

2011 SUPER REGIONAL P/C INSURERS™

**Demotech Inc. Reveals
Leading Multi-State
P/C Carriers**



By Joseph Petrelli and Barry Koestler

The original criteria and objective definition for Super Regional P/C Insurers™ was established in the Feb. 12, 2007 issue of *Insurance*

Journal. Prior to the establishment of an industry-wide definition, a number of property/casualty insurers had referred to themselves as Super Regionals. Demotech Inc., the official research partner of *Insurance Journal*, has once again compared the data to the criteria and updated the list of Super Regionals.

To continue the discussion regarding what constitutes a Super Regional and to give definition to this important group of insurers, Demotech, a financial analysis firm based in Columbus, Ohio, analyzed year-end

2010 data. This data was utilized to classify and stratify those insurers reporting data to the National Association of Insurance Commissioners (NAIC).

Demotech Classification System

The experts at Demotech have refined their classification system for property/casualty insurance companies. The Demotech Company Classification System categorizes all property/casualty insurers into one of 11 categories based on an analysis of data reported by the companies to the NAIC.

The 11 categories that comprise the system are Nationals, Near Nationals, Super Regionals, Regionals, State Specialists,

Coverage Specialists, Strategic Subsidiaries, Risk Retention Groups, Surplus Lines Carriers, Reinsurers and companies with less than \$1 million in direct premium written.

A company cannot be assigned to more than one category. Therefore, a company not designated as a Super Regional is given another classification, perhaps Near National, Regional, or State Specialist.

Super Regional Criteria and Thresholds

To select the companies for the Super Regional Property/Casualty Insurer™ list, Demotech used these specific, objective qualifying criteria and thresholds:

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2011 Super Regional Property/Casualty Insurers™

Alphabetical listing

Acuity a Mutual Insurance Co.
AIU Insurance Co.
Alaska National Insurance Co.
American Commerce Insurance Co.
American Family Mutual Insurance Co.
American Hallmark Insurance Co. of TX
American Hardware Mutual Insurance Co.
American Home Assurance Co.
American Mercury Insurance Co.
American Road Insurance Co.
American Strategic Insurance Corp
Amerisure Insurance Co.
Amerisure Mutual Insurance Co.
Atlantic States Insurance Co.
Auto Club Insurance Association
Automobile Insurance Co. of Hartford, CT
Auto-Owners Insurance Co.
Bankers Standard Insurance Co.
Bay State Insurance Co.
Berkley Insurance Co.
Berkley Regional Insurance Co.
Bituminous Casualty Corp.
Bituminous Fire and Marine Insurance Co.
Brethren Mutual Insurance Co.
Brotherhood Mutual Insurance Co.
Builders Mutual Insurance Co.
California Casualty Indemnity Exchange
Cambridge Mutual Fire Insurance Co.
Canal Insurance Co.
Capitol Indemnity Corp.
CastlePoint Insurance Co.
CastlePoint National Insurance Co.
Central Mutual Insurance Co.
Century-National Insurance Co.
Cherokee Insurance Co.
Citizens Insurance Co. of America
Civil Service Employees Insurance Co.
Columbia Mutual Insurance Co.
Companion Property & Casualty Insurance Co.
Concord General Mutual Insurance Co.
Contractors Bonding & Insurance Co.
Country Mutual Insurance Co.
Courtesy Insurance Co.
Cumberland Mutual Fire Insurance Co.
Darwin National Assurance Co.
Donegal Mutual Insurance Co.
Endurance American Insurance Co.
Erie Insurance Co.
Erie Insurance Exchange
Farm Bureau Property & Casualty Insurance Co.
Farm Family Casualty Insurance Co.
Farmers Alliance Mutual Insurance Co.
Farmers Automobile Insurance Association
Farmers Mutual Hail Insurance Co. of IA

Farmers Mutual Insurance Co. of NE
Farmington Casualty Co.
Farmland Mutual Insurance Co.
FCCI Insurance Co.
Federated Rural Electric Insurance Exchange
Federated Service Insurance Co.
Fidelity National Insurance Co.
Fire Insurance Exchange
First Colonial Insurance Co.
Frankenmuth Mutual Insurance Co.
General Casualty Co. of WI
General Insurance Co. of America
Grange Insurance Association
Grange Mutual Casualty Co.
Gray Insurance Co.
Harco National Insurance Co.
Harford Mutual Insurance Co.
Harleysville Mutual Insurance Co.
Harleysville Preferred Insurance Co.
Harleysville Worcester Insurance Co.
Hartford Insurance Co. of IL
Hastings Mutual Insurance Co.
Health Care Indemnity Inc.
Hudson Insurance Co.
Imperium Insurance Co.
IMT Insurance Co.
Indiana Insurance Co.
Insurance Co. of North America
Insurance Co. of the West
Jewelers Mutual Insurance Co.
Keystone Insurance Co.
Lightning Rod Mutual Insurance Co.
Litz Mutual Insurance Co.
LM Insurance Corp.
Markel American Insurance Co.
Membersselect Insurance Co.
Merchants Mutual Insurance Co.
Mercury Casualty Co.
Meritplan Insurance Co.
Merrimack Mutual Fire Insurance Co.
Mid-Century Insurance Co.
Mid-Continent Casualty Co.
Middlesex Insurance Co.
Milbank Insurance Co.
Mitsui Sumitomo Insurance Co. of America
Motorists Mutual Insurance Co.
Motors Insurance Corp.
Mountain West Farm Bureau Mutual Insurance Co.
Mutual of Enumclaw Insurance Co.
National Indemnity Co.
National Liability & Fire Insurance Co.
Nationwide Mutual Fire Insurance Co.
Netherlands Insurance Co.
New York Marine & General Insurance Co.

NGM Insurance Co.
North River Insurance Co.
North Star Mutual Insurance Co.
Occidental Fire & Casualty Co. of NC
Old Republic General Insurance Corp.
Old United Casualty Co.
OneBeacon Insurance Co.
Owners Insurance Co.
Pacific Specialty Insurance Co.
Peerless Insurance Co.
Penn National Security Insurance Co.
Pennsylvania Lumbermens Mutual Insurance Co.
Pennsylvania Manufacturers Association Insurance Co.
Pennsylvania National Mutual Casualty Insurance Co.
Preferred Mutual Insurance Co.
Preferred Professional Insurance Co.
ProAssurance Casualty Co.
Progressive Casualty Insurance Co.
Progressive Gulf Insurance Co.
Protective Insurance Co.
Providence Mutual Fire Insurance Co.
Public Service Mutual Insurance Co.
Quincy Mutual Fire Insurance Co.
Republic Indemnity Co. of America
Republic Underwriters Insurance Co.
Safeco Insurance Co. of IL
Secura Insurance, a Mutual Co.
Selective Insurance Co. of America
Selective Way Insurance Co.
Seneca Insurance Co. Inc.
Shelter Mutual Insurance Co.
Sompo Japan Insurance Co. of America
Sparta Insurance Co.
St. Paul Protective Insurance Co.
State Auto Property & Casualty Insurance Co.
State Automobile Mutual Insurance Co.
Stonebridge Casualty Insurance Co.
Stonington Insurance Co.
Technology Insurance Co. Inc.
Tower Insurance Co. of New York
Trinity Universal Insurance Co.
Triton Insurance Co.
Ullico Casualty Co.
Unigard Insurance Co.
United Fire & Casualty Co.
United States Fidelity and Guaranty Co.
Utica Mutual Insurance Co.
Vanliner Insurance Co.
Vermont Mutual Insurance Co.
Virginia Surety Co. Inc.
West Bend Mutual Insurance Co.
Western National Mutual Insurance Co.
Westfield Insurance Co.
Westfield National Insurance Co.

Super Regional Insurers

Super Regionals, continued from page N11

- Active, individual companies not under regulatory supervision at Dec. 31, 2010;
- Reporting data to the NAIC using the property/casualty annual statement format;
- At least \$1 million of direct premium written in each of two to 34 states at Dec. 31, 2010;
- Less than 90 percent of Dec. 31, 2010 direct premium written in any one state;
- Less than 90 percent of Dec. 31, 2010 direct premium written in any one line of business;
- Policyholders surplus of at least \$100 million at Dec. 31, 2010;
- Net premium written of at least \$50 million at Dec. 31, 2010;
- Direct premium written of at least \$25 million at Dec. 31, 2010.

In general, a Super Regional Property/

Casualty Insurer™ is an individual company writing multiple lines of insurance in multiple states. Risk retention groups, surplus lines insurers and reinsurers are not eligible for the Super Regional category.

The 2011 Super Regional Property/Casualty Insurers™

Utilizing these quantitative criteria, Demotech identified 162 Super Regional Property/Casualty Insurers™ for 2011, based upon year-end 2010 annual statement data. They are presented in this exclusive Insurance Journal special report both alphabetically and by size as ranked by direct premium written as of Dec. 31, 2010.

Also included in this report are the 10 companies that are new to the Super Regional list, as well as 13 insurers that are no longer classified as Super Regionals, but have been reclassified into another one of Demotech's categories based on year-end 2010 information.

"Super Regional insurers are critically important to the insurance industry and to their agents, producers and insureds," said Joseph Petrelli, president, Demotech. "These companies are strong, stable markets that work hard for their agents and insureds. This is why *Insurance Journal*


expressed interest in quantifying and identifying what criteria can be used to define an insurer as a Super Regional."

Insurance Journal and Demotech want this year's report to continue the discussion on the role of Super Regionals, as well as the definition and criteria used in determining the classification, so that future reports can continue to refine an industry definition of Super Regional Property/Casualty Insurers™.

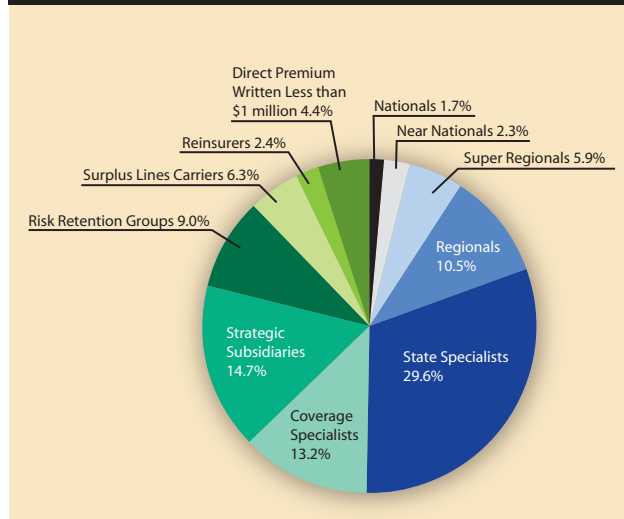
"Insurers and interested readers are encouraged to review the selection criteria and thresholds used to determine the list of 2011 Super Regionals. Our selection criteria remain quantitative and transparent. We are focused on setting benchmarks at levels that accurately categorize the industry," comments Barry Koestler II, CFA, senior financial analyst and chief ratings officer, Demotech.

The authors stress that this is an objective stratification of the companies that comprise the industry, not ratings of the individual insurers. Inclusion on the list of Super Regionals is not meant to suggest that a company is superior to companies not categorized as Super Regionals.

Since 1985, Demotech Inc. (www.demotech.com) has been providing independent Financial Stability Ratings® of property/casualty insurers and title insurance underwriters. Other services include consulting and financial analysis.

Send suggestions, comments and criticisms on this report to Joseph Petrelli at jpetrelli@demotech.com or Andrew Simpson, vice president of content for *Insurance Journal*, at asimpson@insurancejournal.com. 

2011 Property & Casualty Insurance Cos. - Demotech Company Classifications



NEW 2011 Super Regionals

Company Name	2011 Demotech Company Classification	2010 Demotech Company Classification	2009 Demotech Company Classification	2008 Demotech Company Classification	2007 Demotech Company Classification
American Home Assurance Co.	Super Regional	Near National	National	National	National
American Strategic Insurance Corp.	Super Regional	State Specialist	State Specialist	State Specialist	State Specialist
Bay State Insurance Co.	Super Regional	Strategic Subsidiary	Strategic Subsidiary	Strategic Subsidiary	Strategic Subsidiary
Civil Service Employees Insurance Co.	Super Regional	State Specialist	N/A	Regional	Regional
General Insurance Co. of America	Super Regional	Near National	Near National	Near National	Near National
LM Insurance Corp.	Super Regional	Strategic Subsidiary	Strategic Subsidiary	Coverage Specialist	Coverage Specialist
ProAssurance Casualty Co.	Super Regional	Coverage Specialist	Coverage Specialist	Coverage Specialist	Coverage Specialist
Progressive Casualty Insurance Co.	Super Regional	Near National	Near National	Near National	National
Stonington Insurance Co.	Super Regional	Near National	Near National	Near National	Regional
Ullico Casualty Co.	Super Regional	Regional	Regional	Regional	Strategic Subsidiary

RECLASSIFIED 2010 Super Regionals

Company Name	2011 Demotech Company Classification	2010 Demotech Company Classification	2009 Demotech Company Classification	2008 Demotech Company Classification	2007 Demotech Company Classification	Why Company Does Not Qualify as a 2011 Super Regional
All America Insurance Co.	Regional	Super Regional	Super Regional	Regional	Regional	PHS
American Family Home Insurance Co.	Near National	Super Regional	Super Regional	Super Regional	Super Regional	States > 34
Chartis Property Casualty Co.	Near National	Super Regional	Near National	Near National	Super Regional	States > 34
Chrysler Insurance Co.	Regional	Super Regional	Super Regional	Coverage Specialist	Coverage Specialist	NPW, DPW
Cornhusker Casualty Co.	Strategic Subsidiary	Super Regional	Super Regional	Super Regional	Super Regional	NPW
Cypress Insurance Co.	State Specialist	Super Regional	Super Regional	Super Regional	Super Regional	State, LOB > 90%
GuideOne Mutual Insurance Co.	Near National	Super Regional	Super Regional	Super Regional	Near National	States > 34
Hartford Steam Boiler Inspection and Insurance Co.	Coverage Specialist	Super Regional	Coverage Specialist	Super Regional	Near National	LOB > 90%
Horace Mann Insurance Co.	Near National	Super Regional	Near National	Near National	Near National	States > 34
MHA Insurance Co.	Strategic Subsidiary	Super Regional	Super Regional	Super Regional	Regional	NPW
Pennsylvania General Insurance Co.	Strategic Subsidiary	Super Regional	Super Regional	Super Regional	Super Regional	States < 2, PHS, DPW
Starr Indemnity & Liability Co.	Near National	Super Regional	State Specialist	x-DPW < \$1MM	Strategic Subsidiary	States > 34
Yosemite Insurance Co.	Strategic Subsidiary	Super Regional	Super Regional	Super Regional	Strategic Subsidiary	NPW

PHS = Policyholders' Surplus; LOB = Line of Business; NPW = Net Premium Written; DPW = Direct Premium Written

2011 Super Regional P/C Insurers™

As developed by Demotech Inc. for Insurance Journal. Ranked by Direct Premium Written as of 12/31/2010.

Company	12/31/2010 DPW 000s omitted	Group Name	State of Domicile	Number/States with Greater than \$1 Million DPW 12/31/2010
1 American Family Mutual Insurance Co.	5,120,449	American Family Insurance Group	WI	18 - AZ,CO,IL,IN,IA,KS,MN,MO,NE,NV,ND,OH,OR,SD,UT,VA,WI
2 Eric Insurance Exchange	3,320,347	Eric Insurance Group	PA	11 - DC,IL,IN,MD,NC,OH,PA,TN,VA,WV,WI
3 AIU Insurance Co.	2,785,015	American Int'l Group	NY	7 - CA,CT,LA,NY,OH,TX,VA
4 Mid-Century Insurance Co.	2,564,918	Zurich Insurance Group	CA	30 - AL,AZ,AR,CA,CO,GA,IL,IN,IA,KS,MI,MN,MO,MT,NE,NV,NM,ND,OH,OK,OR,SD,TN,TX,UT,VA,WA,WI,WY
5 Auto-Owners Insurance Co.	2,010,264	Auto Owners Group	MI	26 - AL,AZ,AR,CO,FL,GA,IL,IN,IA,KS,KY,MI,MN,MO,NE,NC,ND,OH,PA,SC,SD,TN,UT,VA,WI
6 Nationwide Mutual Fire Insurance Co.	1,852,884	Nationwide Corp. Group	OH	31 - AL,AZ,AR,CA,CT,DE,DC,FL,GA,IL,IN,KY,ME,MD,MI,MS,NH,NY,NC,OH,OK,OR,PA,RI,SC,TN,TX,VT,VA,WA,WV
7 Fire Insurance Exchange	1,555,130	Zurich Insurance Group	CA	16 - AL,CA,CO,MI,MN,MO,MT,NE,NV,ND,SD,TX,UT,VA,WI,WY
8 American Home Assurance Co.	1,471,932	American International Group	NY	24 - AR,CA,CO,CT,DC,FL,IL,IN,ME,MA,MT,NH,NJ,NM,NY,NC,OH,OK,PA,TN,VT,VA,WA,WI
9 Owners Insurance Co.	1,409,951	Auto Owners Group	OH	24 - AL,AZ,AR,CO,FL,GA,IL,IN,IA,KS,KY,MN,MO,NE,NC,ND,OH,SC,SD,TN,UT,VA,WI
10 Safeco Insurance Co. of IL	1,230,141	Liberty Mutual Insurance Group	IL	29 - AL,AK,AR,CA,CT,FL,GA,IL,IN,KY,MD,MI,MN,MS,MO,MT,NE,NV,OH,OR,PA,TN,TX,UT,VA,WA,WI,WY
11 Westfield Insurance Co.	1,146,127	Westfield Group	OH	26 - AL,AZ,AR,CO,DE,FL,GA,IL,IN,IA,KY,MD,MI,MN,MO,NM,NC,OH,OK,PA,SC,TN,TX,VA,WV,WI
12 Country Mutual Insurance Co.	1,109,558	Country Insurance & Financial Services	IL	14 - AK,AZ,CO,IL,IA,KS,MN,MO,NV,ND,OK,OR,VA,WI
13 Peerless Insurance Co.	1,103,444	Liberty Mutual Insurance Group	NH	31 - AR,CA,CT,DE,GA,IL,IN,IA,KS,KY,LA,ME,MD,MA,MI,MN,MO,NE,NH,NY,NC,OH,OK,PA,RI,SC,TN,TX,VT,VA,WI
14 Shelter Mutual Insurance Co.	1,053,288	Shelter Insurance Group	MO	14 - AR,CO,IL,IN,IA,KS,KY,LA,MS,MO,NE,NV,OK,TN
15 Citizens Insurance Co. of America	908,824	The Hanover Insurance Group	MI	19 - CT,GA,IL,IN,KS,ME,MA,MI,MN,MO,NH,NJ,NY,OH,PA,RI,VT,VA,WI
16 Farm Bureau Property & Casualty Insurance Co.	889,710	Iowa Farm Bureau Group	IA	8 - AZ,IA,KS,MN,NE,NM,SD,UT
17 Netherlands Insurance Co.	817,921	Liberty Mutual Insurance Group	NH	33 - AR,CA,CT,DE,DC,GA,IL,IN,IA,KS,KY,LA,ME,MD,MA,MI,MN,MO,NE,NH,NJ,NY,NC,OH,OK,PA,RI,SC,TN,TX,VT,VA,WI
18 Acuity a Mutual Insurance Co.	776,693	N/A	WI	20 - AZ,CO,IL,IN,IA,KS,KY,MI,MN,MO,NE,NM,ND,OH,PA,SD,TN,UT,WI
19 Progressive Casualty Insurance Co.	736,675	Progressive Group	OH	26 - AZ,AR,CA,CO,CT,DC,FL,HI,IL,KY,ME,MD,MA,MN,MO,NV,NJ,NY,OH,OR,PA,RI,TX,VT,VA,WA
20 Mercury Casualty Co.	695,300	Mercury General Group	CA	5 - AZ,CA,NV,NY,VA
21 Membersselect Insurance Co.	681,992	Automobile Club MI Group	MI	8 - IL,IN,IA,MI,MN,NE,ND,OH
22 West Bend Mutual Insurance Co.	655,337	N/A	WI	9 - IL,IN,IA,KS,MI,MN,MO,OH,WI

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Super Regional Insurers

Company	12/31/2010 DPW 000s omitted	Group Name	State of Domicile	Number/States with Greater than \$1 Million DPW 12/31/2010
23 State Auto Property & Casualty Insurance Co.	647,107	State Auto Mutual Group	IA	26 - AL,AZ,AR,FL,GA,IL,IN,KS,KY,MD,MI,MN,MS,MO,NC,ND,OH,OK,PA,SC,TN,TX,UT,VA,WV,WI
24 Grange Mutual Casualty Co.	629,326	Grange Mutual Casualty Group	OH	8 - GA,IL,IN,KY,OH,PA,SC,TN
25 Meritplan Insurance Co.	611,165	BankAmerica Corp. Group	CA	27 - AL,CA,CO,GA,IL,IN,IA,KY,LA,MD,MI,MN,MS,MO,NV,NM,NY,NC,OH,OK,OR,SC,TN,TX,UT,VA,WI
26 Automobile Insurance Co. of Hartford, CT	606,721	Travelers Group	CT	34 - AL,AZ,AR,CO,CT,DC,GA,IL,IN,KS,KY,LA,ME,MD,MI,MN,MS,MO,MT,NV,NH,NY,NC,OH,OK,OR,PA,SC,TN,UT,VA,WI
27 NGM Insurance Co.	509,425	Main Street Amer. Group	FL	21 - AZ,CT,DE,FL,GA,ME,MD,MA,MI,NV,NH,NY,NC,PA,RI,SC,TN,TX,UT,VT,VA
28 Central Mutual Insurance Co.	500,318	Central Mutual Insurance Co. Group	OH	18 - AZ,CO,CT,GA,IL,IN,MA,MI,NH,NM,NY,NC,OH,OK,SC,TN,TX,VA
29 Tower Insurance Co. of New York	474,770	Tower Group	NY	27 - AL,AZ,CA,CO,CT,FL,GA,IL,IN,KY,LA,MD,MA,MI,MS,MO,NV,NJ,NY,NC,OK,PA,SC,TN,TX,VA,WA
30 Farmers Mutual Hail Insurance Co. of IA	452,046	Farmers Mutual Hail Insurance Group	IA	15 - AR,CO,IL,IN,IA,KS,MI,MN,MO,NE,ND,OH,OK,SD,WI
31 Frankenmuth Mutual Insurance Co.	447,464	Frankenmuth Group	MI	13 - AL,GA,IL,IN,KY,ME,MI,NH,NC,OH,SC,TN,WI
32 Selective Way Insurance Co.	433,808	Selective Insurance Group	NJ	10 - DE,DC,GA,MD,MI,NJ,NY,PA,SC,VA
33 Pennsylvania National Mutual Casualty Insurance Co.	431,966	Pennsylvania National Insurance Group	PA	10 - AL,DE,MD,NJ,NC,PA,SC,TN,TX,VA
34 Erie Insurance Co.	415,669	Erie Insurance Group	PA	10 - IL,IN,MD,NY,NC,OH,PA,TN,VA,WI
35 Hudson Insurance Co.	412,495	Fairfax Financial Group	DE	32 - AL,AZ,CA,CO,CT,DC,FL,GA,HI,IL,IN,IA,LA,MD,MA,MI,MN,MO,NV,NJ,NY,NC,OH,OR,PA,SC,TN,TX,UT,VA,WA,WI
36 State Automobile Mutual Insurance Co.	411,931	State Auto Mutual Group	OH	25 - AL,AZ,AR,CO,FL,GA,IL,IN,IA,KS,KY,MD,MI,MN,MS,MO,NC,OH,PA,SC,TN,TX,VA,WV,WI
37 Motorists Mutual Insurance Co.	410,374	Motorists Mutual Group	OH	6 - IN,KY,MI,OH,PA,WV
38 Virginia Surety Co. Inc	404,345	The Warranty Group	IL	27 - CA,CO,CT,DE,DC,FL,GA,IL,IN,MD,MA,MI,MN,MO,NE,NJ,NY,NC,OH,OK,OR,PA,SC,TX,VA,WA,WI
39 Stonington Insurance Co.	392,625	Glencoe US Holdings Group	TX	34 - AZ,AR,CA,CO,FL,GA,IL,IN,IA,KS,LA,MI,MN,MS,MO,MT,NE,NV,NJ,NM,NY,NC,ND,OH,OK,OR,PA,SD,TN,TX,VA,WI,WY
40 Selective Insurance Co. of America	388,370	Selective Insurance Group	NJ	24 - CA,CT,DE,DC,GA,HI,IL,IN,IA,MD,MI,MN,MO,NE,NJ,NY,NC,OH,PA,SC,TN,VA,WA,WI
41 Harleysville Mutual Insurance Co.	371,575	Harleysville Group	PA	21 - AL,AR,CA,CT,DE,DC,FL,GA,LA,MD,MA,MS,NJ,NC,OH,PA,RI,SC,TN,TX,VA
42 Farm Family Casualty Insurance Co.	362,934	American National Financial Group	NY	11 - CT,DE,ME,MA,NH,NJ,NY,RI,VT,VA,WV
43 Companion Property & Casualty Insurance Co.	356,705	BCBS of SC Group	SC	28 - AL,AZ,AR,CA,DC,FL,GA,IL,IN,KS,KY,LA,MD,MI,MN,MS,MO,NJ,NC,OK,PA,SC,TN,TX,UT,VA,WV,WI
44 Pennsylvania Manufacturers Association Insurance Co.	355,613	Old Republic Group	PA	33 - AL,AZ,AR,CA,CO,CT,DE,FL,GA,IL,IN,KY,LA,MD,MA,MI,MN,MS,MO,NH,NJ,NY,NC,OH,OK,PA,SC,TN,TX,VT,VA,WV,WI
45 General Casualty Co. of WI	352,685	QBE Insurance Group	WI	22 - AR,CT,GA,IL,IN,IA,KS,MA,MI,MN,MO,NE,NY,NC,ND,OH,PA,SC,SD,TN,TX,WI
46 LM Insurance Corp.	336,684	Liberty Mutual Insurance Group	IL	34 - AL,AZ,AR,CA,CO,CT,DE,FL,GA,IL,IN,IA,KS,KY,LA,MD,MA,MI,MN,MS,MO,NV,NJ,NY,NC,PA,SC,TN,TX,UT,VT,VA,WV,WI
47 Technology Insurance Co. Inc	335,948	Amtrust Group	NH	28 - AL,AZ,AR,CT,DE,FL,GA,IL,IN,IA,KS,KY,LA,MD,MA,MN,MS,MO,NV,NH,NY,NC,PA,SC,TN,TX,VT,VA
48 Hastings Mutual Insurance Co.	333,987	N/A	MI	5 - IL,IN,MI,OH,WI
49 Mutual of Enumclaw Insurance Co.	313,133	Mutual of Enumclaw Group	WA	4 - ID,OR,UT,WA
50 Bankers Standard Insurance Co.	297,435	Ace Ltd. Group	PA	26 - AZ,CA,CO,CT,DC,FL,GA,IL,KS,KY,MD,MA,MI,MN,MO,NJ,NY,NC,OH,PA,SC,TN,TX,VA,WA,WI
51 Indiana Insurance Co.	293,873	Liberty Mutual Insurance Group	IN	8 - IL,IN,KY,MI,NJ,OH,TN,WI
52 United Fire & Casualty Co.	287,580	United Fire & Casualty Group	IA	22 - AL,AR,CO,FL,IL,IN,IA,KS,LA,MN,MS,MO,MT,NE,NM,ND,SD,TN,TX,WI,WY
53 General Insurance Co. of America	283,707	Liberty Mutual Insurance Group	WA	31 - AL,AZ,CA,CO,CT,FL,GA,IL,IN,KY,LA,MA,MI,MN,MO,MT,NJ,NY,NC,OK,OR,PA,SC,TN,TX,UT,VT,VA,WA,WV
54 Progressive Gulf Insurance Co.	278,392	Progressive Group	OH	3 - GA,MS,VA
55 Imperium Insurance Co.	277,938	Lightyear Delos Group	DE	28 - AL,CA,DE,DC,FL,GA,IL,IN,KY,LA,MD,MI,MN,MS,MO,NV,NH,NJ,NY,NC,OH,PA,SC,TN,TX,VA,WA,WI
56 Farmington Casualty Co.	277,384	Travelers Group	CT	29 - AL,AZ,AR,CO,CT,DE,GA,IL,IN,KS,KY,LA,MD,MI,MN,MS,MO,NH,NM,NY,NC,OK,OR,PA,SC,SD,TN,TX,WV
57 Westfield National Insurance Co.	271,295	Westfield Group	OH	10 - CO,IL,IN,IA,KY,MN,NC,OH,PA,TN
58 American Commerce Insurance Co.	271,278	Mapfre Insurance Group	OH	17 - AZ,CT,FL,IL,IN,KY,LA,NJ,NY,OH,OR,PA,RI,TN,TX,VA
59 Auto Club Insurance Association	271,178	Automobile Club MI Group	MI	6 - IL,MI,MN,NE,ND,WI
60 Merrimack Mutual Fire Insurance Co.	267,838	Andover Group	MA	8 - CT,IL,ME,MA,NH,NJ,NY,RI
61 Harleysville Worcester Insurance Co.	258,526	Harleysville Group	PA	16 - AL,AR,CT,GA,MD,MA,MN,NE,NH,NY,ND,PA,RI,SD,TN,VT
62 Amerisure Mutual Insurance Co.	256,945	Amerisure Co. Group	MI	22 - AL,AZ,AR,CA,FL,GA,IL,IN,KS,KY,LA,MI,MS,MO,NC,OK,PA,SC,TN,TX,VA,WI
63 Vermont Mutual Insurance Co.	251,917	Vermont Mutual Group	VT	7 - CT,ME,MA,NH,NY,RI,VT
64 Secura Insurance, a Mutual Co.	251,500	Secura Insurance Group	WI	12 - AZ,CO,IL,IN,IA,KS,KY,MI,MN,MO,ND,WI

Company	12/31/2010 DPW 000s omitted	Group Name	State of Domicile	Number/States with Greater than \$1 Million DPW 12/31/2010
65 Motors Insurance Corp.	248,203	GMAC Insurance Holding Group	MI	23 - AL,AR,CA,CO,FL,GA,IL,IN,IA,KS,LA,MI,MN,MO,NE,NJ,NY,NC,OH,OK,PA,TN,TX
66 Farmers Automobile Insurance Association	247,015	Pekin Insurance Group	IL	4 - IL,IN,IA,WI
67 Insurance Co. of the West	246,960	American Assets Group	CA	10 - AK,CA,FL,IL,MO,NV,OR,TN,UT,WA
68 Unigard Insurance Co.	246,485	QBE Insurance Group	WA	8 - AZ,CA,ID,MT,NV,OR,UT,WA
69 Bituminous Casualty Corp.	238,091	Old Republic Group	IL	31 - AZ,AR,CO,FL,GA,IL,IN,IA,KS,KY,LA,MI,MN,MS,MO,MT,NE,NM,NC,OK,OR,PA,SC,TN,TX,UT,VA,WA,WV,WI,WY
70 California Casualty Indemnity Exchange	233,195	California Casualty Mgmt. Group	CA	23 - AL,AZ,CA,CO,CT,DE,GA,IL,IN,IA,KS,LA,MD,MN,NV,NM,OK,PA,TN,TX,VA,WA
71 Amerisure Insurance Co.	230,931	Amerisure Co. Group	MI	19 - AL,AZ,AR,FL,GA,IL,IN,KS,KY,LA,MI,MS,MO,NC,OK,SC,TN,TX,WI
72 Harleysville Preferred Insurance Co.	228,877	Harleysville Group	PA	21 - AL,AR,CT,DE,DC,GA,IL,IN,MD,MA,MI,MN,NH,NJ,NY,NC,PA,RI,SC,TN,VA
73 Preferred Mutual Insurance Co.	227,429	N/A	NY	4 - MA,NH,NJ,NY
74 Brotherhood Mutual Insurance Co.	226,066	N/A	IN	30 - AZ,AR,CA,CO,GA,IL,IN,IA,KS,KY,MD,MI,MN,MS,MO,MT,NE,NM,NY,NC,OH,OK,OR,PA,SC,TN,VA,WA,WV,WI
75 Quincy Mutual Fire Insurance Co.	217,468	Quincy Mutual Group	MA	4 - CT,MA,NY,RI
76 Farmers Mutual Insurance Co. of NE	214,662	N/A	NE	2 - NE,SD
77 North Star Mutual Insurance Co.	212,591	North Star Co. Group	MN	6 - IA,MN,NE,ND,OK,SD
78 Donegal Mutual Insurance Co.	205,381	Donegal Group	PA	6 - DE,GA,MD,OH,PA,VA
79 Western National Mutual Insurance Co.	201,095	Western Natl. Mutual	MN	5 - IA,MN,ND,SD,WI
80 Sparta Insurance Co.	200,404	Sparta Group	CT	32 - AL,AZ,CA,CT,FL,GA,IL,IN,IA,KS,KY,LA,MD,MA,MI,MN,MS,MO,NE,NJ,NY,NC,OH,OK,OR,PA,SC,TN,TX,VA,WI
81 CastlePoint Insurance Co.	198,626	Tower Group	NY	2 - NJ,NY
82 Protective Insurance Co.	195,611	Baldwin & Lyons Group	IN	28 - AZ,CA,CO,CT,FL,GA,IL,IN,KY,LA,MD,MA,MI,MN,MO,MT,NJ,NY,NC,OH,OR,PA,TN,TX,UT,VA,WA,WI
83 Utica Mutual Insurance Co.	192,902	Utica Group	NY	24 - CO,CT,DE,GA,IL,IN,KY,MD,MA,MI,MN,MO,NH,NJ,NY,NC,OH,PA,SC,TN,TX,VA,WA,WI
84 Stonebridge Casualty Insurance Co.	192,409	Aegon US Holding Group	OH	32 - AZ,CA,CO,CT,FL,GA,IL,IN,IA,KY,LA,MD,MA,MI,MN,MO,NV,NH,NJ,NY,NC,OH,OK,OR,PA,RI,SC,TN,TX,VA,WA,WI
85 CastlePoint National Insurance Co.	190,421	Tower Group	IL	11 - AZ,CA,FL,GA,IL,LA,MI,NJ,NY,SC,TX
86 Courtesy Insurance Co.	185,925	JM Family Group	FL	18 - AL,CA,CO,FL,GA,IL,ME,MD,MO,NJ,NC,OH,OR,PA,SC,TN,VA,WI
87 FCCI Insurance Co.	184,727	FCCI Mutual Insurance Group	FL	10 - AL,FL,GA,IL,IN,KY,MI,NC,SC,TN
88 Old Republic General Insurance Corp.	183,725	Old Republic Group	IL	19 - AZ,CA,CT,FL,GA,IL,IN,MD,MA,NV,NH,NJ,NY,NC,PA,TX,VA,WV,WI
89 American Strategic Insurance Corp.	175,394	ARX Holding Corp. Group	FL	6 - AZ,CO,FL,NJ,SC,VA
90 Occidental Fire & Casualty Co. of NC	174,211	IAT Reins. Co. Group	NC	23 - AL,AZ,CA,CO,FL,GA,IL,IN,KY,LA,MD,MA,MN,NV,NJ,NY,ND,OH,PA,SC,TN,TX,VA
91 Sompo Japan Insurance Co. of America	173,704	NKSJ Holdings Inc. Group	NY	33 - AL,AR,CA,CO,CT,FL,GA,HI,IL,IN,IA,KS,KY,LA,MD,MA,MI,MN,MS,MO,NH,NJ,NY,NC,OH,OR,PA,SC,TN,TX,VA,WA,WI
92 Mitsui Sumitomo Insurance Co. of America	171,023	MS & AD Insurance Group	NY	26 - AL,AZ,CA,CT,FL,GA,HI,IL,IN,KY,LA,MA,MI,MO,NJ,NY,NC,OH,OR,PA,SC,TN,TX,VA,WA,WI
93 Canal Insurance Co.	170,388	Canal Group	SC	31 - AL,AZ,AR,CO,CT,DE,FL,GA,IL,IN,IA,KS,KY,ME,MD,MN,MS,MO,NV,NC,OH,OK,OR,PA,RI,SC,TN,UT,VA,WA,WI
94 American Road Insurance Co.	165,657	American Road Group	MI	22 - CA,CO,FL,GA,IL,IN,KS,LA,MA,MI,MN,MO,NE,NJ,NY,NC,OH,OK,PA,TN,TX,WI
95 National Liability & Fire Insurance Co.	162,619	Berkshire Hathaway Group	CT	27 - AL,AZ,AR,CA,CO,CT,FL,GA,IL,IN,LA,MA,MI,MN,MS,MO,NJ,NY,NC,OH,OK,OR,PA,TN,TX,WV,WI
96 Ullico Casualty Co.	161,690	Union Labor Group	DE	21 - AZ,CA,CT,DC,FL,GA,IL,MD,MI,MN,NV,NJ,NY,NC,OK,OR,PA,SC,TN,TX,WI
97 Darwin National Assurance Co.	159,637	Allied World Assurance Holding Group	DE	28 - AL,AZ,CA,CO,CT,FL,GA,IL,IN,KY,MD,MA,MI,MN,NV,NJ,NM,NY,NC,OH,OK,OR,PA,TN,TX,VA,WA,WI
98 New York Marine & General Insurance Co.	157,067	New York Marine & General Group	NY	25 - AL,CA,CO,CT,FL,GA,IL,KS,KY,LA,MA,MS,MO,NV,NJ,NY,NC,OH,OK,OR,PA,TN,TX,VA,WA
99 North River Insurance Co.	155,086	Fairfax Financial Group	NJ	26 - AL,AZ,CA,CT,FL,GA,HI,IL,IN,KY,LA,MD,MA,MI,MN,MO,NJ,NY,NC,OH,OR,PA,SC,TN,TX,VA
100 Alaska National Insurance Co.	153,680	N/A	AK	5 - AK,CA,ID,OR,WA
101 Pacific Specialty Insurance Co.	149,491	Western Service Contract Group	CA	6 - AZ,CA,CO,CT,NJ,TX
102 Federated Rural Electric Insurance Exchange	143,359	N/A	KS	33 - AL,AZ,AR,CO,FL,GA,IL,IN,IA,KS,KY,LA,MI,MN,MS,MO,MT,NE,NM,NC,ND,OH,OK,OR,PA,SC,SD,TN,VA,WA,WI,WY
103 Merchants Mutual Insurance Co.	143,307	Merchants Mutual Group	NY	9 - MA,MI,NH,NJ,NY,OH,PA,RI,VT
104 Concord General Mutual Insurance Co.	140,891	Concord Group	NH	3 - ME,NH,VT
105 Century-National Insurance Co.	135,934	N/A	CA	5 - AZ,CA,IL,NV,WA
106 Mid-Continent Casualty Co.	132,365	American Financial Group	OH	11 - AR,FL,KS,LA,MO,MT,ND,OK,TX,UT,WY
107 Mountain West Farm Bureau Mutual Insurance Co.	131,044	Mountain West Farm Group	WY	2 - MT,WY
108 Markel American Insurance Co.	128,571	Markel Corp. Group	VA	33 - AL,AK,AZ,AR,CA,DE,FL,GA,IL,IN,KY,LA,MD,MA,MI,MN,MS,MO,NJ,NY,NC,OH,OK,OR,PA,RI,SC,TN,TX,UT,VA,WA,WI
109 Hartford Insurance Co. of IL	127,898	Hartford Fire & Casualty Group	IL	3 - IL,NY,PA

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Super Regional Insurers

Company	12/31/2010 DPW 000s omitted	Group Name	State of Domicile	Number/States with Greater than \$1 Million DPW 12/31/2010
110 ProAssurance Casualty Co.	125,778	ProAssurance Corp. Group	MI	9 - CA,DE,FL,GA,IL,KY,MI,NJ,OH
111 Pennsylvania Lumbermens Mutual Insurance Co.	124,357	N/A	PA	29 - AL,AR,CO,FL,GA,IL,IN,KY,LA,MD,MA,MI,MN,MS,MO,NJ,NY,NC,OH,OK,OR,PA,SC,TN,TX,VT,VA,WA,WI
112 Preferred Professional Insurance Co.	123,035	N/A	NE	20 - CA,CO,FL,IL,IN,IA,KS,KY,LA,MD,MT,NE,NJ,NM,NY,OH,PA,TX,VA,WI
113 Jewelers Mutual Insurance Co.	122,820	N/A	WI	29 - AL,AZ,AR,CA,CO,CT,FL,GA,HI,IL,LA,MD,MA,MI,MN,MO,NV,NJ,NY,NC,OH,OK,PA,SC,TN,TX,VA,WA,WI
114 Cherokee Insurance Co.	121,583	N/A	MI	10 - AR,IN,MI,MS,MO,PA,SC,TN,TX,VA
115 Vanliner Insurance Co.	120,780	American Financial Group	MO	26 - AK,AZ,CA,CT,FL,GA,IL,IN,KY,MD,MA,MI,MN,MO,MT,NJ,NY,NC,OH,PA,SC,TN,TX,VA,WA,WI
116 Grange Insurance Association	120,023	Grange Insurance Group	WA	6 - CA,CO,ID,OR,WA,WY
117 Old United Casualty Co.	118,695	Van Enterprises Group	KS	6 - AZ,CA,FL,KS,MI,TX
118 Trinity Universal Insurance Co.	116,938	Unitrin Group	TX	7 - AL,AR,ID,MT,OK,TX,UT
119 Atlantic States Insurance Co.	116,344	Donegal Group	PA	6 - DE,GA,MD,OH,PA,VA
120 Public Service Mutual Insurance Co.	115,742	Public Service Group	NY	11 - CA,CO,CT,IL,MA,NJ,NY,OR,PA,TX,WA
121 United States Fidelity and Guaranty Co.	113,681	Travelers Group	CT	19 - AZ,CA,FL,GA,LA,MD,MI,MN,MO,NJ,NY,NC,OH,OR,PA,SC,TX,VT,WI
122 OneBeacon Insurance Co.	108,775	White Mountain Group	PA	26 - AL,CA,CO,CT,DC,GA,IL,IN,IA,LA,MD,MA,MI,MN,MO,NJ,NY,OH,OK,PA,SC,TN,TX,VA,WA,WI
123 Farmers Alliance Mutual Insurance Co.	108,266	Alliance Insurance Group	KS	9 - CO,ID,KS,MO,MT,NE,ND,OK,SD
124 Cambridge Mutual Fire Insurance Co.	105,553	Andover Group	MA	8 - CT,IL,ME,MA,NH,NJ,NY,RI
125 Brethren Mutual Insurance Co.	104,854	N/A	MD	3 - MD,PA,VA
126 Berkley Insurance Co.	102,944	WR Berkley Corp. Group	DE	16 - AZ,CA,CO,GA,IL,MA,MI,MN,MO,NJ,NY,NC,OH,PA,TX,WA
127 Columbia Mutual Insurance Co.	101,816	Columbia Insurance Group	MO	8 - AR,IL,IA,KS,MO,NE,OK,SD
128 National Indemnity Co.	101,061	Berkshire Hathaway Group	NE	28 - AK,AZ,AR,CA,CO,CT,DE,GA,IL,IN,KS,KY,MD,MI,MO,MT,NV,NH,NM,NC,ND,OH,PA,TX,UT,VA,WA,WI
129 American Mercury Insurance Co.	99,931	Mercury General Group	OK	6 - CA,FL,GA,OK,TX,VA
130 Farmland Mutual Insurance Co.	98,919	Nationwide Corp. Group	IA	27 - AL,AR,CO,GA,ID,IL,IN,IA,KS,KY,MI,MN,MS,MO,MT,NE,ND,OH,OK,PA,SD,TN,TX,UT,VA,WI,WY
131 Cumberland Mutual Fire Insurance Co.	98,727	Cumberland Group	NJ	4 - DE,MD,NJ,PA
132 Seneca Insurance Co. Inc.	98,726	Fairfax Financial Group	NY	18 - AZ,CA,CO,CT,FL,IL,KY,MD,MA,MI,NV,NJ,NY,NC,OH,PA,TX,VA
133 First Colonial Insurance Co.	95,788	Allstate Insurance Group	FL	21 - AR,CO,FL,GA,IL,IN,IA,KS,KY,MA,MO,NE,NJ,NC,OH,OK,PA,TN,TX,UT,WA
134 Builders Mutual Insurance Co.	94,235	Builders Group	NC	5 - MD,NC,SC,TN,VA
135 Republic Indemnity Co. of America	91,884	American Financial Group	CA	10 - AK,AZ,CA,CO,GA,IL,KY,NV,NM,TX
136 Federated Service Insurance Co.	90,369	Federated Mutual Group	MN	30 - AL,AZ,AR,CA,CO,GA,IL,IN,IA,KS,KY,MD,MI,MN,MS,MO,NE,NV,NC,ND,OH,OK,PA,SC,SD,TN,TX,VA,WA,WI
137 Insurance Co. of North America	86,153	Ace Ltd. Group	PA	4 - CA,FL,MA,NY
138 American Hallmark Insurance Co. of TX	85,793	Hallmark Financial Service Group	TX	11 - CO,GA,ID,MO,MT,NM,OK,OR,TX,UT,WA
139 Milbank Insurance Co.	85,633	State Auto Mutual Group	SD	7 - AZ,CO,IN,MN,ND,SD,UT
140 IMT Insurance Co.	85,624	IMT Mutual Holding Group	IA	5 - IL,IA,NE,SD,WI
141 Fidelity National Insurance Co.	84,543	Fidelity National Financial Group	CA	12 - AZ,CA,FL,IA,MO,NE,NV,NY,PA,SC,VA,WA
142 American Hardware Mutual Insurance Co.	83,164	Motorists Mutual Group	OH	22 - AZ,CA,CO,CT,ID,IL,IA,KY,MD,MA,MI,MN,NV,NH,NJ,NY,OH,OR,TX,UT,VA,WA,WI
143 Berkley Regional Insurance Co.	82,666	WR Berkley Corp. Group	DE	21 - AZ,CA,CO,DC,FL,GA,IL,ME,MD,MA,NH,NJ,NM,NY,NC,PA,TN,TX,VT,VA,WA
144 Harford Mutual Insurance Co.	74,471	Harford Group	MD	8 - DE,DC,MD,NJ,NC,PA,TN,VA
145 Health Care Indemnity Inc.	74,410	N/A	CO	5 - FL,KS,LA,TN,TX
146 Lightning Rod Mutual Insurance Co.	74,128	Western Reserve	OH	2 - IN,OH
147 Triton Insurance Co.	70,477	Citigroup Group	TX	18 - AL,CA,CO,FL,GA,HI,MN,NJ,NM,NY,NC,OH,PA,SC,TN,TX,VA,WV
148 Penn National Security Insurance Co.	67,707	Pennsylvania National Insurance Group	PA	8 - AL,DE,MD,NC,PA,SC,TN,VA
149 Endurance American Insurance Co.	63,398	Endurance Group	DE	10 - AZ,GA,IL,MI,NJ,NY,OH,PA,TX,WI
150 Providence Mutual Fire Insurance Co.	63,040	Providence Group	RI	7 - CT,ME,MA,NH,NJ,NY,RI
151 Keystone Insurance Co.	62,515	AAA Mid-Atlantic Insurance Group	PA	5 - DE,MD,NJ,PA,VA
152 Contractors Bonding & Insurance Co.	60,573	N/A	WA	8 - AZ,CA,FL,MT,NV,NM,OR,WA
153 Harco National Insurance Co.	56,576	IAT Reins. Co. Group	IL	16 - AZ,CA,FL,GA,IN,LA,MI,MO,NE,NV,NJ,NY,NC,OH,PA,WA
154 Gray Insurance Co.	56,320	Gray Insurance Group	LA	6 - AL,FL,LA,MS,OK,TX
155 Capitol Indemnity Corp.	54,717	Alleghany Group	WI	17 - AZ,CO,IL,IN,MI,MN,MO,MT,NV,ND,OH,OK,OR,PA,SD,VA,WI
156 Republic Underwriters Insurance Co.	52,207	Delek Group	TX	6 - AR,LA,MS,NM,OK,TX
157 Civil Service Employees Insurance Co.	51,878	Civil Service Employee Group	CA	3 - AZ,CA,NV
158 Lititz Mutual Insurance Co.	49,684	Lititz Mutual Group	PA	8 - DE,KS,MD,MO,NC,PA,SC,VA

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Super Regional Insurers

Company	12/31/2010 DPW 000s omitted	Group Name	State of Domicile	Number/States with Greater than \$1 Million DPW 12/31/2010
159 Bituminous Fire and Marine Insurance Co.	40,109	Old Republic Group	IL	13 - AR,FL,IL,IA,LA,MO,NE,NC,OK,PA,TX,VA,WI
160 Middlesex Insurance Co.	33,763	Sentry Insurance Group	WI	6 - CA,CT,FL,NJ,TX,WI
161 St. Paul Protective Insurance Co.	30,050	Travelers Group	IL	11 - AR,GA,IL,IN,KS,KY,MI,MN,MO,OH,TX
162 Bay State Insurance Co.	25,522	Andover Group	MA	3 - MA,NJ,NY

Data Source: The National Association of Insurance Commissioners, Kansas City, Missouri, by permission. Information derived from a Highline Data product. The NAIC and Highline Data do not endorse any analysis or conclusion based upon the use of its data.

Demotech Company Classification Criteria



Super Regional

- Active companies, not in regulatory supervision at Dec. 31, 2010
- Individual companies
- Companies reporting data to the National Association of Insurance Commissioners using the property/casualty annual and quarterly statement format
- No surplus lines companies
- No risk retention groups
- No reinsurance companies
- More than \$1 million of direct premium written (DPW) in each of two to 34 states at Dec. 31, 2010
- Less than 90 percent of their DPW in any one state at Dec. 31, 2010
- Less than 90 percent of their DPW in any one line of business at Dec. 31, 2010
- \$100 million of surplus or more at Dec. 31, 2010
- Net premium written (NPW) of at least \$50 million at Dec. 31, 2010
- DPW of at least \$25 million at Dec. 31, 2010

Surplus Lines, Risk Retention Group, Reinsurer

- By definition

Direct Premium Written Less Than \$1 million

- Dec. 31, 2010 DPW less than \$1 million
- Not a member of a group

State Specialist

- Dec. 31, 2010 DPW greater than or equal to \$1 million
- Greater than or equal to 90 percent of Dec. 31, 2010 DPW in one state

Coverage Specialist

- Dec. 31, 2010 DPW greater than or equal to \$1 million
- Greater than or equal to 90 percent of Dec. 31, 2010 DPW in one line of business

National

- More than \$1 million of DPW in each of at least 45 states at Dec. 31, 2010
- \$250 million of surplus or more at Dec. 31, 2010
- NPW of at least \$250 million at Dec. 31, 2010
- DPW of at least \$250 million at Dec. 31, 2010
- No lines of business greater than or equal to 90 percent of Dec. 31, 2010

Near National

- More than \$1 million of DPW in each of at least 35 states at Dec. 31, 2010
- \$100 million of surplus or more at Dec. 31, 2010
- NPW of at least \$50 million at Dec. 31, 2010
- DPW of at least \$100 million at Dec. 31, 2010
- No lines of business greater than or equal to 90 percent of Dec. 31, 2010
- Do not qualify as a National

Strategic Subsidiary

- Not in any other category
- Part of a group
- DPW/PHS ≥ 9 or $\leq .25$ OR NPW/PHS ≥ 9 or $\leq .25$

Regional

- Not in any other category