

SLA Quarterly

THE SURPLUS LINE ASSOCIATION OF CALIFORNIA | WINTER 2012

SLA ELECTS OFFICERS



Davis Moore
Chairman, 2012



Pam Quilici
Vice Chairman, 2012



Ian Fitt
Secretary-Treasurer, 2012

Presiding over the Surplus Line Association of California's 75th Annual Meeting held in San Francisco on January 24 and Los Angeles on January 26, 2012, the Association Chairman, Patrick Hanley called the meeting to order and thanked the Executive Committee and his standing committee chairs for their dedication and service to the industry. In reviewing the year, Chairman Patrick Hanley noted significant legislative changes had occurred in 2011 at both the state and federal level. The California Legislature's bill, A.B. 315, went into effect, which raises the minimum capital and surplus for the List of Approved Surplus Line Insurers from \$15 million to \$45 million. Also, the federal Non-admitted and Reinsurance Reform Act (NRRA)

went into effect and will give a big boost to interstate insurance transactions by simplifying the system of premium tax allocation among the states.

After reports from the Secretary-Treasurer, and the Director of the Stamping Office, Chairman Hanley moved to the major business item of the meeting – the election of officers. The meeting attendees were read the slate of officers and executive committee members who had been nominated to serve in 2012. The nominees are as follows: Elected Chairman was Davis Moore, President of Worldwide Facilities, Inc., elected Vice Chairman was Pamela Quilici, Executive Vice President of Crouse & Associates, and elected

Secretary-Treasurer was Ian Fitt, President of Western Re Managers Insurance Services, Inc. In addition, ten Executive Committee members were elected as follows: Les Ross of Wholesale Trading Co-Op Insurance Services, LLC, Dean Andrighetto of Westchester Specialty Insurance Services, Denis Brady of RT Specialty, Chris Brown of Brown & Riding Insurance Services, Inc., John Edack of Arch Specialty Insurance Agency, Inc., Rupert Hall of M. J. Hall & Company, Inc., Phil Mazur of Swett & Crawford, Anne McNally of Wells Fargo Insurance Services, Inc., Gerald J. Sullivan of Gerald J. Sullivan & Associates, Inc., Patrick Hanley of Socius Insurance.

The Chairman then asked for any



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outstanding nominations from the floor; hearing none, the slate of nominees was put to a vote which was unanimous in its favor of the slate. The Chairman also asked for a vote to approve the appointment of Justice Harry Low (Ret.) for a one year term as SLA Mediator. The motion to appoint Harry Low as Mediator passed with unanimous vote. The

Chairman then called upon the SLA General Counsel, Jim Woods of Dewey & LeBoeuf, to provide a legal update.

At the conclusion of the business meeting, the incoming Chairman, Davis Moore, presented the outgoing Chairman, Patrick Hanley, with

a replica of the Lutine Bell that hangs in the trading room of Lloyd's, as a token of appreciation for his year of service.

The business session of the SLA Annual Meeting can be viewed on the SLA website (www.slacal.org) under Publications, Video, Annual Meeting 2012, WATCH.

REPORT OF THE DIRECTOR OF THE STAMPING OFFICE

Joy Erven, Director, Stamping Office



On January 24th and 26th, the Surplus Line Association held its Annual Meetings in San Francisco and Los Angeles. The Annual Meetings, and the new year, are a time to reflect on the accomplishments of the past year as well as look ahead to the ways we can improve our association and our services to our members.

The Surplus Line Association was formed in 1937, and we have worked

side by side with the CDI protecting consumers for 75 years.

This past year was significant on many fronts. And I would like to thank Patrick Hanley, who served as our chairman, for leading us through a challenging year that had changes on the state, as well as national fronts. Pat showed strong leadership and courage during these times. I appreciate the dedication and encouragement he gave me throughout the year.

Patrick- as chairman presided over multiple executive committee meetings, took part in many conference calls, pulled double duty as chairman of our WSSLC 2012 planning committee as well as presiding over

the Audit Committee and our Strategic planning session. He spent many hours on SLA business and I extend the gratitude of the Association and the membership.

Looking back, 2011 will go down in the books as the year of NRRRA. Few of us will forget the countdown to July 21, 2011. The anticipation, nervousness, and apprehension can only be likened to how we felt during Y2K. Part of the Dodd Frank legislation, the language that pertained to the surplus lines industry resulted in changes to how taxes are filed and relied heavily on the definition of home state. The bill needed some work on the state front which resulted in AB315. AB 315 was a cumulative effort of many people that

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created a bill that would help guide how California surplus lines brokers implement NRRA. It is important we acknowledge the many hours of work numerous individuals put in. We appreciate the support and hard work of the follow individuals: From our Executive Committee: Hank Haldeman and Jerry Sullivan. From the Department of Insurance: Carol Frair, Jill Jacobi, Susan Stapp, Louie Quan, Al Bottalico, Emma Hirschhorn, Keith Kuzmich, Laura Alarcon, and from Dewey & LeBoeuf : Jim Woods, Nicole Zayac, and Hilary Kang

Another significant milestone was the implementation of SLIP, the on line filing system the SLA has spent many years developing. We went live in August and in the first 120 days of releasing, over 600 members have used the system, submitting 2,231 batches, and responding to nearly 7,000 tags/alerts. The batches were comprised of over 14,000 items. Over 400 different brokerages and companies are using SLIP for California Surplus Lines processing. We have implemented over 47 improvements to the software which incorporated user feedback and correction of some Bugs. We continue to accommodate broker feedback and make enhancements to the system,

as well as fine tune processes relating to NRRA requirements. The SLA will continue to work with Infinity Software for several more months to refine the software, and speed up processing times.

Statistically we saw encouraging news in 2011. We were happy to see a 3.29% over 2010 with filed premium processed of \$4,340,111. The surplus lines market continues to gain back ground and we are optimistic for a productive 2012.

The Stamping fees invoiced were \$10,709,286 and the Item count was up 9% from 2010 at 459,097.

Members of our association dropped slightly to 4679. This is a natural leveling off after the meteoric rise when the new licensing rules went into effect a few years ago.

The Education department held seminars throughout California. The SLA responded to the needs of our members for NRRA education as well and hosted webinars, as well as live classes in SF, Fresno and Los Angeles.

As a reminder State taxes are due... as they are every year... on March 1st. I sent a bulletin out last week with the link to the new forms. The forms are also posted on our website. It's especially important to note that

there has been a significant change to the reporting on the forms, and the Department now asks that the premium is broken out by state.

California is the host state of the Western States Surplus Lines Conference this year. The dates of the conference are July 25 to 28th and when California hosts it has historically been the most well attended Western States Conference. The conference was originally a small meeting for the various SLA office scattered around the country to get together and share information about the surplus lines industry. It has grown to include surplus lines brokers, surplus lines insurer and reinsurers. This year's conference will be held at the beautiful St Regis Monarch Beach Resort in Dana Point. There is a website devoted to the event you can access thru the SLA homepage. CE classes will be offered as well as Industry updates.

The Surplus Line Association continues to be a vibrant association – dedicated to our members, striving to improve and enhance our services to become an industry leader. Our vision for the future is one of efficiency and innovation: overseeing the financial stability of insurers doing business in California, educating our brokers with seminars, on line train-



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ings, and webinars, and assisting in the collection of statutorily required documents for the Department of Insurance. We will continue to listen to feedback regarding our on line filing system and implement enhancements accordingly. We will give our members timely communication on regulatory changes, including NRRA updates, and strive to improve our customer service with increased response time to inquiries and a user friendly, informative website.

The Managers -Pat McAuley, Linda Cheng, Vienna Murray, and Mike Caturegli have done an excellent job this year. They have worked long hours and put the members first. I thank them for their service and I appreciate their support and hard work. I am pleased to continue to serve as the Director of the Stamping Office. The Association and I will not rest on our laurels, but will continue to strive for improvement and

outstanding service to its Members.

I look forward to tackling the challenges in the upcoming year. With the guidance of our Executive Committee and the newly elected Chairman, I am confident we will achieve the goals set forth. The SLA has 75 years of experience and expertise behind it, and I believe with our outstanding group we will continue to grow and consistently meet the needs of our industry and members.

New Business Entity Licenses Added Since December 2011

AG Providers Insurance Services, LLC
BLIS Insurance Services Inc.
Buckner Company Inc., The
Care Providers Insurance Services, LLC
Congruent Risk & Insurance Services, Inc.
Cove Programs Insurance Services LLC
CoverX Corporation
CTC Transportation Insurance Services LLC
Dewitt Stern Group, Inc.
Gateway Underwriters Agency, Inc.
IMA, Inc.

Managed Insurance Services Inc.
Mattei Insurance Services, Inc.
Merrimac Marine Insurance LLC
MIB Insurance Services, Inc.
Milpec Insurance Solutions LLC
Multifamily Internet Ventures, LLC
Newtek Insurance Agency, LLC
Phoenix Risk Management, Inc.
Specialty Programs Insurance Professionals, LLC
TWFG General Agency, Inc.
Union Life & Casualty Insurance Agency Inc

New Individual Licenses Added Since December 2011

Andrews, Osa Lamar III
Barrera, Alfredo Benjamin
Beam, John Greer Jr
Borowsky, Deborah Lynn
Brown, Kimberly Jean
Buckner, Terry Hale
Bunch, Richard Finley III
Burke, Daniel Patrick

Burkhart, Susan Rose
Busch, Ralph Bering III
Cesarani, Vincent Anthony
Chan, Winnie (M.W.)
Cox, Matthew Curtis
Davenport, Michael Joseph
Droz, Gerald Bruce
Duggan, Patrick J.

Fellows, Christina Jean
Figueroa, Beronica
Fill, Christopher Mark
Fitzmaurice, Deborah Lee
Gainor, David Edward
Gonzales, Craig Jay
Gordon, Joann
Griffin, Lashonda Denise

Guilbeau, Todd Christopher
Hadley, Charles Robert
Haller, Patricia Jessica
Harjes, Donald Lloyd
Helsten, David Charles
Henry, Skye Michelle-Ann
Hook, Jeffrey Dalton
Hower, Candace Sue



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Hudson, Frederick Rodgers III	Montano, Anthony	Shockey, Kristi Irene
Humphrey, Lindsey	Montellano, Valerie Cecilia	Snook, Shawn Patrick
Huntington, Douglas Charles	Montevaldo, Darcy Osgood	Solari, John Anthony
Hutton, David Ernest	Neidle, Lee Scott	Stafford, Daryle Edwin Jr
Innes, Jay Allan	O'Brien, Barbara Carothers	Staley, Stephanie Jean
James, Carolyn Ann	O'Neal, Daniel Ray	Sunderlin, Laura Kay
Johnson, Charles Raymond Jr	Padilla, Gabriela Margarita	Tappel, Craig Ahern
Johnston, Andrew Bruce	Palmer, Kenneth Fred Jr.	Thomas, Bernard David
Jones, Merle Eugene	Paul, Lisa Renee	Valladares, Seneyda Veronica
Kabban, Elie Michael	Pecavar, Kelly Anne	Varner, Maria Cristina
Keller, James Ray	Puerto, Rosemarie	Warner, Cheryl Jamee
Lager, Robert William	Rabey, Cynthia Ann	Welch, Robyn Ludwig
Lederer, Rodger William	Rachild, Sandra	Williams, Jeri Ann
Logan, Russell Robert	Ryan, Jeffrey Allen	Wong, Rick Brian
Martin, Kevin Bruce	Santini, Jason	Yelavich, Paul Hare
Martin, Kirie Dawn	Schoenthal, Jennifer Ann	Yount, Samuel Walker
Michon, Samuel Alexander	Scott, John Paul	Zvanut, Aaron Michael

SLA Membership Totals as of March 21, 2012

California Business Entities	614	Non-Resident Business Entities	474
California Individuals	<u>2,242</u>	Non-Resident Individuals	<u>1,355</u>
Total California	2,856	Total Non-Resident	1,829
		Total SLA Membership:	<u>4,685</u>

LEGAL UPDATES

NRRA remains the hot topic of discussion in 2012. As many brokers should be aware by now, California requires a tax on 100% of the surplus line insurance premium when California is the home state of the

insured regardless of the amount of premium allocated to California. With respect to multi-state policies that include risks or exposures located outside the United States, the Department of Insurance has taken

the position that under its interpretation of AB 315, premium tax on the portion allocated to non-U.S. risks or exposures will not be collected. Accordingly, for a multi-state policy, when California is the home state,



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surplus line brokers should remit the tax on the entire premium charged, less the portion allocated to non-U.S. risks or exposures, to California.

While California is not a party to any tax sharing agreement or compact, it is worth noting that Surplus Lines Insurance Multi-State Compliance Compact (SLIMPACT) may finally have a tenth state required to become operational. Hawaii introduced Senate Bill 2168 on January 20, 2012 which would direct the Insurance Commissioner to enter into SLIMPACT and would enact SLIMPACT into law (Hawaii is currently a party to NIMA discussed below). The nine states that have enacted SLIMPACT are: Alabama, Indiana, Kansas, Kentucky, New Mexico, North Dakota, Rhode Island, Tennessee, and Vermont.

On the other hand, Nebraska recently withdrew from the Nonadmitted Insurance Multi-State Agreement (NIMA), the implementation of which was delayed twice. NIMA participating states anticipate that a Clearinghouse will not be operational prior to July 1, 2012 and have deferred the applicability of multi-state premium tax allocations and the NIMA allocation schedule until that time. Surplus line brokers are advised to continue to remit taxes to

the home state of the insured. NIMA participating states are: Alaska, Connecticut, Florida, Hawaii, Louisiana, Mississippi, Nevada, South Dakota, Utah, and Wyoming. Puerto Rico is also a party to NIMA.

Surplus line brokers are reminded that effective January 1, 2012, when multiple licensed surplus line brokers are involved in making a placement for a home state insured, the policy filing requirement may be delegated to one licensed surplus line broker involved in the transaction pursuant to a written agreement signed by and between the surplus line brokers. The written agreement must provide by its terms that the agreement be made available to the Commissioner upon request.

Several inquiries were made requesting clarification on what is required under section 481 relating to disclosure regarding the return of unearned premium. Section 481 requires the following disclosure if any insurance policy issued or renewed on or after January 1, 2012 includes a provision to refund premium other than on a pro rata basis:

1. The fact that the return of unearned premium will be calculated on a non-pro rata basis;
2. Whether or not the policy is subject to a cancellation fee if applicable; and
3. Actual or maximum fees or penalties to be applied, which may be stated in the form of percentages of the premium.

This disclosure must be provided prior to, or concurrent with, the application and prior to each renewal, and if the application is made by phone, the disclosure must be mailed to the applicant within 5 business days. The disclosure is not required if the policy provision permits, but does not require, the insurer to refund premium other than on a pro rata basis, and the insurer does in fact return unearned premium on a pro rata basis.

Although section 481 disclosure requirement does not expressly apply to surplus line policies, to avoid potential regulatory and commercial disputes, surplus line brokers are encouraged to comply with the disclosure requirement to the greatest degree practicable. For example, when policies are received, surplus line brokers should verify whether the policy contains provisions that indicate that refunds will be provided on a non-pro rata basis. If so, surplus line brokers should work with

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insurers to ensure the disclosure is provided. To further safeguard from potential issues, surplus line brokers may consider maintaining documentation that shows an attempt to com-

ply with the disclosure requirement was made (i.e., requested the insurer to provide the disclosure).

MEMBER PROFILE

Ian Fitt, President, Western Re/Managers Insurance Services, Inc.



Ian Fitt graduated from the University of Kansas in 1989 with a BA in Journalism and Marketing. After a three year stint in the advertising industry, Ian began his insurance career with NAC Reinsurance in 1992 as a Casualty Facultative Underwriter analyzing various casualty lines including, GL, AL, Umbrella and Miscellaneous E&O covers. He aggressively pursued opportunities within NAC Reinsurance taking on a wide array of responsibilities in their San Francisco, Hartford and Chicago offices where he finished as a Senior Underwriter and Direct Program Coordinator.

In 1998 Ian joined Western Re/Managers to broaden his underwriting experience into the property arena and to explore the entrepreneurial side of the business by joining this privately held company. Western Re's underwriters/partners average over 30 years of experience in the industry and the opportunity to learn the business from the best was undeniable. By 2001 Ian had become a partner and his responsibilities had expanded to treaty negotiations, portfolio management, product expansion and system integration alongside his underwriting and marketing responsibilities. In December of 2011 Ian was promoted to President of Western Re and elected Chairman of the Board this last month. He also served as President of the California Association of Insurance Professionals from 1999-2004.

Western Re/Managers is an underwriting management company that was incorporated in 1971 and specializes in underwriting Commercial Earthquake/DIC and Terrorism risks. Over Western Re's history they have represented over 20 domestic and international carriers and have recently opened a branch office in Evanston, Illinois. Western Re offers their carriers a unique blend of underwriting experience and technical savvy to manage the intricacies of the individual risk within the complexities of a portfolio of business.

Ian still plays competitive hockey and is an avid skier. But his pride and joy is his family: wife Michelle, eleven year old son Colin and eight year old daughter Hailey. They provide the foundation for which he builds.

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IN REMEMBRANCE: DAVID ANDERSON

David Franklin Anderson, November 12, 1926 - February 12, 2012



The Surplus Line Association of California would like to remember past Chairman and Executive Committee member David Anderson, who passed away on February 12, 2012.

Mr. Anderson was an icon in the California insurance industry. In 1965, he founded Anderson & Murison, Inc. and served as its chairman until the time of his death. Dave was also a huge part of The California Surplus Line Association's history, having twice served as Chairman in 1974 and 1982. Additionally, he

was Chairman of the Legislative Committee in 2000 and 2001, and he served on the Legislative Committee as a board member from 2002 to 2011. Dave was an industry leader in the insurance regulation and legislative area, and there are few laws on the books that do not bear his fingerprints. His strong work ethic, knowledge of Insurance regulatory affairs, and contributions to the California insurance community have helped shape it into the multi-billion dollar industry that it is today.

In addition to his contributions to the Surplus Line Association of California, Mr. Anderson held other roles important to the insurance industry. He was a past president of the AAMGA and served on its executive committee from 1976 to 1982. He

also served on the NAPSLO Board of Directors from 1990 to 1992. He was a founder and the first president of the California Insurance Wholesale Association and served on its Board from 1991 until 2010.

Mr. Anderson was born on November 12, 1926 in Campbell, California. He graduated from UCLA and served in the Army during WW II with the rank of Captain. He is survived by, Marshalene, his wife of 63 years; daughter Melissa; and granddaughters Amanda and Megan. Melissa works as a Vice President with Anderson & Murison.

Please remember David Anderson for his vibrant personality and passion for making the California Insurance Industry what it is today.

Premium Totals by Company Type

Company Type	(\$ thousand)		% Growth 2011 - 2010	% of Total 12/31/2011
	12/31/2011	12/31/2010		
LASLI LISTED COMPANIES				
FOREIGN INSURERS	\$3,314,311	\$3,151,025	5.18%	76.59%
LLOYD'S SYNDICATES	710,249	729,721	-2.67%	16.41%
ALIEN INSURERS	264,674	270,014	-1.98%	6.12%
SUBTOTAL	\$4,289,234	\$4,150,761	3.34%	99.12%
ALL OTHER COMPANIES	38,230	39,027	-2.04%	0.88%
TOTAL	\$4,327,464	\$4,189,788	3.29%	100.00%

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Top 50 Largest Coverage Codes based on Premium Processed by the SLA in 2011

Rank		Export	Coverage	Premium Processed	(\$ million)	% Growth	% of Total
2011	2010			2011	2010	2011-2010	2011
1	1		GENERAL LIABILITY	\$781.8	\$753.7	3.72%	18.07%
2	2	E	COMMERCIAL DIC/STAND ALONE EARTHQUAKE	668.1	585.0	14.20%	15.44%
3	3		ERRORS AND OMISSIONS	594.9	526.2	13.06%	13.75%
4	4		ALL RISK COMMERCIAL PROPERTY	322.7	326.2	-1.07%	7.46%
5	5	E	INDIVIDUAL INSUREDS WITH LARGE SCHEDULES WHERE THE TIV (TOTAL INSURED VALUES) ARE IN EXCESS OF \$500 MILLION	267.7	276.0	-3.01%	6.19%
6	6		SPECIAL MULTI-PERIL PACKAGE	232.1	258.8	-10.32%	5.36%
7	7		EXCESS LIABILITY	217.6	244.1	-10.86%	5.03%
8	8	E	EXCESS LIABILITY WHERE PART OF UNDERLYING IS NONADMITTED	186.5	185.0	0.83%	4.31%
9	12	E	ENVIRONMENTAL IMPAIRMENT REMEDIATION & POLLUTION LIABILITY	138.4	80.4	72.15%	3.20%
10	10		PROFESSIONAL LIABILITY	120.0	126.3	-5.03%	2.77%
11	9		MISCELLANEOUS	115.6	139.1	-16.87%	2.67%
12	11		DIRECTORS AND OFFICERS	107.3	107.0	0.24%	2.48%
13	13	E	EMPLOYMENT PRACTICES LIABILITY	84.2	68.1	23.67%	1.95%
14	14	E	PRODUCTS/COMPLETED OPERATIONS (WRITTEN ON A STAND ALONE BASIS)	58.6	51.0	15.00%	1.35%
15	16		INLAND MARINE	33.6	31.5	6.83%	0.78%
16	17	E	HIGH LIMITS DISABILITY	31.1	29.8	4.21%	0.72%
17	18		HOSPITALS	29.8	29.2	1.95%	0.69%
18	23		HOMEOWNERS	22.8	19.0	19.74%	0.53%
19	20		HOMEOWNERS MULTI-PERIL	21.4	26.4	-19.09%	0.49%
20	22		AUTO PHYSICAL DAMAGE-COMMERCIAL	20.5	19.9	3.03%	0.47%
21	19	E	VACANT BUILDINGS	19.3	27.0	-28.61%	0.45%
22	26		GARAGE LIABILITY	16.2	13.1	23.99%	0.37%
23	21	E	EVENT CANCELLATION	16.1	20.8	-22.59%	0.37%
24	15		COMMERCIAL PROPERTY-BASIC	15.3	42.6	-64.02%	0.35%
25	31	E	PRODUCTS RECALL	14.9	10.3	44.04%	0.34%
26	29		AVIATION	13.7	12.4	10.99%	0.32%
27	27	E	SECURITY GUARD SERVICES	13.0	12.9	0.71%	0.30%
28	28		AUTO LIABILITY-COMMERCIAL	12.7	12.8	-0.43%	0.29%
29	25		TERRORISM	12.5	13.7	-8.21%	0.29%
30	30		SINGLE FAMILY DWELLING/DUPLEX	12.3	11.9	3.33%	0.28%
31	24	E	CONTRACTORS ENGAGED IN CONSTRUCTION OF NEW TRACT HOMES AND/OR NEW CONDOMINIUMS	11.5	17.1	-32.85%	0.26%
32	36		EXCESS WORKERS COMPENSATION	6.5	4.8	35.52%	0.15%
33	32		ACCIDENT	6.0	10.2	-40.99%	0.14%
34	35		AUTO COMBINED LIAB & PHYS DAMAGE-COMM.	5.7	5.2	9.27%	0.13%
35	42		SPECIAL MULTI-PERIL WITH TERRORISM	5.5	3.3	63.62%	0.13%
36	43		FIDELITY	5.3	3.1	69.49%	0.12%
37	33		GROUP HEALTH	5.1	6.5	-21.77%	0.12%
38	34	E	PERSONAL ARTICLES FLOATERS WRITTEN ON A STAND ALONE BASIS WHERE THE VALUE OF THE SCHEDULE IS IN EXCESS OF \$1,000,000 OR CONTAINS A SINGLE ITEM(S) OVER \$100,000	4.3	6.5	-34.07%	0.10%
39	38		RESIDENTIAL EARTHQUAKE	4.1	4.6	-11.57%	0.09%
40	39		DISABILITY INCOME	4.0	4.6	-13.68%	0.09%
41	40		PRODUCT TAMPERING	3.8	3.7	3.26%	0.09%
42	46	E	CLINICAL & SIMILAR TESTS OF PHARMACEUTICAL, MEDICAL, BIOLOGICAL AND OTHER SIMILAR PRODUCTS	3.3	2.3	43.76%	0.08%
43	50		CRIME	3.3	1.9	75.45%	0.08%
44	41	E	SHORT TERM SPECIAL EVENTS (EXCLUDING HOLE IN ONE COVERAGE)	3.3	3.5	-7.66%	0.08%
45	48	E	OILFIELD CONTRACTORS	3.1	2.0	57.36%	0.07%
46	44	E	CRANE & RIGGING CONTRACTORS	2.5	3.0	-17.61%	0.06%
47	47	E	EXCESS FLOOD	2.4	2.0	22.58%	0.06%
48	37	E	AMUSEMENT PARKS/CARNIVALS/DEVICES	2.4	4.8	-49.49%	0.06%
49	52	E	AVIATION EXCESS LIABILITY	2.4	1.9	25.36%	0.05%
50	45		BONDS	2.3	2.6	-8.73%	0.05%
SUBTOTAL				\$4,287.4	\$4,153.7	3.22%	99.07%
All Other Coverages				40.1	36.1	11.06%	0.93%
TOTAL				\$4,327.5	\$4,189.8	3.29%	100.00%



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Top 100 California Surplus Line Brokers based on Premium Processed by the SLA in 2011

Rank			Premium Processed (\$ million)		% of Change	% of Total
2011	Revised 2010	Broker	2011	2010	2011 - 2010	2011
1	1	MARSH USA INC.	\$445.1	\$404.0	10.16%	10.28%
2	5	SWETT & CRAWFORD	395.9	218.2	81.48%	9.15%
3	3	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	282.0	262.6	7.41%	6.52%
4	4	AON RISK INSURANCE SERVICES WEST, INC.	267.3	257.9	3.66%	6.18%
5	2	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	166.1	284.3	-41.57%	3.84%
6	19	R-T SPECIALTY, LLC	140.4	39.4	256.58%	3.25%
7	6	WORLDWIDE FACILITIES, INC.	122.4	109.6	11.72%	2.83%
8	8	BLISS AND GLENNON INC.	115.3	102.0	13.00%	2.66%
9	9	LOCKTON COMPANIES, LLC	110.4	101.9	8.32%	2.55%
10	10	CRUMP INSURANCE SERVICES, INC.	93.6	95.3	-1.80%	2.16%
11	13	RISK PLACEMENT SERVICES, INC.	92.4	84.3	9.65%	2.14%
12	16	BROWN & RIDING INSURANCE SERVICES, INC.	88.5	57.7	53.46%	2.04%
13	17	PARTNERS SPECIALTY GROUP, LLC	81.5	50.0	63.03%	1.88%
14	7	CRC INSURANCE SERVICES, INC.	67.4	106.4	-36.63%	1.56%
15	52	ARTHUR J. GALLAGHER & CO. INSURANCE BROKERS OF CALIFORNIA, INC.	66.4	12.3	437.88%	1.54%
16	80	TRACKSURE INSURANCE AGENCY, INC.	65.4	6.6	893.17%	1.51%
17	15	BURNS & WILCOX INSURANCE SERVICES, INC.	65.3	63.9	2.21%	1.51%
18	11	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	61.2	91.8	-33.33%	1.41%
19	33	CHARTIS INSURANCE AGENCY, INC.	49.7	25.5	94.76%	1.15%
20	20	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC.	40.7	39.3	3.59%	0.94%
21	41	WELLS FARGO INSURANCE SERVICES USA, INC.	37.7	15.6	142.17%	0.87%
22	24	SOCIUS INSURANCE SERVICES, INC.	32.8	33.1	-0.93%	0.76%
23	27	HULL & COMPANY, INC.	31.0	30.1	2.94%	0.72%
24	25	WOODRUFF-SAWYER & COMPANY	30.2	32.9	-8.28%	0.70%
25	28	BORISOFF INSURANCE SERVICES, INC. (DBA: MONARCH E & S INSURANCE SERVICES)	28.7	30.0	-4.24%	0.66%
26	36	PETERSEN INTERNATIONAL UNDERWRITERS	25.9	24.3	6.60%	0.60%
27	90	IRONSHORE INSURANCE SERVICES, LLC	25.8	6.1	325.40%	0.60%
28	29	ALLIANT INSURANCE SERVICES, INC.	25.7	28.4	-9.26%	0.59%
29	35	ALL RISKS, LLC	25.2	24.6	2.49%	0.58%
30	34	HARRY W. GORST COMPANY, INC.	24.8	25.0	-0.61%	0.57%
31	32	INTEGRO USA INC.	24.8	25.8	-3.58%	0.57%
32	26	BASS UNDERWRITERS, INC.	24.0	31.2	-23.30%	0.55%
33	23	WESTERN RE/MANAGERS INSURANCE SERVICES, INC.	23.7	33.4	-29.04%	0.55%
34	38	COASTAL BROKERS INSURANCE SERVICES INC.	22.3	18.3	21.80%	0.51%
35	14	AMERICAN E & S INSURANCE BROKERS OF CALIFORNIA, INC.	20.3	66.8	-69.68%	0.47%
36	116	PATERSON, DONALD THOMAS	19.4	4.3	346.05%	0.45%
37	37	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	18.6	18.9	-1.61%	0.43%
38	30	WILLIS OF NEW YORK INC.	18.6	28.0	-33.46%	0.43%
39	65	BEECHER CARLSON INSURANCE SERVICES, LLC	18.5	10.0	84.41%	0.43%
40	44	LAE INSURANCE SERVICES, INC.	18.3	14.4	27.18%	0.42%
41	72	AMWINS BROKERAGE OF GEORGIA, LLC	16.9	8.3	103.70%	0.39%
42	39	ALL RISKS, LTD.	16.4	17.6	-7.08%	0.38%
43	43	M.J. HALL & CO., INC.	14.8	14.8	0.16%	0.34%
44	50	BARNEY & BARNEY, LLC	13.3	12.7	4.82%	0.31%
45	48	NEITCLEN WHOLESALE INSURANCE BROKERAGE, INC.	13.1	13.7	-5.03%	0.30%
46	60	MCGRIFF, SEIBELS & WILLIAMS, INC.	13.0	11.0	17.94%	0.30%
47	317	HYLANT GROUP, INC.	12.6	0.9	1321.67%	0.29%
48	456	WHOLESALE TRADING CO-OP INSURANCE SERVICES LLC	12.3	0.3	4041.56%	0.28%
49	56	COOPER & MCCLOSKEY, INC. INSURANCE BROKERS	12.2	11.4	7.29%	0.28%
50	79	CHIVAROLI & ASSOCIATES, INC.	11.4	6.8	69.15%	0.26%

The Surplus Line Association of California

Safeguarding Consumers

Rank		Broker	Premium Processed (\$ million)		% of Change	% of Total
2011	Revised 2010		2011	2010	2011 - 2010	2011
51	59	NAS INSURANCE SERVICES, INC.	11.3	11.1	1.95%	0.26%
52	360	DILLON, THOMAS FREDERICK	11.3	0.6	1652.60%	0.26%
53	77	ALBERICO, DONALD ANTHONY	11.0	7.2	51.72%	0.25%
54	-	KAERCHER CAMPBELL & ASSOCIATES INSURANCE BROKERAGE, LLC	11.0	0.0	100.00%	0.25%
55	68	E.L.M. INSURANCE BROKERS, INC.	10.9	9.2	17.42%	0.25%
56	31	MIDWESTERN GENERAL BROKERAGE, INC.	10.8	25.9	-58.17%	0.25%
57	55	WESTERN SECURITY SURPLUS INSURANCE BROKERS, INC.	10.8	11.7	-7.36%	0.25%
58	265	PREFERRED CONCEPTS, LLC	10.7	1.3	725.23%	0.25%
59	46	FRANK CRYSTAL & CO INC.	10.4	13.8	-24.44%	0.24%
60	66	YATES & ASSOCIATES INSURANCE SERVICES, INC.	10.4	10.0	4.48%	0.24%
61	63	ARC WEST COAST EXCESS & SURPLUS BROKERAGE, LLC	9.8	10.5	-6.36%	0.23%
62	61	PACIFIC WHOLESALE INSURANCE BROKERS, LLC	9.6	10.8	-11.28%	0.22%
63	58	EDGEWOOD PARTNERS INSURANCE CENTER	9.3	11.2	-17.11%	0.21%
64	70	W. B. AHERN ENTERPRISES, INC.	8.7	8.5	2.44%	0.20%
65	42	SEMINARIO, MICHAEL CARLOS	8.6	14.8	-41.86%	0.20%
66	75	HCC SPECIALTY UNDERWRITERS, INC.	8.6	7.9	8.87%	0.20%
67	54	EXCEPTIONAL RISK ADVISORS, LLC	8.4	12.0	-29.93%	0.19%
68	53	JOHN L. WORTHAM & SON, L.P.	8.3	12.0	-31.44%	0.19%
69	207	ARTHUR J. GALLAGHER RISK MANAGEMENT SERVICES, INC.	7.9	2.0	292.19%	0.18%
70	69	HEFFERNAN INSURANCE BROKERS	7.6	8.6	-11.57%	0.18%
71	57	MESSINA, JOSEPH	7.3	11.2	-34.87%	0.17%
72	18	PROCTOR FINANCIAL, INC.	7.0	40.0	-82.47%	0.16%
73	78	TRINITY E & S INSURANCE SERVICES, INC.	6.9	7.2	-3.11%	0.16%
74	125	AFFINITY BROKERAGE, INC.	6.6	4.1	63.40%	0.15%
75	97	WHOLESALE CONNECTION INSURANCE SERVICES, LLC	6.6	5.6	18.21%	0.15%
76	84	IMA OF COLORADO, INC.	6.5	6.2	4.83%	0.15%
77	109	AMWINS BROKERAGE OF NEW JERSEY, INC.	6.5	4.8	36.98%	0.15%
78	51	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	6.5	12.4	-47.41%	0.15%
79	82	HERBERT L. JAMISON & CO., LLC	6.5	6.5	0.73%	0.15%
80	478	AMWINS BROKERAGE OF TEXAS, INC.	6.3	0.3	2351.19%	0.14%
81	86	ANDERSON & MURISON INC.	6.2	6.2	-0.86%	0.14%
82	89	SULLIVAN BROKERS WHOLESALE INSURANCE SOLUTIONS, INC.	5.9	6.1	-3.57%	0.14%
83	101	SIERRA SPECIALTY INSURANCE SERVICES, INC.	5.6	5.3	6.78%	0.13%
84	162	USG INSURANCE SERVICES OF CALIFORNIA, INC.	5.6	2.8	102.29%	0.13%
85	94	PROWEST INSURANCE SERVICES, INC.	5.6	5.8	-3.40%	0.13%
86	76	DEALEY, RENTON & ASSOCIATES INSURANCE BROKERS	5.4	7.3	-26.22%	0.12%
87	92	JAMES C. JENKINS INSURANCE SERVICE INC.	5.4	5.9	-9.57%	0.12%
88	67	HUB INTERNATIONAL INSURANCE SERVICES INC.	5.2	9.4	-44.78%	0.12%
89	103	JAMES KLEIN INSURANCE SERVICE INC.	5.1	5.2	-2.87%	0.12%
90	91	ROBERTSON TAYLOR (CALIFORNIA), INC.	5.0	6.0	-15.61%	0.12%
91	98	G.J. SULLIVAN CO. EXCESS & SURPLUS LINES BROKERS	5.0	5.5	-9.08%	0.12%
92	108	ETHOS INSURANCE PARTNERS, INC.	5.0	4.8	4.50%	0.12%
93	240	JANSEN & HASTINGS INSURANCE SERVICES	5.0	1.6	210.80%	0.11%
94	93	ARROWHEAD WHOLESALE INSURANCE SERVICES, INC.	4.9	5.8	-14.50%	0.11%
95	83	HALL, JAMES ALLAN	4.9	6.5	-23.69%	0.11%
96	64	GALEOTTI, GARY WAYNE	4.9	10.3	-52.55%	0.11%
97	127	THOMPSON, GREGORY STEELE	4.9	4.0	22.29%	0.11%
98	99	AON/ALBERT G. RUBEN INSURANCE SERVICES, INC.	4.9	5.4	-9.59%	0.11%
99	167	RIGG INSURANCE MANAGERS, INC.	4.8	2.7	76.72%	0.11%
100	118	TAPCO UNDERWRITERS, INC.	4.8	4.3	11.01%	0.11%
SUBTOTAL			\$3,815.5	\$3,409.4	11.91%	88.17%
ALL OTHER BROKERS			511.9	780.3	-34.39%	11.83%
TOTAL			\$4,327.5	\$4,189.8	3.29%	100.00%



The Surplus Line Association of California

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Top 100 California Surplus Line Carriers in California based on Premium Processed by the SLA in 2011

Rank			Premium Processed (\$ million)		% Growth	Market Share (%)	
2011	Revised 2010	Carrier	2011	2010	2011 - 2010	2011	2010
1	1	LEXINGTON INSURANCE COMPANY	\$503.5	\$684.5	-26.44%	11.64%	16.34%
2	2	SCOTTSDALE INSURANCE COMPANY	178.2	155.4	14.70%	4.12%	3.71%
3	3	LLOYD'S OF LONDON SYNDICATE #2623	134.3	133.4	0.69%	3.10%	3.18%
4	10	CHARTIS SPECIALTY INSURANCE COMPANY	121.0	77.3	56.52%	2.80%	1.85%
5	5	STEADFAST INSURANCE COMPANY	98.0	92.4	6.01%	2.26%	2.21%
6	7	COLUMBIA CASUALTY COMPANY	94.8	83.9	13.06%	2.19%	2.00%
7	9	QBE SPECIALTY INSURANCE COMPANY	90.4	78.9	14.57%	2.09%	1.88%
8	4	EMPIRE INDEMNITY INSURANCE COMPANY	84.2	101.6	-17.16%	1.94%	2.42%
9	14	IRONSHORE SPECIALTY INSURANCE COMPANY	80.7	71.0	13.74%	1.87%	1.69%
10	11	LANDMARK AMERICAN INSURANCE COMPANY	80.3	73.3	9.58%	1.86%	1.75%
11	12	ILLINOIS UNION INSURANCE COMPANY	75.9	73.1	3.85%	1.75%	1.74%
12	8	AXIS SURPLUS INSURANCE COMPANY	75.8	79.4	-4.53%	1.75%	1.90%
13	19	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	74.3	62.0	19.87%	1.72%	1.48%
14	15	ENDURANCE AMERICAN SPECIALTY INSURANCE COMPANY	73.6	69.5	5.88%	1.70%	1.66%
15	6	ASSOCIATED ELECTRIC & GAS INSURANCE SERVICES LIMITED	73.6	88.6	-16.94%	1.70%	2.11%
16	16	COLONY INSURANCE COMPANY	70.1	63.5	10.48%	1.62%	1.52%
17	17	MT. HAWLEY INSURANCE COMPANY	69.3	62.5	10.93%	1.60%	1.49%
18	21	HOUSTON CASUALTY COMPANY	68.6	57.4	19.47%	1.59%	1.37%
19	18	ARCH SPECIALTY INSURANCE COMPANY	67.6	62.3	8.46%	1.56%	1.49%
20	97	VOYAGER INDEMNITY INSURANCE COMPANY	66.2	7.4	790.14%	1.53%	0.18%
21	27	LIBERTY SURPLUS INSURANCE CORPORATION	59.2	44.6	32.77%	1.37%	1.06%
22	20	ADMIRAL INSURANCE COMPANY	58.2	58.5	-0.36%	1.35%	1.40%
23	23	NAVIGATORS SPECIALTY INSURANCE COMPANY	55.9	49.3	13.51%	1.29%	1.18%
24	13	EVANSTON INSURANCE COMPANY	48.7	71.9	-32.27%	1.13%	1.72%
25	28	ESSEX INSURANCE COMPANY	48.0	43.5	10.36%	1.11%	1.04%
26	30	INDIAN HARBOR INSURANCE COMPANY	47.6	40.9	16.35%	1.10%	0.98%
27	42	ALTERRA EXCESS & SURPLUS INSURANCE COMPANY	47.3	31.0	52.56%	1.09%	0.74%
28	25	SWISS RE INTERNATIONAL SE	46.6	46.5	0.22%	1.08%	1.11%
29	39	PRINCETON EXCESS AND SURPLUS LINES INSURANCE COMPANY	45.2	34.8	29.91%	1.04%	0.83%
30	36	CATLIN SPECIALTY INSURANCE COMPANY	43.3	37.1	16.66%	1.00%	0.89%
31	22	FIRST MERCURY INSURANCE COMPANY	42.6	50.6	-15.77%	0.98%	1.21%
32	37	CHUBB CUSTOM INSURANCE COMPANY	42.0	36.5	14.99%	0.97%	0.87%
33	34	GREAT LAKES REINSURANCE (UK) PLC	41.1	38.6	6.59%	0.95%	0.92%
34	24	LLOYD'S OF LONDON SYNDICATE #2003	40.4	47.0	-14.03%	0.93%	1.12%
35	29	LLOYD'S OF LONDON SYNDICATE #2987	40.3	43.4	-7.03%	0.93%	1.04%
36	35	NAUTILUS INSURANCE COMPANY	39.1	37.9	3.04%	0.90%	0.90%
37	33	ASPEN SPECIALTY INSURANCE COMPANY	39.1	38.9	0.30%	0.90%	0.93%
38	32	GEMINI INSURANCE COMPANY	38.1	39.2	-2.76%	0.88%	0.93%
39	38	INTERSTATE FIRE & CASUALTY COMPANY	36.5	35.0	4.35%	0.84%	0.84%
40	41	JAMES RIVER INSURANCE COMPANY	36.4	31.1	17.09%	0.84%	0.74%
41	40	LLOYD'S OF LONDON SYNDICATE #0623	33.9	33.5	1.27%	0.78%	0.80%
42	43	CENTURY SURETY COMPANY	32.7	29.3	11.61%	0.76%	0.70%
43	46	GREAT AMERICAN E&S INSURANCE COMPANY	32.4	26.2	23.63%	0.75%	0.63%
44	26	LLOYD'S OF LONDON SYNDICATE #0033	31.7	45.1	-29.73%	0.73%	1.08%
45	31	AMERICAN SAFETY INDEMNITY COMPANY	31.7	39.7	-20.35%	0.73%	0.95%
46	50	ALLIED WORLD NATIONAL ASSURANCE COMPANY	30.9	21.7	42.65%	0.71%	0.52%
47	62	EVEREST INDEMNITY INSURANCE COMPANY	29.7	15.8	88.17%	0.69%	0.38%
48	44	LLOYD'S OF LONDON SYNDICATE #0510	28.7	29.2	-1.57%	0.66%	0.70%
49	48	NORTH AMERICAN CAPACITY INSURANCE COMPANY	26.6	25.1	6.13%	0.62%	0.60%
50	57	UNITED SPECIALTY INSURANCE COMPANY	26.0	18.4	41.39%	0.60%	0.44%

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Safeguarding Consumers

Rank		Carrier	Premium Processed (\$ million)		% Growth	Market Share (%)	
2011	Revised 2010		2011	2010	2011 - 2010	2011	2010
51	68	NATIONAL FIRE & MARINE INSURANCE COMPANY	25.4	13.6	87.55%	0.59%	0.32%
52	47	DARWIN SELECT INSURANCE COMPANY	24.3	25.7	-5.28%	0.56%	0.61%
53	63	COMMONWEALTH INSURANCE COMPANY	22.6	15.5	46.04%	0.52%	0.37%
54	49	LLOYD'S OF LONDON SYNDICATE #2488	22.4	21.8	2.86%	0.52%	0.52%
55	52	BURLINGTON INSURANCE COMPANY	21.8	20.3	7.12%	0.50%	0.49%
56	45	ENERGY INSURANCE MUTUAL LIMITED	20.3	26.6	-23.59%	0.47%	0.64%
57	71	LLOYD'S OF LONDON SYNDICATE #3624	18.5	12.6	47.37%	0.43%	0.30%
58	56	LLOYD'S OF LONDON SYNDICATE #2001	17.3	18.5	-6.36%	0.40%	0.44%
59	64	LLOYD'S OF LONDON SYNDICATE #4242	16.7	15.1	9.97%	0.38%	0.36%
60	53	HUDSON SPECIALTY INSURANCE COMPANY	16.6	19.3	-14.10%	0.38%	0.46%
61	72	GENERAL SECURITY INDEMNITY COMPANY OF ARIZONA	16.5	12.5	31.66%	0.38%	0.30%
62	73	HOMELAND INSURANCE COMPANY OF NEW YORK	16.0	12.2	30.72%	0.37%	0.29%
63	59	LLOYD'S OF LONDON SYNDICATE #4472	15.8	17.6	-10.24%	0.36%	0.42%
64	102	MAIDEN SPECIALTY INSURANCE COMPANY	15.7	6.7	132.76%	0.36%	0.16%
65	92	LLOYD'S OF LONDON SYNDICATE #1209	15.2	8.4	81.90%	0.35%	0.20%
66	76	LLOYD'S OF LONDON SYNDICATE #4020	15.1	11.6	30.42%	0.35%	0.28%
67	66	ASPEN INSURANCE UK LIMITED	14.7	13.9	5.94%	0.34%	0.33%
68	61	LLOYD'S OF LONDON SYNDICATE #4444	14.4	15.9	-9.50%	0.33%	0.38%
69	81	ROCKHILL INSURANCE COMPANY	14.4	10.6	35.29%	0.33%	0.25%
70	60	LLOYD'S OF LONDON SYNDICATE #0958	14.3	16.2	-11.66%	0.33%	0.39%
71	67	GENERAL STAR INDEMNITY COMPANY	14.2	13.9	2.09%	0.33%	0.33%
72	51	LLOYD'S OF LONDON SYNDICATE #1200	14.1	21.3	-33.80%	0.33%	0.51%
73	78	UNITED NATIONAL INSURANCE COMPANY	14.0	11.4	23.44%	0.32%	0.27%
74	58	LLOYD'S OF LONDON SYNDICATE #1414	13.5	17.7	-23.81%	0.31%	0.42%
75	65	LLOYD'S OF LONDON SYNDICATE #5000	13.2	14.2	-6.75%	0.31%	0.34%
76	89	MAXUM INDEMNITY COMPANY	12.5	8.9	40.86%	0.29%	0.21%
77	75	LLOYD'S OF LONDON SYNDICATE #1206	12.5	11.7	6.09%	0.29%	0.28%
78	101	TORUS SPECIALTY INSURANCE COMPANY	12.1	6.8	79.61%	0.28%	0.16%
79	69	WESTERN HERITAGE INSURANCE COMPANY	11.1	13.3	-16.95%	0.26%	0.32%
80	54	LLOYD'S OF LONDON SYNDICATE #1084	10.7	19.2	-44.26%	0.25%	0.46%
81	83	LLOYD'S OF LONDON SYNDICATE #1183	10.6	10.4	2.17%	0.25%	0.25%
82	87	FIRST SPECIALTY INSURANCE CORPORATION	10.6	9.1	15.96%	0.24%	0.22%
83	82	LLOYD'S OF LONDON SYNDICATE #0570	10.4	10.6	-1.72%	0.24%	0.25%
84	85	MOUNT VERNON FIRE INSURANCE COMPANY	10.2	9.6	7.32%	0.24%	0.23%
85	132	LLOYD'S OF LONDON SYNDICATE #4000	10.0	3.2	213.03%	0.23%	0.08%
86	77	LLOYD'S OF LONDON SYNDICATE #0807	9.9	11.5	-13.40%	0.23%	0.27%
87	86	AXIS SPECIALTY EUROPE LIMITED	9.4	9.3	1.39%	0.22%	0.22%
88	79	LLOYD'S OF LONDON SYNDICATE #2791	9.2	10.8	-14.99%	0.21%	0.26%
89	70	LLOYD'S OF LONDON SYNDICATE #2010	9.2	12.7	-27.55%	0.21%	0.30%
90	94	ATAIN SPECIALTY INSURANCE COMPANY	9.2	8.0	15.46%	0.21%	0.19%
91	200	STARR SURPLUS LINES INSURANCE COMPANY	9.1	0.1	14628.88%	0.21%	0.00%
92	103	NORTHFIELD INSURANCE COMPANY	8.8	6.2	42.67%	0.20%	0.15%
93	95	LLOYD'S OF LONDON SYNDICATE #2000	8.7	7.7	13.01%	0.20%	0.18%
94	88	LLOYD'S OF LONDON SYNDICATE #1225	8.5	8.9	-4.08%	0.20%	0.21%
95	84	FIREMAN'S FUND INSURANCE COMPANY OF OHIO	8.4	9.6	-12.71%	0.19%	0.23%
96	74	COLONY NATIONAL INSURANCE COMPANY	8.1	12.1	-33.27%	0.19%	0.29%
97	93	LLOYD'S OF LONDON SYNDICATE #2121	7.8	8.0	-2.84%	0.18%	0.19%
98	99	AMERICAN EMPIRE SURPLUS LINES INSURANCE COMPANY	7.7	7.1	8.31%	0.18%	0.17%
99	158	NORTH EAST INSURANCE COMPANY	7.5	1.3	498.26%	0.17%	0.03%
100	105	PHILADELPHIA INSURANCE COMPANY	7.4	6.0	22.61%	0.17%	0.14%
SUBTOTAL			\$4,047.4	\$3,932.7	2.92%	93.53%	93.86%
All Other Companies			\$280.1	257.1	8.96%	6.47%	6.14%
TOTAL			\$4,327.5	\$4,189.8	3.29%	100.00%	100.00%





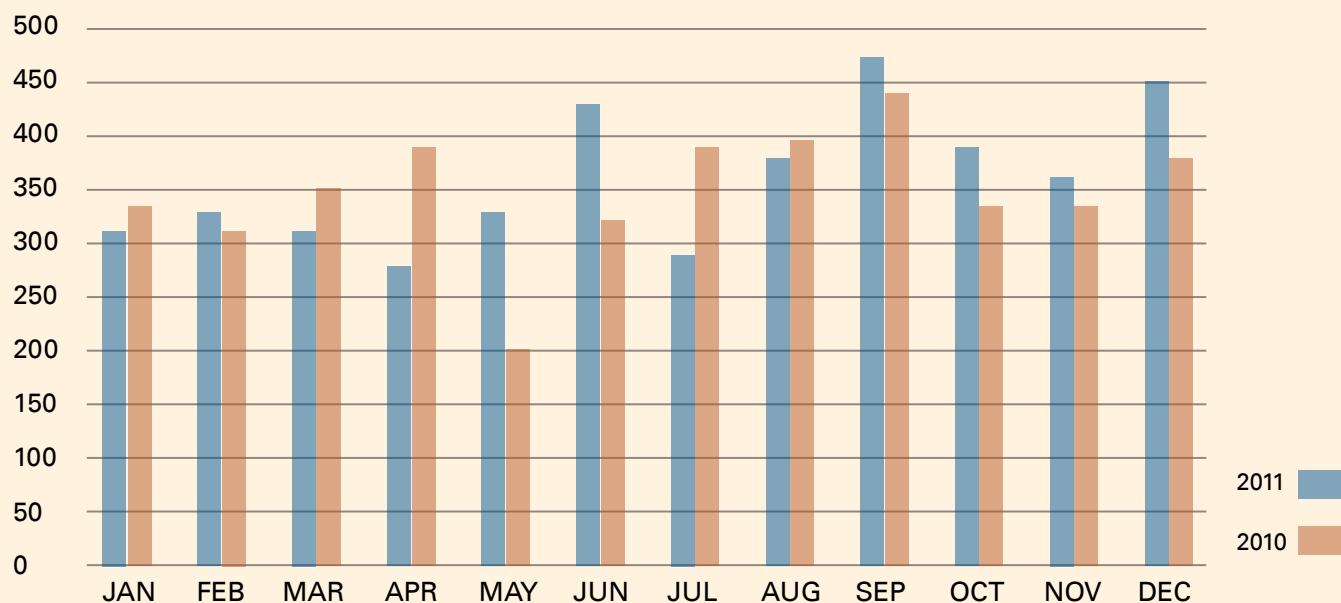
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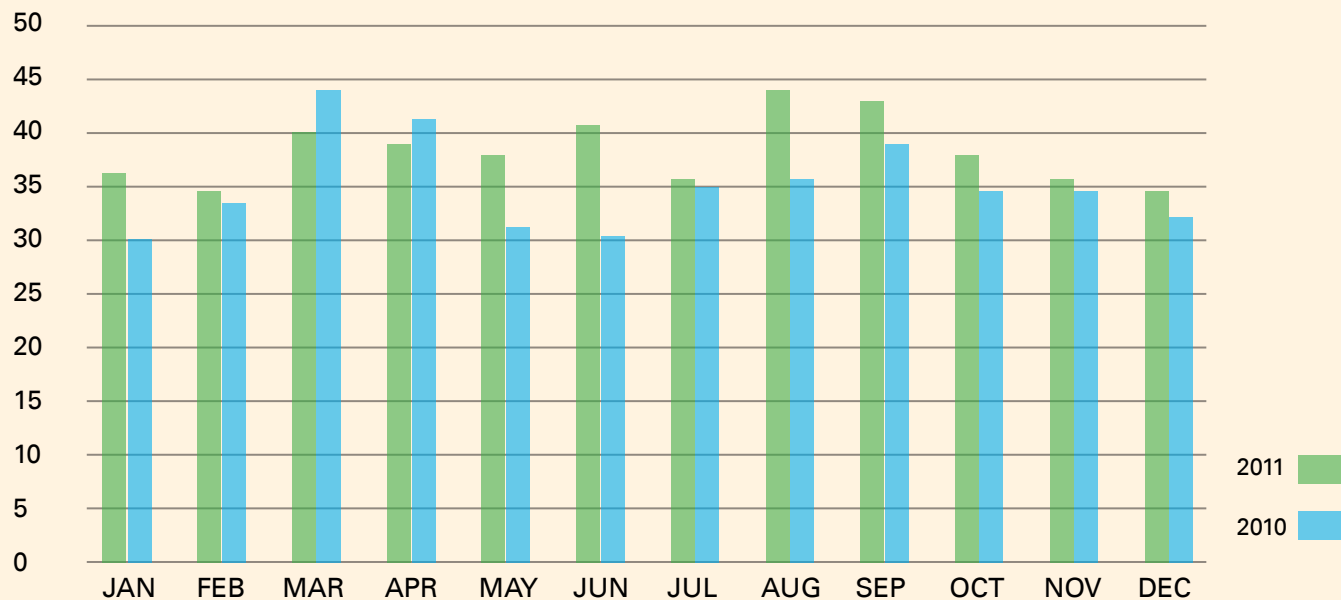
Comparison of Premium Processed between 2011 and 2010

All values represented in Millions



Comparison of Items Processed between 2011 and 2010

All values represented in Thousands

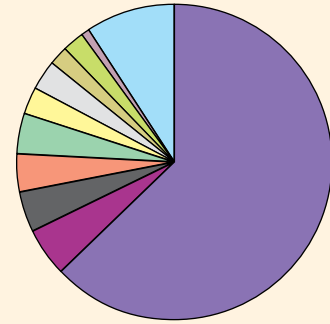


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Issued Tags for 2011

TAG DESCRIPTION	%	COUNT
LATE FILING WITH EXPLANATION	63	85,932
LATE FILING	6	7,566
INCOMPLETE SL2 FORM	5	6,194
SECTION 7(B) OF SL2 INCOMPLETE	4	5,101
INCOMPLETE SL1 FORM	4	4,969
RENEWAL HAS NO RECORD OF PRIOR POLICY	3	3,894
INCOMPLETE ADMITTED COMPANY NAMES	3	3,538
NO RECORD OF POLICY ENDORCEMENT	2	3,293
UNLISTED ADMITTED COMPANY	2	2,082
LLOYD'S SYNDICATE NUMBERS	2	2,074
OTHER	9	12,733
TOTAL		137,376



INFORMATION TECHNOLOGY

The SLIP Broker Portal for online filing of batches, tag processing, and viewing account information continues to be used more and more each week. By the end of 2011, 2,231 batches have been submitted through SLIP, over 600 members have used the system, and over 7,000 tags have been processed. In addition, several of our larger members are using their Agency Management Systems (AMS) to automatically submit batches “system to system” via a universal XML format. While they are currently testing this function in our “training” system, preliminary results are very positive, and we expect actual batches to be processed in this manner in the next few months.

In December, 2011, the SLA sent out a SLIP user satisfaction survey. Over 200 SLIP users responded with over 80% of the users stating that they “Very Much Liked” or “Somewhat Liked” the SLIP software. One area of feedback that was received involved enhanced user training. To address this, the SLA is currently working on a plan to provide on-site user education for those members who would like the one-on-one learning experience. This will include how to file using SLIP, process tags, and view account information. Additional tips and tricks and filing procedures will also be addressed. We expect this program to be available to our membership later this year.

Also available for our membership, is the Western States Surplus Lines Conference 2012 website and online registration system. This website is available through www.slacal.org and is a comprehensive information portal for our upcoming Western States conference in July. You can use it to register and pay by credit card, as well as sign up for the golf tournament and other local activities.

The SLA IT department is available to assist with any questions or concerns about our website and software. Please contact us at 415-434-4900 x164 or email support@slacal.org. If we can't answer your questions immediately, we'll find the right person for your question.





2012 SLA
EXECUTIVE COMMITTEE

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*Scheduled Events for
The Surplus Line Association of California*

EVENTS

ONE WITH EVERYTHING: AN EPL SEMINAR THAT COVERS ALL THE BASES

- Louie Castoria, Attorney at Law
Wilson Elser Moskowitz Edelman & Dicker LLP

3 CE Credits – Course #274727

Registration and coffee: 8:00 a.m.
Seminar: 8:30 a.m. – 11:30 a.m.

Tuesday, April 17, 2012
Hilton Universal City
555 Universal Hollywood Drive
Universal City, CA 91608

Wednesday, April 18, 2012
PG&E Conference Center Auditorium
245 Market Street
San Francisco, CA 94105
(Beale Street entrance)

DIC: A WHOLE LOT OF SHAKING GOING ON

- Michael Brown, CPCU, CCRA
Special Risk Underwriter, Golden Bear Insurance Company

3 CE Credits – Course #274421

Registration and coffee: 8:00 a.m.
Seminar: 8:30 a.m. – 11:30 a.m.

Tuesday, May 15, 2012
Hilton Universal City
555 Universal Hollywood Drive
Universal City, CA 91608

Wednesday, May 16, 2012
PG&E Conference Center Auditorium
245 Market Street
San Francisco, CA 94105
(Beale Street entrance)

THE BROKER'S GUIDE TO PRODUCTS LIABILITY COVERAGE AND PRODUCTS RECALL INSURANCE

- Ruth F. Cazden, CPCU, CRIS
Cazden Insurance Solutions

- Tamra Maupin
West Coast Regional Manager, Global Crisis Management, Liberty International Underwriters

3 CE Credits – Course #275067

Registration and coffee: 8:00 a.m.
Seminar: 8:30 a.m. – 11:30 a.m.

Tuesday, June 12, 2012
Hilton Universal City
555 Universal Hollywood Drive
Universal City, CA 91608

Wednesday, June 13, 2012
PG&E Conference Center Auditorium
245 Market Street
San Francisco, CA 94105
(Beale Street entrance)