

NEW BUSINESS

ACCOUNTS OVER \$5,000 IN PREMIUM

Q4 2019

QUARTERLY HIGHLIGHTS

Account	Premium (\$)
Contractor - Concrete	\$196,949
Contractor - Concrete	\$138,789
Contractor - Glazier (Commercial)	\$115,552
Contractor - HVAC	\$212,358
Contractor - HVAC	\$110,049
Contractor - HVAC	\$127,740
Contractor - Janitorial	\$154,869
Contractor - Landscape	\$234,295
Contractor - Masonry	\$262,082
Contractor - Masonry	\$133,828
Contractor - Plumbing	\$100,705
Contractor - Plumbing	\$156,076
Distributor - Nursery	\$118,754
Hospitality - Franchise Restaurant	\$139,425
Hospitality - Franchise Restaurant	\$148,174
Hospitality - Franchise Restaurant	\$123,693
Lessors Risk - Mercantile	\$195,076
Mercantile - Floor Covering	\$118,161
Service - Printing Shop	\$122,377

DISTRIBUTOR

Specialty	Total Acct. Written	Range (\$)
Auto Parts	3	\$6,000 - \$35,275
Beer/Beverage	5	\$5,393 - \$45,144
Retail Goods	4	\$5,739 - \$68,614
Groceries	5	\$5,393 - \$56,107
Building Materials	4	\$5,145 - \$19,979
Nursery	2	\$5,924 - \$118,754

HOSPITALITY

Specialty	Total Acct. Written	Range (\$)
Family Restaurant	49	\$5,068 - \$139,425
Franchise/Fast Food	12	\$11,899 - \$148,174
Hotel Franchise	12	\$13,367 - \$54,854
Deli	4	\$6,543 - \$29,903
Bed & Breakfast	2	\$6,188 - \$8,533

INSTALLATION

Specialty	Total Acct. Written	Range (\$)
Granite/Tile	2	\$19,055 - \$46,885
Window	3	\$18,793 - \$74,210
Floor Covering	11	\$5,087 - \$72,856
Garage Door	3	\$6,696 - \$46,885
Sign	4	\$5,081 - \$14,854
Cable	4	\$10,483 - \$47,248
Office Furniture	4	\$6,548 - \$34,287

CONTRACTORS

Specialty	Total Acct. Written	Range (\$)
Masonry	10	\$30,551 - \$262,082
Remodeling	5	\$6,324 - \$15,099
Carpentry	37	\$5,453 - \$93,661
Concrete	11	\$12,897 - \$196,949
Electrical	22	\$5,330 - \$57,117
Excavation	11	\$5,012 - \$82,284
Grading of Land	10	\$8,446 - \$39,965
HVAC	30	\$5,424 - \$212,358
Insulation	4	\$5,167 - \$28,283
Janitorial	6	\$5,458 - \$154,869
Landscape	24	\$5,404 - \$234,295
Lawn Care	8	\$6,320 - \$45,389
Painting	7	\$8,687 - \$37,617
Paving	8	\$20,225 - \$78,013
Plumbing	17	\$5,739 - \$156,076

LESSORS RISK

Specialty	Total Acct. Written	Range (\$)
Commercial	14	\$5,128 - \$40,759
Mercantile	20	\$5,524 - \$195,076
Office	21	\$5,891 - \$24,258
Restaurant	4	\$5,778 - \$12,805

MANUFACTURING

Specialty	Total Accounts Written	Range (\$)
Cabinet	5	\$11,999 - \$77,379
Machine Shop	10	\$11,615 - \$30,756
Fabrication & Metal	5	\$7,311 - \$68,614
Signs	5	\$9,857 - \$51,212
Sheet Metal	4	\$5,756 - \$91,266
Food	5	\$16,653 - \$68,035

MERCANTILE

Specialty	Total Accounts Written	Range (\$)
Grocery Stores	12	\$9,102 - \$80,771
Plant Nursery	4	\$19,495 - \$118,754
Clothing	2	\$16,144 - \$31,247
Electronics	3	\$5,590 - \$33,504
Coffee Shop	3	\$11,089 - \$17,277
Florist	3	\$15,256 - \$38,848
Pharmacy	4	\$14,538 - \$47,651
Floor Covering	5	\$5,590 - \$118,161
Auto Parts	3	\$6,729 - \$13,961
Hardware & Appliances	7	\$13,058 - \$25,637

MISCELLANEOUS

Specialty	Total Acct. Written	Range (\$)
Comm. Condo Assoc.	5	\$5,640 - \$61,023
Res. Condo Assoc.	5	\$5,096 - \$18,331
Self Storage Facilities	9	\$6,090 - \$40,549

OFFICE

Specialty	Total Acct. Written	Range (\$)
Medical	6	\$8,196 - \$34,842
Architect	3	\$7,922 - \$48,648
Professional Service	2	\$6,090 - \$50,719

SERVICE

Specialty	Total Acct. Written	Range (\$)
General Auto Repair	19	\$5,982 - \$72,964
Car Wash	8	\$9,128 - \$20,429
Used Auto Dealer	16	\$5,101 - \$71,205
Printing Shop	5	\$12,065 - \$122,377
Vending Machines	4	\$11,842 - \$18,557
Dry Cleaning	2	\$7,854 - \$12,286
Funeral Homes	2	\$8,517 - \$17,844