMPANY	Commercial	Agency	0	0	0	0	382	402	419	435	0	0	0	0	25	23	28	30	0%	0%	0%	0%	7%	6%	7%	7%
	Personal	Agency	0	0	0	0	89	101	108	113	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
MERCURY INSURANCE GROUP	Personal	Agency	0	0	0	0	1,866	1,838	2,309	2,271	0	0	0	0	136	133	170	169	0%	0%	0%	0%	7%	7%	7%	7%
	Commercial	Agency	0	0	0	0	774	792	886	986	0	0	0	0	40	43	47	56	0%	0%	0%	0%	5%	5%	5%	6%
METROPOLITAN DIRECT P&C INS CO	Personal	Agency	15	15	17	16	246	452	585	681	1	1	1	1	15	24	28	31	7%	7%	6%	6%	6%	5%	5%	5%
MGA INSURANCE COMPANY	Personal	Agency	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
MIC GENERAL INSURANCE CORP	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
mitsui sumitomo ins group	Commercial	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%

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			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
NATIONAL AMERICAN INSURANCE CO	Personal	Agency	0	0	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
NATIONAL GENERAL INS CORP	Personal	Agency	2	2	2	2	2	2	2	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
NATIONAL UNITY INSURANCE CO	Personal	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
NATIONS INSURANCE	Personal	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
NATIONWIDE AGRIBUSINESS	Commercial	Agency	25	25	22	21	0	0	826	950	0	0	1	1	0	0	26	32	0%	0%	5%	5%	0%	0%	3%	3%
NATIONWIDE FIRE INSURANCE INS	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
NATIONWIDE INS OF INS AMERICA	Personal	Agency	44	59	62	74	4	4	4	5	3	3	3	3	0	0	0	0	7%	5%	5%	4%	0%	0%	0%	0%
	Commercial	Agency	44	59	62	74	4	4	4	5	3	3	3	3	0	0	0	0	7%	5%	5%	4%	0%	0%	0%	0%
NATIONWIDE MUTUALINS CO ALLIED	Commercial	Agency	33	53	55	62	1,259	1,354	1,334	1,412	3	3	3	3	66	73	67	71	9%	6%	5%	5%	5%	5%	5%	5%
NAVIGATORS INSURANCE COMPANY	Commercial	Agency	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
OCCIDENTAL FIRE & CASUALTY CO	Personal	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
OCEAN HARBOR CASUALTY INS	Personal	Program Admins	0	0	0	0	0	0	2	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
ONE BEACON INSURANCE GROUP	Commercial	Agency	1	1	1	1	767	263	242	271	0	0	0	0	50	14	13	16	0%	0%	0%	0%	7%	5%	5%	6%
OREGON MUTUAL INSURANCE CO	Personal	Agency	0	0	0	0	300	267	308	309	0	0	0	0	13	10	11	10	0%	0%	0%	0%	4%	4%	4%	3%
	Commercial	Agency	0	0	0	0	300	267	308	309	0	0	0	0	13	10	11	10	0%	0%	0%	0%	4%	4%	4%	3%
PACIFIC PIONEER INSURANCE CO	Personal	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PACIFIC PROPERTY AND CASUALTY	Personal	Agency	58	64	50	53	0	0	0	0	1	1	1	1	0	0	0	0	2%	2%	2%	2%	0%	0%	0%	0%
PACIFIC SPECIALTY INSURANCE CO	Personal	Agency	0	0	0	0	25	26	27	26	0	0	0	0	3	3	3	3	0%	0%	0%	0%	12%	12%	11%	12%
	Commercial	Agency	0	0	0	0	17	17	16	16	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PENN AMERICA INSURANCE COMPANY	Commercial	Agency	0	0	0	0	11	11	8	8	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PERMANENT GEN ASSURANCE CO	Personal	Brokerage/ Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PHILADELPHIA INDEMNITY INS CO	Commercial	Agency	4	4	4	4	1,187	1,255	1,320	1,411	0	0	0	0	62	62	69	79	0%	0%	0%	0%	5%	5%	5%	6%

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			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
PLAZA INDEMNITY COMPANY	Personal	Agency	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PRAETORIAN INSURANCE COMPANY	Personal	Agency	0	0	0	0	6	6	6	6	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	0	0	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PRESERVER INSURANCE COMPANY	Personal	Agency	0	0	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PROCENTURY INSURANCE COMPANY	Personal	Agency	0	0	0	0	1	1	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
PROGRESSIVE INSURANCE COMPANY	Personal	Agency	0	0	0	0	5,185	5,558	5,185	5,664	0	0	0	0	663	722	656	721	0%	0%	0%	0%	13%	13%	13%	13%
QBE INSURANCE CORPORATION	Personal	Agency	0	0	0	0	1,194	1,264	1,296	1,403	0	0	0	0	246	270	277	325	0%	0%	0%	0%	21%	21%	21%	23%
	Commercial	Agency	0	0	0	0	611	611	589	589	0	0	0	0	39	39	32	32	0%	0%	0%	0%	6%	6%	5%	5%
RIVERPORT INSURANCE COMPANY	Commercial	Agency	0	0	0	0	610	610	588	588	0	0	0	0	39	39	32	32	0%	0%	0%	0%	6%	6%	5%	5%
SAFECO INSURANCE COMPANIES	Personal	Agency	0	0	0	0	1,221	1,124	1,136	1,102	0	0	0	0	88	83	77	78	0%	0%	0%	0%	7%	7%	7%	7%
	Commercial	Agency	0	0	0	0	1,221	1,124	1,136	1,102	0	0	0	0	88	83	77	78	0%	0%	0%	0%	7%	7%	7%	7%
SAFEMARK DIRECT INSURANCE CO	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
SAFEMARK INSURANCE COMPANY	Personal	Agency	0	0	0	0	924	979	1,003	1,050	0	0	0	0	300	326	335	351	0%	0%	0%	0%	32%	33%	33%	33%
SAMSUNG FIRE & MARINE (USB)	Commercial	Agency	0	0	0	0	0	0	0	33	0	0	0	0	0	0	0	11	0%	0%	0%	0%	0%	0%	0%	0%
SCOTTSDALE INDEMNITY COMPANY	Commercial	Agency	0	0	0	0	0	3	3	3	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
SENECA INSURANCE COMPANY	Commercial	Agency	0	0	0	0	5	5	5	5	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
SENTRY INSURANCE A MUTUAL CO	Commercial	Agency	31	35	34	32	0	0	0	0	1	1	2	0	0	0	0	0	3%	3%	6%	0%	0%	0%	0%	0%
SENTRY SELECT INSURANCE	Commercial	Agency	11	11	10	9	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
SEQUOIA INSURANCE GROUP	Personal	Agency	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	0	0	0	0	61	61	61	61	0	0	0	0	2	2	2	2	0%	0%	0%	0%	3%	3%	3%	3%

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			Captive				Independent				Captive				Independent				Captive				Independent			
			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
SOMPO JAPAN INSURANCE COMPANY	Commercial	Agency	0	0	0	0	34	37	37	41	0	0	0	0	10	9	9	8	0%	0%	0%	0%	29%	24%	24%	20%
SPARTA INSURANCE COMPANY	Commercial	Agency	0	0	0	0	0	0	15	15	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
STAR INSURANCE COMPANY	Commercial	Agency	0	0	0	0	9	11	9	8	0	0	0	0	0	1	1	1	0%	0%	0%	0%	0%	9%	11%	13%
STARR INDEMNITY & LIABILITY CO	Personal	Agency	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
STATE FARM INSURANCE COMPANIES	Personal	Agency	1,843	1,870	1,889	1,925	0	0	0	0	96	103	103	107	0	0	0	0	5%	6%	5%	6%	0%	0%	0%	0%
	Commercial	Agency	1,843	1,870	1,889	1,925	0	0	0	0	96	103	103	107	0	0	0	0	5%	6%	5%	6%	0%	0%	0%	0%
STATE NATIONAL INSURANCE CO	Personal	Agency	0	0	0	0	2,248	2,443	2,619	2,771	0	0	0	0	482	541	556	578	0%	0%	0%	0%	21%	22%	21%	21%
	Commercial	Agency	0	0	0	0	95	104	88	86	0	0	0	0	1	1	2	1	0%	0%	0%	0%	1%	1%	2%	1%
STERLING CASUALTY INS CO	Personal	Agency	29	31	33	28	0	0	0	0	2	2	3	1	0	0	0	0	7%	6%	9%	4%	0%	0%	0%	0%
THE DENTISTS INSURANCE COMPANY	Commercial	Association Membership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
THE HANOVER INSURANCE GROUP	Commercial	Agency	0	0	0	0	0	0	228	228	0	0	0	0	0	0	11	11	0%	0%	0%	0%	0%	0%	0%	0%
THE HARTFORD	Personal		0	0	0	0	789	762	1,058	1,111	0	0	0	0	49	44	60	62	0%	0%	0%	0%	6%	6%	6%	6%
	Commercial	Agency	0	0	0	0	693	730	1,226	1,301	0	0	0	0	39	48	79	78	0%	0%	0%	0%	6%	7%	6%	6%
TOKIO MARINE & NICHIDO FIRE	Personal	Agency	0	0	0	0	34	33	31	30	0	0	0	0	12	11	11	11	0%	0%	0%	0%	35%	33%	35%	37%
	Commercial	Agency	0	0	0	0	31	32	30	29	0	0	0	0	11	10	11	11	0%	0%	0%	0%	35%	31%	37%	38%
TOPA INSURANCE COMPANY	Personal	Agency	0	0	0	0	8	8	9	9	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
	Commercial	Agency	0	0	0	0	2	2	7	7	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
TOWER SELECT INSURANCE CO	Personal	Agency	0	0	0	0	13	15	14	12	0	0	0	0	1	1	1	1	0%	0%	0%	0%	8%	7%	7%	8%
	Commercial	Agency	0	0	0	0	15	17	19	16	0	0	0	0	2	2	2	2	0%	0%	0%	0%	13%	12%	11%	13%
TRANSGUARD INSURANCE COMPANY	Personal	Brokerage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
TRAVELERS INSURANCE GROUP	Personal	Agency	0	0	0	0	2,367	2,455	2,003	2,587	0	0	0	0	177	177	130	172	0%	0%	0%	0%	7%	7%	6%	7%
	Commercial	Agency	0	0	0	0	2,367	2,455	2,003	2,587	0	0	0	0	177	177	130	172	0%	0%	0%	0%	7%	7%	6%	7%

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			2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012	2009	2010	2011	2012
U S SPECIALTY INSURANCE CO	Commercial	Agency	0	0	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
UNIGARD INSURANCE GROUP	Personal	Agency	0	0	0	0	181	181	181	154	0	0	0	0	6	6	6	5	0%	0%	0%	0%	3%	3%	3%	3%
	Commercial	Agency	0	0	0	0	181	181	181	154	0	0	0	0	6	6	6	5	0%	0%	0%	0%	3%	3%	3%	3%
UNITED SERVICES AUTO ASSO	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
UNITED STATES LIABILITY INS	Commercial	Agency	0	0	0	0	40	61	200	254	0	0	0	0	1	2	15	19	0%	0%	0%	0%	3%	3%	8%	7%
UNITRIN DIRECT INSURANCE CO	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
UNIVERSAL NORTH AMERICA INS	Personal	Agency	0	0	0	0	1	2	2	2	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
USAA CASUALTY INSURANCE CO	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
USAA GENERAL INDEMNITY COMPANY	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
VICTORIA FIRE & CAS INS CO	Personal	Agency	51	51	0	0	1,077	1,238	1,178	1,324	5	5	0	0	123	161	157	170	10%	10%	0%	0%	11%	13%	13%	13%
VIGILANT INSURANCE COMPANY	Personal	Agency	0	0	0	0	227	227	244	246	0	0	0	0	13	13	13	15	0%	0%	0%	0%	6%	6%	5%	6%
	Commercial	Agency	0	0	0	0	285	290	292	294	0	0	0	0	26	21	21	23	0%	0%	0%	0%	9%	7%	7%	8%
VIKING INSURANCE COMPANY OF WI	Personal	Agency	0	0	0	0	1,999	1,989	2,035	2,052	0	0	0	0	355	357	370	371	0%	0%	0%	0%	18%	18%	18%	18%
WAWANESA INSURANCE GROUP	Personal	Direct Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
WESTERN GENERAL INSURANCE CO	Personal	Agency	5	6	5	5	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
WESTERN MUTUAL INS GROUP	Personal	Agency	0	0	0	0	8	8	8	8	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0%	0%
WORKMENS AUTO INSURANCE CO	Personal	Agency	0	0	0	0	144	143	378	515	0	0	0	0	10	10	85	102	0%	0%	0%	0%	7%	7%	22%	20%
XL INSURANCE AMERICA, INC	Commercial	Agency	0	0	0	0	14	14	18	18	0	0	0	0	1	1	1	1	0%	0%	0%	0%	7%	7%	6%	6%
XL SPECIALTY INSURANCE COMPANY	Commercial	Agency	0	0	3	3	45	45	41	41	0	0	1	1	4	4	3	3	0%	0%	33%	33%	9%	9%	7%	7%
ZENITH INSURANCE COMPANY	Commercial	Agency	0	0	0	0	0	0	89	105	0	0	0	0	0	0	1	1	0%	0%	0%	0%	0%	0%	0%	0%
ZURICH NORTH AMERICA GROUP	Personal	Agency	0	0	0	0	623	623	595	595	0	0	0	0	44	44	32	32	0%	0%	0%	0%	7%	7%	5%	5%
	Commercial	Agency	0	0	0	0	611	611	589	589	0	0	0	0	42	42	32	32	0%	0%	0%	0%	7%	7%	5%	5%