2022 ACEC PLI Survey for Member Firms_Revenue Range
Auto Generated

April 29, 2022

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* Denotes variable with statistically significant findings

* Denotes variable with statistically significant findings

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Please answer the questions in this section with reference to your firm's most recently completed fiscal year.

* Denotes variable with statistically significant findings

Q2: What are your firm's fields of practice? Check all that apply. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Valid Cases	410	136	72	41	35	49	37	18	16	6
Architectural										
Mentions	42	3	6	3	1	5	7	7	6	4
% Valid Cases	10%	2%	8%	7%	3%	10%	19%	39% BE	38% BE	67%
Building Commissioning										
Mentions	20	2	2	0	2	2	5	1	5	1
% Valid Cases	5%	1%	3%	0%	6%	4%	14%	6%	31%	17%
Civil / General (Including Transportation)										
Mentions	251	68	39	30	22	32	31	13	12	4
% Valid Cases	61%	50%	54%	73% AB	63%	65%	84% ABD	72%	75%	67%
Construction Engineering & Inspection										
Mentions	166	32	27	15	14	25	28	10	11	4
% Valid Cases	40%	24%	38% A	37%	40%	51% A	76% ABCDE	56% A	69% ABC	67%
Construction Management										
Mentions	90	14	19	12	6	12	13	3	8	3
% Valid Cases	22%	10%	26% A	29% A	17%	24% A	35% A	17%	50% AD	50%
Electrical										
Mentions	85	14	11	8	6	10	12	8	12	4
% Valid Cases	21%	10%	15%	20%	17%	20%	32% AB	44% ABCDE	75%	67%
Energy / Industrial										
Mentions	29	3	2	0	3	4	5	3	6	3
% Valid Cases	7%	2%	3%	0%	9%	8%	14%	17%	38% F	50%
Environmental										
Mentions	106	16	14	11	5	17	18	9	11	5
% Valid Cases	26%	12%	19%	27% A	14%	35% AD	49% ABCD	50% ABD	69% ABCDE	83%
Geotechnical										
Mentions	71	17	11	10	5	9	7	3	6	3
% Valid Cases	17%	13%	15%	24%	14%	18%	19%	17%	38% AB	50%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABCDEF**

Q2: What are your firm's fields of practice? Check all that apply. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Lab Testing										
Mentions	50	7	14	6	3	6	6	4	3	1
% Valid Cases	12%	5%	19% A	15% A	9%	12%	16% A	22%	19%	17%
Landscape Architecture										
Mentions	44	1	2	1	1	11	15	5	6	2
% Valid Cases	11%	1%	3%	2%	3%	22%	41%	28%	38%	33%
Mechanical / HVAC										
Mentions	71	11	8	6	7	8	8	7	12	4
% Valid Cases	17%	8%	11%	15%	20% A	16%	22% A	39% ABCE	75%	67%
Planning										
Mentions	82	14	8	5	4	12	19	6	10	4
% Valid Cases	20%	10%	11%	12%	11%	24% A	51% ABCE	33% AB	63% ABCE	67%
Process										
Mentions	16	4	1	1	1	1	3	2	2	1
% Valid Cases	4%	3%	1%	2%	3%	2%	8%	11%	13%	17%
Structural										
Mentions	154	37	21	11	9	17	27	14	13	5
% Valid Cases	38%	27%	29%	27%	26%	35%	73% ABCDE	78%	81%	83%
SUE-Subsurface Utility Locating										
Mentions	11	1	2	2	0	1	2	1	1	1
% Valid Cases	3%	1%	3%	5%	0%	2%	5%	6%	6%	17%
Surveying										
Mentions	124	23	26	11	7	23	14	8	10	2
% Valid Cases	30%	17%	36% A	27%	20%	47% AD	38% A	44% A	63% ACD	33%
Water / Wastewater										
Mentions	142	30	22	14	13	21	18	10	10	4
% Valid Cases	35%	22%	31%	34%	37%	43% A	49% A	56% AB	63% AB	67%
Other (please specify)										
Mentions	42	10	5	7	5	6	3	3	2	1
% Valid Cases	10%	7%	7%	17%	14%	12%	8%	17%	13%	17%

Confidence Level = 95%

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▢ **Significant difference within groups: ABCDEF**

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Q3: If 50% or more of your firm's gross revenue comes from one field of practice, check that field below. - Selected Choice *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	410	136	72	41	35	49	37	18	16	6
Architectural										
Count	4	1	1	0	0	0	0	1	0	1
Column %	1%	1%	1%	0%	0%	0%	0%	6%	0%	17%
Building Commissioning										
Count	1	0	1	0	0	0	0	0	0	0
Column %	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%
Civil / General (Including Transportation)										
Count	125	38	22	15	8	18	14	6	3	1
Column %	30%	28%	31%	37%	23%	37%	38%	33%	19%	17%
Construction Engineering & Inspection										
Count	21	5	5	1	2	3	2	2	1	0
Column %	5%	4%	7%	2%	6%	6%	5%	11%	6%	0%
Construction Management										
Count	7	1	2	0	2	1	1	0	0	0
Column %	2%	1%	3%	0%	6%	2%	3%	0%	0%	0%
Electrical										
Count	14	7	1	3	1	0	1	0	1	0
Column %	3%	5%	1%	7%	3%	0%	3%	0%	6%	0%
Energy / Industrial										
Count	5	**0**	0	0	**2**	0	1	0	1	**1**
Column %	1%	**0%**	0%	0%	**6%** **A**	0%	3%	0%	6%	**17%** **A**
Environmental										
Count	11	5	2	0	0	3	0	0	0	1
Column %	3%	4%	3%	0%	0%	6%	0%	0%	0%	17%
Geotechnical										
Count	22	9	4	**5**	3	**0**	1	0	0	0
Column %	5%	7%	6%	**12%** **E**	9%	**0%**	3%	0%	0%	0%

Confidence Level = 95%

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▇ **Significant difference within groups: ABCDE**

Auto Generated

Q3: If 50% or more of your firm's gross revenue comes from one field of practice, check that field below. - Selected Choice *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Lab Testing										
Count	2	0	1	0	0	1	0	0	0	0
Column %	0%	0%	1%	0%	0%	2%	0%	0%	0%	0%
Landscape Architecture										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Mechanical / HVAC										
Count	13	7	**0**	0	**3**	2	0	1	0	0
Column %	3%	5%	**0%**	0%	**9%**	4%	0%	6%	0%	0%
					B					
Planning										
Count	1	1	0	0	0	0	0	0	0	0
Column %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%
Process										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Structural										
Count	46	**25**	**9**	**2**	3	**1**	3	2	1	0
Column %	11%	**18%**	**13%**	**5%**	9%	**2%**	8%	11%	6%	0%
		CE	**E**							
SUE-Subsurface Utility Locating										
Count	1	0	0	0	0	1	0	0	0	0
Column %	0%	0%	0%	0%	0%	2%	0%	0%	0%	0%
Surveying										
Count	12	8	2	0	0	1	1	0	0	0
Column %	3%	6%	3%	0%	0%	2%	3%	0%	0%	0%
Water / Wastewater										
Count	34	9	7	5	4	4	2	1	1	1
Column %	8%	7%	10%	12%	11%	8%	5%	6%	6%	17%
Other (please specify)										
Count	11	4	2	3	0	2	0	0	0	0
Column %	3%	3%	3%	7%	0%	4%	0%	0%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ **Significant difference within groups: ABCDE**

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Q3: If 50% or more of your firm's gross revenue comes from one field of practice, check that field below. - Selected Choice *

		Q4: What is the annual gross revenue of your firm?								
	Total	**$1 million to $2.49 million** **A**	**$2.5 million to $4.99 million** **B**	**$5.0 million to $7.49 million** **C**	**$7.5 million to $9.99 million** **D**	**$10 million to $19.99 million** **E**	**$20 million to $49.99 million** **F**	**$50 million to $99.99 million** **G**	**$100 million to $249.99 million** **H**	**$250 million or more** **I**
My firm does not reach 50% in any one discipline or field										
Count	80	**16**	**13**	**7**	**7**	**12**	**11**	5	**8**	1
Column %	20%	**12%**	**18%**	**17%**	**20%**	**24%** **A**	**30%** **A**	28%	**50%** **ABCD**	17%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABCDE**

Q4: What is the annual gross revenue of your firm? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	410	136	72	41	35	49	37	18	16	6
$1 million to $2.49 million Count Column %	136 33%	136 100% BCDEFGHI	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
$2.5 million to $4.99 million Count Column %	72 18%	0 0%	72 100% ACDEFGHI	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
$5.0 million to $7.49 million Count Column %	41 10%	0 0%	0 0%	41 100% ABDEFGHI	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
$7.5 million to $9.99 million Count Column %	35 9%	0 0%	0 0%	0 0%	35 100% ABCEFGHI	0 0%	0 0%	0 0%	0 0%	0 0%
$10 million to $19.99 million Count Column %	49 12%	0 0%	0 0%	0 0%	0 0%	49 100% ABCDFGHI	0 0%	0 0%	0 0%	0 0%
$20 million to $49.99 million Count Column %	37 9%	0 0%	0 0%	0 0%	0 0%	0 0%	37 100% ABCDEGHI	0 0%	0 0%	0 0%
$50 million to $99.99 million Count Column %	18 4%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	18 100% ABCDEFHI	0 0%	0 0%
$100 million to to $249.99 million Count Column %	16 4%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	16 100% ABCDEFGI	0 0%
$250 million or more Count Column %	6 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	6 100% ABCDEFGH

Confidence Level = 95%

* Denotes variable with statistically significant findings

▆ **Significant difference within groups: ABCDEFGHI**

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Q5: How has your firm's annual gross revenue changed in the past year? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	410	136	72	41	35	49	37	18	16	6
NET INCREASED										
Count	251	**72**	45	27	18	**35**	**27**	12	10	5
Column %	61%	**53%**	63%	66%	51%	**71%** A	**73%** A	67%	63%	83%
Up more than 50%										
Count	14	9	1	0	2	1	1	0	0	0
Column %	3%	7%	1%	0%	6%	2%	3%	0%	0%	0%
Up 30% - 50%										
Count	31	15	6	**6**	1	**1**	2	0	0	0
Column %	8%	11%	8%	**15%** E	3%	**2%**	5%	0%	0%	0%
Up 20% - 29%										
Count	40	13	8	4	5	8	1	0	0	1
Column %	10%	10%	11%	10%	14%	16%	3%	0%	0%	17%
Up 10% - 19%										
Count	79	**21**	16	**6**	**3**	9	**11**	5	**7**	1
Column %	19%	**15%**	22%	**15%**	**9%**	18%	**30%** AD	28%	**44%** ACDE	17%
Up 5% - 9%										
Count	44	**7**	8	5	5	6	**7**	2	2	**2**
Column %	11%	**5%**	11%	12%	14%	12%	**19%** A	11%	13%	**33%** A
Up 1% - 4%										
Count	43	**7**	**6**	**6**	**2**	**10**	5	**5**	1	1
Column %	10%	**5%**	**8%**	**15%** A	**6%**	**20%** A	14%	**28%** ABD	6%	17%
Little or no change from last year										
Count	83	26	14	10	11	9	6	3	4	0
Column %	20%	19%	19%	24%	31%	18%	16%	17%	25%	0%
Down 1% - 4%										
Count	19	5	4	1	1	1	3	3	1	0
Column %	5%	4%	6%	2%	3%	2%	8%	17%	6%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▮ **Significant difference within groups: ABCDEF**

Q5: How has your firm's annual gross revenue changed in the past year? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Down 5% - 9%										
Count	18	5	5	2	0	3	1	0	1	1
Column %	4%	4%	7%	5%	0%	6%	3%	0%	6%	17%
Down 10% - 19%										
Count	15	8	2	**0**	**4**	1	0	0	0	0
Column %	4%	6%	3%	**0%**	**11%**	2%	0%	0%	0%	0%
					C					
Down 20% - 29%										
Count	19	**15**	2	1	1	**0**	**0**	0	0	0
Column %	5%	**11%**	3%	2%	3%	**0%**	**0%**	0%	0%	0%
		EF								
Down 30% - 50%										
Count	5	5	0	0	0	0	0	0	0	0
Column %	1%	4%	0%	0%	0%	0%	0%	0%	0%	0%
Down more than 50%										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
NET DECREASED										
Count	76	**38**	13	**4**	6	**5**	**4**	3	2	1
Column %	19%	**28%**	18%	**10%**	17%	**10%**	**11%**	17%	13%	17%
		CEF								

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABCDEF**

Q6: Who has the primary responsibility for risk management in your firm? - Selected Choice *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	410	136	72	41	35	49	37	18	16	6
In-House Counsel										
Count	17	1	0	1	0	0	1	3	6	5
Column %	4%	1%	0%	2%	0%	0%	3%	17% ABDE	38% ABCDEF	83% ABCDEFG
Full Time Risk Manager										
Count	9	0	1	0	0	2	1	1	3	1
Column %	2%	0%	1%	0%	0%	4%	3%	6%	19% ABCD	17% A
Principal(s) tasked with this responsibility as needed (less than full time)										
Count	171	61	38	19	16	14	13	6	4	0
Column %	42%	45% EI	53% EI	46%	46%	29%	35%	33%	25%	0%
CEO / President / COO										
Count	182	65	30	21	16	24	18	6	2	0
Column %	44%	48% HI	42% H	51% HI	46% H	49% HI	49% HI	33%	13%	0%
CFO / Controller										
Count	20	1	2	0	2	9	4	1	1	0
Column %	5%	1%	3%	0%	6%	18% ABC	11% AC	6%	6%	0%
Other (please specify)										
Count	11	8	1	0	1	0	0	1	0	0
Column %	3%	6%	1%	0%	3%	0%	0%	6%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABCDEFGHI**

Q6a: What percentage of your firm's revenue is invested in risk management training for your staff?

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	409	136	71	41	35	49	37	18	16	6
Less than 1%										
Count	289	92	51	28	27	34	27	15	11	4
Column %	71%	68%	72%	68%	77%	69%	73%	83%	69%	67%
1-3%										
Count	107	38	16	13	8	14	9	3	4	2
Column %	26%	28%	23%	32%	23%	29%	24%	17%	25%	33%
4-10%										
Count	9	5	2	0	0	0	1	0	1	0
Column %	2%	4%	3%	0%	0%	0%	3%	0%	6%	0%
11-20%										
Count	2	0	2	0	0	0	0	0	0	0
Column %	0%	0%	3%	0%	0%	0%	0%	0%	0%	0%
More than 20%										
Count	2	1	0	0	0	1	0	0	0	0
Column %	0%	1%	0%	0%	0%	2%	0%	0%	0%	0%

Confidence Level = 95%

Q7: Insurance Carriers and Brokers
Does your firm carry professional liability insurance (PLI)?

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	410	136	72	41	35	49	37	18	16	6
Yes										
Count	409	135	72	41	35	49	37	18	16	6
Column %	100%	99%	100%	100%	100%	100%	100%	100%	100%	100%
No										
Count	1	1	0	0	0	0	0	0	0	0
Column %	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q8: Who is your primary professional liability insurance carrier? Please select only one. - Selected Choice *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?					
Sample Size	407	134	72	41	35	49	36	18	16	6
AIG / Lexington / New Hampshire Insurance										
Count	12	0	2	3	0	0	3	0	1	3
Column %	3%	0%	3%	7%	0%	0%	8%	0%	6%	50%
				A			A			ABCDEFGH
Arch / PUA										
Count	5	2	0	1	1	0	1	0	0	0
Column %	1%	1%	0%	2%	3%	0%	3%	0%	0%	0%
Argo Pro										
Count	1	0	0	0	1	0	0	0	0	0
Column %	0%	0%	0%	0%	3%	0%	0%	0%	0%	0%
Arrowhead / American Alternative Insurance Co.										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
AXA XL										
Count	72	16	8	7	10	13	12	1	5	0
Column %	18%	12%	11%	17%	29%	27%	33%	6%	31%	0%
					AB	AB	ABG		AB	
AXIS										
Count	2	0	1	0	0	1	0	0	0	0
Column %	0%	0%	1%	0%	0%	2%	0%	0%	0%	0%
Beazley										
Count	20	7	2	3	2	3	1	0	1	1
Column %	5%	5%	3%	7%	6%	6%	3%	0%	6%	17%
Berkley Design Professional										
Count	30	4	8	5	1	6	3	2	1	0
Column %	7%	3%	11%	12%	3%	12%	8%	11%	6%	0%
			A	A		A				
Chubb / ACE American Insurance Co.										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ **Significant difference within groups: ABCDEFGH**

Q8: Who is your primary professional liability insurance carrier? Please select only one. - Selected Choice *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
CNA / Schinnerer; Continental Casualty; Columbia Casualty										
Count	56	11	4	6	7	11	4	7	4	2
Column %	14%	8%	6%	15%	20% AB	22% AB	11%	39% ABCF	25% B	33%
Endurance American										
Count	6	0	0	0	2	3	1	0	0	0
Column %	1%	0%	0%	0%	6% A	6% A	3%	0%	0%	0%
Great American										
Count	8	4	1	1	2	0	0	0	0	0
Column %	2%	3%	1%	2%	6%	0%	0%	0%	0%	0%
Hanover										
Count	4	3	0	0	0	1	0	0	0	0
Column %	1%	2%	0%	0%	0%	2%	0%	0%	0%	0%
HCC; Houston Casualty; US Specialty Insurance										
Count	9	5	2	1	1	0	0	0	0	0
Column %	2%	4%	3%	2%	3%	0%	0%	0%	0%	0%
Hiscox										
Count	5	4	0	1	0	0	0	0	0	0
Column %	1%	3%	0%	2%	0%	0%	0%	0%	0%	0%
Liberty Underwriters / Ironshore										
Count	4	2	2	0	0	0	0	0	0	0
Column %	1%	1%	3%	0%	0%	0%	0%	0%	0%	0%
Lloyds of London										
Count	12	6	2	0	2	1	0	1	0	0
Column %	3%	4%	3%	0%	6%	2%	0%	6%	0%	0%
Markel / Evanston / Alterra										
Count	1	0	0	0	0	0	0	1	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	6%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▨ **Significant difference within groups: ABCDEFGH**

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Q8: Who is your primary professional liability insurance carrier? Please select only one. - Selected Choice *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Navigators / The Hartford										
Count	18	**7**	**10**	1	**0**	**0**	**0**	0	0	0
Column %	4%	**5%**	**14%** ADEF	2%	**0%**	**0%**	**0%**	0%	0%	0%
One Beacon										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
RLI										
Count	27	13	5	5	0	2	2	0	0	0
Column %	7%	10%	7%	12%	0%	4%	6%	0%	0%	0%
Starr										
Count	1	0	0	0	0	0	0	1	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	6%	0%	0%
Terra Insurance										
Count	5	2	1	0	1	0	0	0	1	0
Column %	1%	1%	1%	0%	3%	0%	0%	0%	6%	0%
Travelers										
Count	34	16	8	4	1	2	2	1	0	0
Column %	8%	12%	11%	10%	3%	4%	6%	6%	0%	0%
Zurich / Steadfast Insurance										
Count	3	0	1	0	0	0	0	1	1	0
Column %	1%	0%	1%	0%	0%	0%	0%	6%	6%	0%
Other (please specify)										
Count	72	**32**	15	**3**	4	6	7	3	2	0
Column %	18%	**24%** C	21%	**7%**	11%	12%	19%	17%	13%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▨ **Significant difference within groups: ABCDEFGH**

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Q8a: Does your firm participate in either a solo captive or group captive for PLI insurance?

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	399	131	67	41	35	48	37	18	16	6
Yes										
Count	24	9	2	4	3	2	2	1	1	0
Column %	6%	7%	3%	10%	9%	4%	5%	6%	6%	0%
No										
Count	375	122	65	37	32	46	35	17	15	6
Column %	94%	93%	97%	90%	91%	96%	95%	94%	94%	100%

Confidence Level = 95%

21

Q8b: What kind of captive does your firm participate in?

		Q4: What is the annual gross revenue of your firm?								
	Total	**$1 million to $2.49 million** **A**	**$2.5 million to $4.99 million** **B**	**$5.0 million to $7.49 million** **C**	**$7.5 million to $9.99 million** **D**	**$10 million to $19.99 million** **E**	**$20 million to $49.99 million** **F**	**$50 million to $99.99 million** **G**	**$100 million to $249.99 million** **H**	**$250 million or more** **I**
Sample Size	23	8	2	4	3	2	2	1	1	-
Solo captive Count Column %	7 30%	3 38%	0 0%	2 50%	0 0%	0 0%	1 50%	1 100%	0 0%	- -
Group captive Count Column %	16 70%	5 63%	2 100%	2 50%	3 100%	2 100%	1 50%	0 0%	1 100%	- -

Confidence Level = 95%

Q9: Rate your satisfaction with your professional liability insurance CARRIER'S PRE-CLAIMS ASSISTANCE (including the carrier's ability to assist with the pre-claim process).

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	298	83	43	36	24	43	35	16	14	4
NET TOP 2										
Count	267	75	37	32	21	39	33	13	14	3
Column %	90%	90%	86%	89%	88%	91%	94%	81%	100%	75%
Very Satisfied										
Count	165	46	24	19	12	24	21	7	11	1
Column %	55%	55%	56%	53%	50%	56%	60%	44%	79%	25%
Satisfied										
Count	102	29	13	13	9	15	12	6	3	2
Column %	34%	35%	30%	36%	38%	35%	34%	38%	21%	50%
Somewhat Satisfied										
Count	18	6	4	1	0	2	2	2	0	1
Column %	6%	7%	9%	3%	0%	5%	6%	13%	0%	25%
Not Very Satisfied										
Count	10	1	2	3	2	1	0	1	0	0
Column %	3%	1%	5%	8%	8%	2%	0%	6%	0%	0%
Very Unsatisfied										
Count	3	1	0	0	1	1	0	0	0	0
Column %	1%	1%	0%	0%	4%	2%	0%	0%	0%	0%
NET BOTTOM 2										
Count	13	2	2	3	3	2	0	1	0	0
Column %	4%	2%	5%	8%	13%	5%	0%	6%	0%	0%

Confidence Level = 95%

Q10: Rate your satisfaction with your professional liability insurance CARRIER'S CLAIMS HANDLING (including responsiveness and competency of claims staff, communications skills, ability to assist with the claim process, etc.). *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	244	56	32	31	18	35	35	17	14	6
NET TOP 2										
Count	221	51	27	29	15	33	32	14	14	6
Column %	91%	91%	84%	94%	83%	94%	91%	82%	100%	100%
Very Satisfied										
Count	127	**26**	15	15	10	20	21	7	**11**	2
Column %	52%	**46%**	47%	48%	56%	57%	60%	41%	**79%** A	33%
Satisfied										
Count	94	25	12	14	5	13	11	7	3	4
Column %	39%	45%	38%	45%	28%	37%	31%	41%	21%	67%
Somewhat Satisfied										
Count	18	4	4	1	2	2	3	2	0	0
Column %	7%	7%	13%	3%	11%	6%	9%	12%	0%	0%
Not Very Satisfied										
Count	4	0	1	1	1	0	0	1	0	0
Column %	2%	0%	3%	3%	6%	0%	0%	6%	0%	0%
Very Unsatisfied										
Count	1	1	0	0	0	0	0	0	0	0
Column %	0%	2%	0%	0%	0%	0%	0%	0%	0%	0%
NET BOTTOM 2										
Count	5	1	1	1	1	0	0	1	0	0
Column %	2%	2%	3%	3%	6%	0%	0%	6%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▪ **Significant difference within groups: A**

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Q11: Rate your satisfaction with your professional liability insurance CARRIER'S RISK MANAGEMENT PROGRAMS. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	277	79	40	33	23	40	34	13	13	2
NET TOP 2										
Count	239	65	35	28	21	34	30	11	13	2
Column %	86%	82%	88%	85%	91%	85%	88%	85%	100%	100%
Very Satisfied										
Count	109	**24**	15	**17**	11	16	12	5	**8**	1
Column %	39%	**30%**	38%	**52%**	48%	40%	35%	38%	**62%**	50%
				A					A	
Satisfied										
Count	130	41	20	11	10	18	18	6	5	1
Column %	47%	52%	50%	33%	43%	45%	53%	46%	38%	50%
Somewhat Satisfied										
Count	27	11	3	4	1	4	3	1	0	0
Column %	10%	14%	8%	12%	4%	10%	9%	8%	0%	0%
Not Very Satisfied										
Count	8	3	1	1	1	1	1	0	0	0
Column %	3%	4%	3%	3%	4%	3%	3%	0%	0%	0%
Very Unsatisfied										
Count	3	0	1	0	0	1	0	1	0	0
Column %	1%	0%	3%	0%	0%	3%	0%	8%	0%	0%
NET BOTTOM 2										
Count	11	3	2	1	1	2	1	1	0	0
Column %	4%	4%	5%	3%	4%	5%	3%	8%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: A**

Auto Generated

Q12: Did you change PLI carriers during your most recently completed fiscal year? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	402	134	71	40	33	49	37	16	16	6
Yes Count Column %	44 11%	**22** **16%** **F**	**10** **14%** **F**	2 5%	**4** **12%** **F**	4 8%	**0** **0%**	2 13%	0 0%	0 0%
No Count Column %	358 89%	**112** **84%**	**61** **86%**	38 95%	**29** **88%**	45 92%	**37** **100%** **ABD**	14 88%	16 100%	6 100%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABDF**

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Q13: Please explain why you changed PLI carriers. Check all that apply.

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?						
Valid Cases	44	22	10	2	4	4	-	2	-	-
Lower premium										
Mentions	36	19	8	2	4	3	-	0	-	-
% Valid Cases	82%	86%	80%	100%	100%	75%	-	0%	-	-
Better policy terms										
Mentions	9	2	2	1	1	2	-	1	-	-
% Valid Cases	20%	9%	20%	50%	25%	50%	-	50%	-	-
Not satisfied with pre-claims assistance										
Mentions	2	1	1	0	0	0	-	0	-	-
% Valid Cases	5%	5%	10%	0%	0%	0%	-	0%	-	-
Not satisfied with claims handling										
Mentions	1	0	0	0	0	1	-	0	-	-
% Valid Cases	2%	0%	0%	0%	0%	25%	-	0%	-	-
Not satisfied with risk management programs										
Mentions	0	0	0	0	0	0	-	0	-	-
% Valid Cases	0%	0%	0%	0%	0%	0%	-	0%	-	-
Needed higher limits than existing carrier could provide										
Mentions	1	1	0	0	0	0	-	0	-	-
% Valid Cases	2%	5%	0%	0%	0%	0%	-	0%	-	-
Could not renew with existing PLI carrier										
Mentions	3	0	1	0	0	1	-	1	-	-
% Valid Cases	7%	0%	10%	0%	0%	25%	-	50%	-	-
Changed carrier based on advice of Broker										
Mentions	9	3	3	1	1	1	-	0	-	-
% Valid Cases	20%	14%	30%	50%	25%	25%	-	0%	-	-
Other (please specify):										
Mentions	5	3	2	0	0	0	-	0	-	-
% Valid Cases	11%	14%	20%	0%	0%	0%	-	0%	-	-

Confidence Level = 95%

Q14.1: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Broker Recommendation *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	267 71%	**87 72% I**	**49 75% I**	**28 74% I**	18 58%	**39 81% DI**	**27 75% I**	9 60%	9 60%	**1 20%**
1 Count Column %	160 43%	**43 36%**	26 40%	**22 58% AI**	15 48%	**26 54% A**	14 39%	8 53%	6 40%	**0 0%**
2 Count Column %	75 20%	**30 25% D**	**19 29% D**	5 13%	**2 6%**	8 17%	9 25%	1 7%	1 7%	0 0%
3 Count Column %	32 9%	14 12%	4 6%	1 3%	1 3%	5 10%	4 11%	0 0%	2 13%	1 20%
4 Count Column %	28 7%	**6 5%**	4 6%	4 11%	**6 19% AE**	**1 2%**	2 6%	1 7%	2 13%	**2 40% AE**
5 Count Column %	19 5%	9 7%	**2 3%**	**1 3%**	2 6%	**1 2%**	**0 0%**	2 13%	0 0%	**2 40% BCEF**
6 Count Column %	20 5%	9 7%	2 3%	1 3%	3 10%	1 2%	3 8%	1 7%	0 0%	0 0%
7 Count Column %	21 6%	4 3%	3 5%	3 8%	1 3%	3 6%	3 8%	2 13%	2 13%	0 0%
8 Count Column %	17 5%	6 5%	4 6%	1 3%	1 3%	3 6%	1 3%	0 0%	1 7%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

░ **Significant difference within groups: ABCDEFI**

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Q14.1: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Broker Recommendation *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	2 1%	0 0%	1 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%
NET BOTTOM 3 Count Column %	40 11%	**10** **8%**	8 12%	4 11%	2 6%	6 13%	4 11%	2 13%	**4** **27%** A	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▉ **Significant difference within groups: ABCDEFI**

Q14.4: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Claim Handling Expertise *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Q4: What is the annual gross revenue of your firm?										
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	185 49%	**48** **40%**	**29** **45%**	**21** **55%**	**19** **61%** AE	**18** **38%**	**28** **78%** ABCE	**10** **67%** AE	9 60%	3 60%
1 Count Column %	38 10%	**7** **6%**	7 11%	3 8%	**0** **0%**	6 13%	**7** **19%** AD	**3** **20%** D	**3** **20%** D	**2** **40%** AD
2 Count Column %	62 17%	**19** **16%**	**7** **11%**	**5** **13%**	**12** **39%** ABCE	**4** **8%**	9 25%	4 27%	2 13%	0 0%
3 Count Column %	85 23%	**22** **18%**	15 23%	**13** **34%** A	7 23%	8 17%	12 33%	3 20%	4 27%	1 20%
4 Count Column %	80 21%	29 24%	**12** **18%**	**6** **16%**	5 16%	**17** **35%** BCF	**4** **11%**	4 27%	3 20%	0 0%
5 Count Column %	61 16%	**25** **21%** F	11 17%	7 18%	5 16%	8 17%	**1** **3%**	1 7%	1 7%	**2** **40%** F
6 Count Column %	27 7%	9 7%	7 11%	3 8%	1 3%	5 10%	1 3%	0 0%	1 7%	0 0%
7 Count Column %	14 4%	6 5%	3 5%	1 3%	1 3%	0 0%	2 6%	0 0%	1 7%	0 0%
8 Count Column %	7 2%	4 3%	3 5%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▇ **Significant difference within groups: ABCDEF**

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Q14.4: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Claim Handling Expertise *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
NET BOTTOM 3 Count	21	10	6	1	1	0	2	0	1	0
Column %	6%	8%	9% E	3%	3%	0%	6%	0%	7%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▫ **Significant difference within groups: ABCDEF**

Q14.11: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Reputation of Carrier *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	182 49%	65 54%	27 42%	18 47%	15 48%	24 50%	14 39%	8 53%	7 47%	4 80%
1 Count Column %	43 11%	13 11%	4 6%	4 11%	7 23% B	5 10%	5 14%	2 13%	2 13%	1 20%
2 Count Column %	56 15%	19 16%	9 14%	4 11%	2 6%	11 23%	6 17%	1 7%	2 13%	2 40%
3 Count Column %	83 22%	33 27% F	14 22%	10 26%	6 19%	8 17%	3 8%	5 33% F	3 20%	1 20%
4 Count Column %	84 22%	21 17%	22 34% AE	8 21%	8 26%	6 13%	14 39% AEH	3 20%	1 7%	1 20%
5 Count Column %	60 16%	20 17%	6 9%	6 16%	4 13%	12 25% B	5 14%	3 20%	4 27%	0 0%
6 Count Column %	31 8%	9 7%	7 11%	3 8%	2 6%	4 8%	2 6%	1 7%	3 20%	0 0%
7 Count Column %	13 3%	6 5%	2 3%	2 5%	2 6%	0 0%	1 3%	0 0%	0 0%	0 0%
8 Count Column %	4 1%	0 0%	1 2%	1 3%	0 0%	2 4%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

🟦 **Significant difference within groups: ABEFH**

Auto Generated

Q14.11: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Reputation of Carrier *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
NET BOTTOM 3 Count Column %	17 5%	6 5%	3 5%	3 8%	2 6%	2 4%	1 3%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ **Significant difference within groups: ABEFH**

Q14.5: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Financial Strength of Carrier *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	82 22%	**18** **15%**	**12** **18%**	**4** **11%**	**7** **23%**	**19** **40%** **ABC**	**9** **25%**	**3** **20%**	**6** **40%** **AC**	**4** **80%** **ABCDFG**
1 Count Column %	13 3%	**2** **2%**	**2** **3%**	**0** **0%**	**1** **3%**	3 6%	2 6%	0 0%	1 7%	**2** **40%** **ABCD**
2 Count Column %	32 9%	8 7%	5 8%	2 5%	2 6%	7 15%	2 6%	1 7%	3 20%	2 40%
3 Count Column %	37 10%	**8** **7%**	5 8%	2 5%	4 13%	**9** **19%** **A**	5 14%	2 13%	2 13%	0 0%
4 Count Column %	69 18%	25 21%	12 18%	5 13%	5 16%	7 15%	7 19%	4 27%	4 27%	0 0%
5 Count Column %	89 24%	29 24%	15 23%	**14** **37%** **E**	9 29%	**6** **13%**	**12** **33%** **E**	2 13%	2 13%	0 0%
6 Count Column %	87 23%	33 27%	18 28%	8 21%	4 13%	11 23%	5 14%	5 33%	2 13%	1 20%
7 Count Column %	33 9%	12 10%	5 8%	4 11%	4 13%	3 6%	3 8%	1 7%	1 7%	0 0%
8 Count Column %	13 3%	3 2%	3 5%	3 8%	2 6%	2 4%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▨ **Significant difference within groups: ABCDEFG**

Q14.5: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Financial Strength of Carrier *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	1 0%	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
NET BOTTOM 3 Count Column %	47 13%	16 13%	8 12%	7 18%	6 19%	5 10%	3 8%	1 7%	1 7%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

    Significant difference within groups: ABCDEFG

Q14.6: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Length of time Carrier has been writing PLI for Design Professionals *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count	63	17	15	7	4	6	7	2	3	2
Column %	17%	14%	23%	18%	13%	13%	19%	13%	20%	40%
1 Count	11	3	3	1	2	0	1	1	0	0
Column %	3%	2%	5%	3%	6%	0%	3%	7%	0%	0%
2 Count	23	6	7	4	0	2	1	0	2	1
Column %	6%	5%	11%	11%	0%	4%	3%	0%	13%	20%
3 Count	29	8	5	2	2	4	5	1	1	1
Column %	8%	7%	8%	5%	6%	8%	14%	7%	7%	20%
4 Count	34	10	8	4	2	7	2	0	0	1
Column %	9%	8%	12%	11%	6%	15%	6%	0%	0%	20%
5 Count	65	19	**16**	**3**	6	5	7	4	4	1
Column %	17%	16%	**25% C**	**8%**	19%	10%	19%	27%	27%	20%
6 Count	113	37	17	15	8	17	13	2	3	1
Column %	30%	31%	26%	39%	26%	35%	36%	13%	20%	20%
7 Count	81	30	**9**	7	7	12	6	**6**	4	0
Column %	22%	25%	**14%**	18%	23%	25%	17%	**40% B**	27%	0%
8 Count	17	8	**0**	1	**4**	1	1	1	1	0
Column %	5%	7%	**0%**	3%	**13% B**	2%	3%	7%	7%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: BCF**

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Q14.6: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Length of time Carrier has been writing PLI for Design Professionals *

	Total	**Q4: What is the annual gross revenue of your firm?**								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9										
Count	1	0	0	1	0	0	0	0	0	0
Column %	0%	0%	0%	3%	0%	0%	0%	0%	0%	0%
NET BOTTOM 3										
Count	99	**38**	**9**	9	**11**	13	**7**	**7**	5	0
Column %	26%	**31%**	**14%**	24%	**35%**	27%	**19%**	**47%**	33%	0%
		B			**B**			**BF**		

Confidence Level = 95%

* Denotes variable with statistically significant findings

☐ **Significant difference within groups: BCF**

Auto Generated

Q14.7: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Price *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	243 65%	93 77% EFGHI	46 71% FGI	27 71% FGI	20 65%	26 54%	17 47%	6 40%	7 47%	1 20%
1 Count Column %	87 23%	48 40% CDEFGH	18 28% EG	7 18%	4 13%	5 10%	4 11%	0 0%	1 7%	0 0%
2 Count Column %	95 25%	27 22%	14 22%	15 39% A	9 29%	12 25%	8 22%	6 40%	4 27%	0 0%
3 Count Column %	61 16%	18 15%	14 22%	5 13%	7 23%	9 19%	5 14%	0 0%	2 13%	1 20%
4 Count Column %	34 9%	9 7%	4 6%	4 11%	2 6%	6 13%	4 11%	2 13%	2 13%	1 20%
5 Count Column %	30 8%	5 4%	3 5%	2 5%	3 10%	7 15% A	6 17% A	3 20% A	1 7%	0 0%
6 Count Column %	42 11%	10 8%	6 9%	2 5%	5 16%	4 8%	4 11%	4 27% AC	4 27% AC	3 60% ABCEF
7 Count Column %	21 6%	3 2%	6 9%	3 8%	1 3%	5 10% A	3 8%	0 0%	0 0%	0 0%
8 Count Column %	4 1%	1 1%	0 0%	0 0%	0 0%	0 0%	2 6%	0 0%	1 7%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▦ **Significant difference within groups: ABCDEFGHI**

Q14.7: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Price *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
NET BOTTOM 3 Count Column %	25 7%	**4** **3%**	6 9%	3 8%	1 3%	5 10%	**5** **14%** **A**	0 0%	1 7%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

░ **Significant difference within groups: ABCDEFGHI**

Auto Generated

Q14.8: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Risk Management Services Offered by Carrier (e.g. contract review, education, etc.) *

	Total	**Q4: What is the annual gross revenue of your firm?**								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	72 19%	**17** **14%**	**14** **22%**	**7** **18%**	8 26%	12 25%	**5** **14%**	**7** **47%** **ABCF**	2 13%	0 0%
1 Count Column %	15 4%	2 2%	4 6%	1 3%	1 3%	3 6%	2 6%	1 7%	1 7%	0 0%
2 Count Column %	21 6%	6 5%	4 6%	1 3%	3 10%	4 8%	1 3%	2 13%	0 0%	0 0%
3 Count Column %	36 10%	**9** **7%**	6 9%	5 13%	4 13%	5 10%	2 6%	**4** **27%** **A**	1 7%	0 0%
4 Count Column %	32 9%	12 10%	3 5%	5 13%	1 3%	4 8%	3 8%	1 7%	3 20%	0 0%
5 Count Column %	42 11%	12 10%	9 14%	4 11%	2 6%	8 17%	5 14%	0 0%	2 13%	0 0%
6 Count Column %	41 11%	**11** **9%**	**4** **6%**	3 8%	6 19%	5 10%	**8** **22%** **AB**	2 13%	2 13%	0 0%
7 Count Column %	163 44%	**53** **44%**	32 49%	**16** **42%**	**14** **45%**	**18** **38%**	**15** **42%**	**5** **33%**	**5** **33%**	**5** **100%** **ACDEFGH**
8 Count Column %	23 6%	**15** **12%** **DEF**	3 5%	3 8%	**0** **0%**	**1** **2%**	**0** **0%**	0 0%	1 7%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▪ **Significant difference within groups: ABCDEFGH**

Q14.8: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Risk Management Services Offered by Carrier (e.g. contract review, education, etc.) *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	1 0%	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
NET BOTTOM 3 Count Column %	187 50%	**69** **57%** E	35 54%	19 50%	**14** **45%**	**19** **40%**	**15** **42%**	**5** **33%**	**6** **40%**	**5** **100%** **DEFGH**

Confidence Level = 95%

* Denotes variable with statistically significant findings

🔲 **Significant difference within groups: ABCDEFGH**

Q14.9: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Sponsorship / Endorsement of Carrier by a Professional Organization *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	19 5%	**15** **12%** **DEF**	3 5%	1 3%	**0** **0%**	**0** **0%**	**0** **0%**	0 0%	0 0%	0 0%
1 Count Column %	4 1%	3 2%	1 2%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
2 Count Column %	6 2%	5 4%	0 0%	1 3%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
3 Count Column %	9 2%	7 6%	2 3%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
4 Count Column %	13 3%	**9** **7%** **B**	**0** **0%**	2 5%	2 6%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	6 2%	2 2%	2 3%	1 3%	0 0%	1 2%	0 0%	0 0%	0 0%	0 0%
6 Count Column %	13 3%	3 2%	4 6%	3 8%	2 6%	1 2%	0 0%	0 0%	0 0%	0 0%
7 Count Column %	28 7%	7 6%	5 8%	2 5%	1 3%	7 15%	3 8%	1 7%	2 13%	0 0%
8 Count Column %	288 77%	**83** **69%**	51 78%	29 76%	24 77%	39 81%	**32** **89%** **A**	14 93%	11 73%	5 100%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▪ **Significant difference within groups: ABCDEF**

Auto Generated

Q14.9: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Sponsorship / Endorsement of Carrier by a Professional Organization *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	7 2%	2 2%	0 0%	0 0%	2 6%	0 0%	1 3%	0 0%	2 13% B	0 0%
NET BOTTOM 3 Count Column %	323 86%	92 76%	56 86%	31 82%	27 87%	46 96% AC	36 100% ABCD	15 100% A	15 100% A	5 100%

Confidence Level = 95%

* Denotes variable with statistically significant findings

    Significant difference within groups: ABCDEF

Q14.10: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Other (please specify) *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	374	121	65	38	31	48	36	15	15	5
NET TOP 3 Count Column %	9 2%	3 2%	**0 0%**	1 3%	2 6%	0 0%	1 3%	0 0%	**2 13% B**	0 0%
1 Count Column %	3 1%	0 0%	0 0%	0 0%	1 3%	0 0%	1 3%	0 0%	1 7%	0 0%
2 Count Column %	4 1%	1 1%	0 0%	1 3%	1 3%	0 0%	0 0%	0 0%	1 7%	0 0%
3 Count Column %	2 1%	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
4 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	2 1%	0 0%	1 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%
6 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
7 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
8 Count Column %	1 0%	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▪ **Significant difference within groups: BH**

Q14.10: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Other (please specify) *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	362 97%	117 **97%** H	64 **98%** H	37 97%	29 94%	48 **100%** H	35 97%	15 100%	12 **80%**	5 100%
NET BOTTOM 3 Count Column %	363 97%	118 **98%** H	64 **98%** H	37 97%	29 94%	48 **100%** H	35 97%	15 100%	12 **80%**	5 100%

Confidence Level = 95%

* Denotes variable with statistically significant findings

  Significant difference within groups: BH

Q15: Rate your satisfaction with your professional liability insurance BROKER. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	384	128	66	37	32	49	36	16	15	5
NET TOP 2										
Count	357	121	59	33	29	46	35	15	14	5
Column %	93%	95%	89%	89%	91%	94%	97%	94%	93%	100%
Very Satisfied										
Count	248	**76**	**40**	**22**	**18**	**39**	27	**14**	**8**	4
Column %	65%	**59%**	**61%**	**59%**	**56%**	**80%** ABCDH	75%	**88%** A	**53%**	80%
Satisfied										
Count	109	**45**	19	11	**11**	**7**	8	**1**	**6**	1
Column %	28%	**35%** EG	29%	30%	**34%** EG	**14%**	22%	**6%**	**40%** EG	20%
Somewhat Satisfied										
Count	18	4	4	3	2	2	1	1	1	0
Column %	5%	3%	6%	8%	6%	4%	3%	6%	7%	0%
Not Very Satisfied										
Count	5	1	2	1	1	0	0	0	0	0
Column %	1%	1%	3%	3%	3%	0%	0%	0%	0%	0%
Very Unsatisfied										
Count	4	2	1	0	0	1	0	0	0	0
Column %	1%	2%	2%	0%	0%	2%	0%	0%	0%	0%
NET BOTTOM 2										
Count	9	3	3	1	1	1	0	0	0	0
Column %	2%	2%	5%	3%	3%	2%	0%	0%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

░ **Significant difference within groups: ABCDEGH**

Q16: Did you change your PLI broker during your most recent completed fiscal year?

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	383	128	65	37	32	49	36	16	15	5
Yes										
Count	19	11	4	0	1	2	0	1	0	0
Column %	5%	9%	6%	0%	3%	4%	0%	6%	0%	0%
No										
Count	364	117	61	37	31	47	36	15	15	5
Column %	95%	91%	94%	100%	97%	96%	100%	94%	100%	100%

Confidence Level = 95%

Q17: Please explain why you changed PLI brokers. Check all that apply.

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?						
Valid Cases	19	11	4	-	1	2	-	1	-	-
Not satisfied with Broker										
Mentions	5	3	2	-	0	0	-	0	-	-
% Valid Cases	26%	27%	50%	-	0%	0%	-	0%	-	-
Broker couldn't access desired carrier										
Mentions	4	2	1	-	1	0	-	0	-	-
% Valid Cases	21%	18%	25%	-	100%	0%	-	0%	-	-
New Broker offered additional services										
Mentions	6	1	3	-	0	1	-	1	-	-
% Valid Cases	32%	9%	75%	-	0%	50%	-	100%	-	-
New Broker consolidated PLI and other business insurance										
Mentions	4	2	1	-	0	1	-	0	-	-
% Valid Cases	21%	18%	25%	-	0%	50%	-	0%	-	-
Other (please specify)										
Mentions	7	6	0	-	0	1	-	0	-	-
% Valid Cases	37%	55%	0%	-	0%	50%	-	0%	-	-

Confidence Level = 95%

Q18: At the last renewal of your PLI did your broker present you with options from more than one carrier? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	382	127	66	37	32	48	36	16	15	5
Yes Count Column %	254 66%	83 65% H	43 65% H	27 73% H	24 75% H	35 73% H	26 72% H	9 56%	4 27%	3 60%
No Count Column %	128 34%	44 35%	23 35%	10 27%	8 25%	13 27%	10 28%	7 44%	11 73% ABCDEF	2 40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

  Significant difference within groups: ABCDEFH

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Q19: Did you request that your broker obtain quotes from other carriers? *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?						
Sample Size	254	83	43	27	24	35	26	9	4	3
Yes Count Column %	168 66%	**51** **61%**	30 70%	**16** **59%**	**21** **88%** **ACE**	**19** **54%**	19 73%	8 89%	3 75%	1 33%
No Count Column %	86 34%	**32** **39%** **D**	13 30%	**11** **41%** **D**	**3** **13%**	**16** **46%** **D**	7 27%	1 11%	1 25%	2 67%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▧ **Significant difference within groups: ACDE**

Q20a_1x: What was your firm's gross revenue for 2020? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	362	115	63	36	30	46	35	16	16	5
Less than $1 million										
Count	68	60	1	0	2	1	1	1	2	0
Column %	19%	52%	2%	0%	7%	2%	3%	6%	13%	0%
		BCDEFGH								
$1 million to LT $5 million										
Count	117	54	55	5	1	2	0	0	0	0
Column %	32%	47%	87%	14%	3%	4%	0%	0%	0%	0%
		CDEFGH	ACDEFGHI							
$5 million to LT $10 million										
Count	61	0	1	28	24	8	0	0	0	0
Column %	17%	0%	2%	78%	80%	17%	0%	0%	0%	0%
				ABEFGHI	ABEFGHI	ABF				
$10 million or more										
Count	116	1	6	3	3	35	34	15	14	5
Column %	32%	1%	10%	8%	10%	76%	97%	94%	88%	100%
			A	A	A	ABCD	ABCDE	ABCD	ABCD	ABCD

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABCDEFGHI**

Q20a.1: Professional Liability Insurance Coverage
What was your firm's gross revenue for 2020 and 2021? Please enter your responses below. Please do not use decimals or commas in your responses. - FY 2020 gross revenue

		Q4: What is the annual gross revenue of your firm?								
	Total	**$1 million to $2.49 million** **A**	**$2.5 million to $4.99 million** **B**	**$5.0 million to $7.49 million** **C**	**$7.5 million to $9.99 million** **D**	**$10 million to $19.99 million** **E**	**$20 million to $49.99 million** **F**	**$50 million to $99.99 million** **G**	**$100 million to $249.99 million** **H**	**$250 million or more** **I**
Sample Size	362	115	63	36	30	46	35	16	16	5
Mean	34,366,467.70	1,150,783.23	7,029,585.97	9,813,830.36	9,666,180.86	13,737,301.69	38,830,644.26	59,721,242.00	120,874,326.13	1,268,331,297.20
Median	4,794,500.00	900,000.00	3,400,000.00	6,213,839.00	7,750,857.50	11,893,905.00	24,300,000.00	55,400,000.00	120,000,000.00	818,000,000.00
Min	9.00	14,000.00	469,500.00	3,800,000.00	9.00	20.64	35.00	67.00	191.00	252,484,486.00
Max	3,400,000,000.00	12,000,000.00	80,000,000.00	55,000,000.00	75,780,870.00	90,000,000.00	280,000,000.00	93,000,000.00	206,994,782.00	3,400,000,000.00

Confidence Level = 95%

Q20a_2x: What was your firm's gross revenue for 2021? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	364	118	62	36	30	46	35	16	16	5
Less than $1 million										
Count	60	53	1	0	1	1	1	1	2	0
Column %	16%	45%	2%	0%	3%	2%	3%	6%	13%	0%
		BCDEFGH								
$1 million to LT $5 million										
Count	126	65	57	0	1	3	0	0	0	0
Column %	35%	55%	92%	0%	3%	7%	0%	0%	0%	0%
		CDEFGHI	ACDEFGHI							
$5 million to LT $10 million										
Count	63	0	0	36	27	0	0	0	0	0
Column %	17%	0%	0%	100%	90%	0%	0%	0%	0%	0%
				ABEFGHI	ABEFGHI					
$10 million or more										
Count	115	0	4	0	1	42	34	15	14	5
Column %	32%	0%	6%	0%	3%	91%	97%	94%	88%	100%
			A			ABCD	ABCD	ABCD	ABCD	ABCD

Confidence Level = 95%

* Denotes variable with statistically significant findings

█ **Significant difference within groups: ABCDEFGHI**

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Q20a.2: Professional Liability Insurance Coverage
What was your firm's gross revenue for 2020 and 2021? Please enter your responses below. Please do not use decimals or commas in your responses. - FY 2021 gross revenue

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	364	118	62	36	30	46	35	16	16	5
Mean	39,324,990.68	1,094,245.85	6,306,813.42	6,270,834.28	10,438,324.99	17,214,330.40	34,750,490.34	98,306,994.81	185,701,532.69	1,340,598,116.40
Median	4,557,500.00	1,057,000.00	3,500,000.00	6,050,000.00	8,429,953.38	12,136,808.00	25,000,000.00	56,150,000.00	143,350,000.00	908,000,000.00
Min	9.00	80,000.00	499,500.00	5,000,000.00	9.00	19.36	31.00	65.00	212.00	262,933,582.00
Max	3,600,000,000.00	2,500,000.00	100,000,000.00	8,709,517.00	82,260,990.00	128,000,000.00	310,000,000.00	660,000,000.00	996,000,000.00	3,600,000,000.00

Confidence Level = 95%

Q20b_1x: What were your yearly PLI premiums for 2020? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	322	99	52	33	28	43	33	15	14	5
Less than $20,000										
Count	81	69	8	1	0	1	0	1	1	0
Column %	25%	70% BCDEFGHI	15% DEF	3%	0%	2%	0%	7%	7%	0%
$20,000 to LT $50,000										
Count	88	25	31	16	10	4	2	0	0	0
Column %	27%	25% EFGH	60% ADEFGHI	48% AEFGH	36% EFGH	9%	6%	0%	0%	0%
$50,000 to LT $100,000										
Count	60	4	10	11	11	20	4	0	0	0
Column %	19%	4%	19% A	33% AGH	39% AFGH	47% ABFGH	12%	0%	0%	0%
$100,000 or more										
Count	93	1	3	5	7	18	27	14	13	5
Column %	29%	1%	6%	15% A	25% AB	42% ABC	82% ABCDE	93% ABCDE	93% ABCDE	100% ABCDE

Confidence Level = 95%

* Denotes variable with statistically significant findings

    Significant difference within groups: ABCDEFGHI

Q20b.1: What were your yearly PLI premiums for 2020 and 2021? Please enter your responses below. Please do not use decimals or commas in your responses.
Your responses, in combination with those of other member firms, will help us to understand the overall trend for PLI rates. - FY 2020 PLI Premium

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	322	99	52	33	28	43	33	15	14	5
Mean	164,224.01	18,362.18	39,419.04	60,835.42	86,181.25	175,656.40	210,908.12	399,866.93	556,263.14	3,258,592.00
Median	47,837.50	11,000.00	28,534.50	49,000.00	61,776.50	86,633.00	176,088.00	353,045.00	522,500.00	2,900,000.00
Min	275.00	1,700.00	6,636.00	18,500.00	32,562.00	12,000.00	45,000.00	275.00	418.00	1,017,960.00
Max	6,895,000.00	139,200.00	132,111.00	118,622.00	350,009.00	2,750,000.00	553,536.00	800,000.00	1,685,312.00	6,895,000.00

Confidence Level = 95%

Q20b_2x: What were your yearly PLI premiums for 2021? *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	324	102	51	33	28	43	33	15	14	5
Less than $20,000										
Count	84	72	9	0	0	1	0	1	1	0
Column %	26%	71% BCDEFGHI	18% CDEF	0%	0%	2%	0%	7%	7%	0%
$20,000 to LT $50,000										
Count	74	25	29	14	2	3	1	0	0	0
Column %	23%	25% EFGH	57% ADEFGHI	42% ADEFGH	7%	7%	3%	0%	0%	0%
$50,000 to LT $100,000										
Count	65	4	9	14	16	19	3	0	0	0
Column %	20%	4%	18% A	42% ABFGH	57% ABFGHI	44% ABFGH	9%	0%	0%	0%
$100,000 or more										
Count	101	1	4	5	10	20	29	14	13	5
Column %	31%	1%	8% A	15% A	36% AB	47% ABC	88% ABCDE	93% ABCDE	93% ABCDE	100% ABCD

Confidence Level = 95%

* Denotes variable with statistically significant findings

  ▦ **Significant difference within groups: ABCDEFGHI**

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Q20b.2: What were your yearly PLI premiums for 2020 and 2021? Please enter your responses below. Please do not use decimals or commas in your responses.
Your responses, in combination with those of other member firms, will help us to understand the overall trend for PLI rates. - FY 2021 PLI Premium

| | Total | Q4: What is the annual gross revenue of your firm? | | | | | | | | |
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	324	102	51	33	28	43	33	15	14	5
Mean	174,570.76	18,948.14	53,444.88	69,489.45	94,503.50	182,249.09	220,322.72	443,716.13	585,218.57	3,401,423.20
Median	52,357.92	12,797.50	30,000.00	65,322.00	69,085.00	92,883.00	194,747.00	423,633.00	543,205.00	2,900,000.00
Min	325.00	1,902.00	6,636.00	20,349.00	39,791.00	13,000.00	48,375.00	325.00	478.00	969,116.00
Max	7,668,000.00	183,290.00	673,750.00	202,297.00	291,180.00	2,500,000.00	514,212.00	780,000.00	1,759,478.00	7,668,000.00

Confidence Level = 95%

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Q20_2020x: PLI premium as percentage of gross revenue (2020) *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	321	99	52	33	28	43	32	15	14	5
Less than 0.5%										
Count	64	5	9	9	2	8	12	5	10	4
Column %	20%	5%	17% A	27% A	7%	19% A	38% ABD	33% AD	71% ABCDE	80% ABCDE
0.5% to less than 1%										
Count	110	22	18	10	15	24	11	7	2	1
Column %	34%	22%	35%	30%	54% AH	56% ABCH	34%	47% A	14%	20%
1% to less than 2%										
Count	81	30	20	11	8	5	5	2	0	0
Column %	25%	30% EH	38% EFH	33% EH	29% H	12%	16%	13%	0%	0%
2% or more										
Count	66	42	5	3	3	6	4	1	2	0
Column %	21%	42% BCDEFG	10%	9%	11%	14%	13%	7%	14%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ **Significant difference within groups: ABCDEFGH**

Q20_2020: Q20_2020

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	321	99	52	33	28	43	32	15	14	5
Mean	7,203.35	2.21	1.12	0.96	45,237.41	7,674.53	22,322.20	28.00	41.54	0.38
Median	0.91	1.71	0.91	0.87	0.74	0.76	0.65	0.68	0.42	0.40
Min	0.04	0.34	0.05	0.06	0.46	0.09	0.04	0.39	0.23	0.09
Max	1,266,611.11	13.59	4.53	2.59	1,266,611.11	329,941.86	714,285.71	410.45	357.55	0.52

Q20_2021x: PLI premium as a percentage of gross revenue (2021) *

	Total		Q4: What is the annual gross revenue of your firm?								
			$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	322		102	50	33	28	43	32	15	14	5
Less than 0.5%											
Count	57		**5**	**6**	**6**	1	**9**	**11**	**5**	**10**	**4**
Column %	18%		**5%**	**12%**	**18%**	**4%**	**21%**	**34%**	**33%**	**71%**	**80%**
					A		**A**	**ABD**	**AD**	**ABCDEF**	**ABCDE**
0.5% to less than 1%											
Count	112		**29**	19	11	**14**	19	11	6	**2**	1
Column %	35%		**28%**	38%	33%	**50%**	44%	34%	40%	**14%**	20%
						AH					
1% to less than 2%											
Count	90		**28**	**20**	**13**	**10**	10	**6**	3	**0**	0
Column %	28%		**27%**	**40%**	**39%**	**36%**	23%	**19%**	20%	**0%**	0%
			H	**FH**	**H**	**H**					
2% or more											
Count	63		**40**	**5**	**3**	**3**	**5**	**4**	**1**	2	0
Column %	20%		**39%**	**10%**	**9%**	**11%**	**12%**	**13%**	**7%**	14%	0%
			BCDEFG								

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Q20_2021: Q20_2021

	Total									
		Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	**$2.5 million to $4.99 million B**	**$5.0 million to $7.49 million C**	**$7.5 million to $9.99 million D**	**$10 million to $19.99 million E**	**$20 million to $49.99 million F**	**$50 million to $99.99 million G**	**$100 million to $249.99 million H**	**$250 million or more I**
Sample Size	322	102	50	33	28	43	32	15	14	5
Mean	7,174.52	2.14	1.18	1.11	39,673.22	8,278.31	26,311.29	33.97	42.16	0.36
Median	0.95	1.58	1.00	0.97	0.80	0.75	0.67	0.67	0.41	0.40
Min	0.03	0.30	0.06	0.28	0.35	0.03	0.05	0.11	0.20	0.08
Max	1,110,822.22	17.37	5.01	3.40	1,110,822.22	355,888.43	841,935.48	500.00	359.84	0.52

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Q20_DifferenceX: PLI premium shift (2020 to 2021) *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	318	98	50	33	28	43	32	15	14	5
Increased 0.10% or more										
Count	89	32	16	7	10	13	6	3	2	0
Column %	28%	33%	32%	21%	36%	30%	19%	20%	14%	0%
Increased 0.01% to less than 0.10%										
Count	79	9	12	14	7	14	11	6	5	1
Column %	25%	9%	24% A	42% A	25% A	33% A	34% A	40% A	36% A	20%
Stayed the Same										
Count	4	2	0	0	1	1	0	0	0	0
Column %	1%	2%	0%	0%	4%	2%	0%	0%	0%	0%
Decreased 0.01% to less than 0.10%										
Count	76	11	14	9	6	10	11	5	7	3
Column %	24%	11%	28% A	27% A	21%	23%	34% A	33% A	50% A	60% A
Decreased 0.10% or more										
Count	70	44	8	3	4	5	4	1	0	1
Column %	22%	45% BCDEFGH	16%	9%	14%	12%	13%	7%	0%	20%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▨ **Significant difference within groups: ABCDEFGH**

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Q20_Difference: Q20_Difference

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	318	98	50	33	28	43	32	15	14	5
Mean	-6.58	-0.13	0.04	0.15	-5,564.19	603.78	3,989.09	5.97	0.63	-0.02
Median	0.01	-0.05	0.02	0.02	0.05	0.02	0.01	0.07	0.00	-0.01
Min	-155,788.89	-13.23	-1.14	-0.75	-155,788.89	-4.27	-0.38	-0.92	-0.07	-0.11
Max	127,649.77	15.87	2.15	2.04	0.55	25,946.57	127,649.77	89.55	6.62	0.04

Confidence Level = 95%

Q21: What is your coverage limit per claim? Please select the value nearest your actual limit. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	351	115	56	34	30	45	36	16	14	5
$1,000,000 Count	80	48	12	7	4	7	2	0	0	0
Column %	23%	42% BCDEFGH	21% F	21%	13%	16%	6%	0%	0%	0%
$2,000,000 Count	133	53	34	17	14	10	5	0	0	0
Column %	38%	46% EFGH	61% EFGHI	50% EFGH	47% EFGH	22%	14%	0%	0%	0%
$3,000,000 Count	24	7	4	4	2	5	2	0	0	0
Column %	7%	6%	7%	12%	7%	11%	6%	0%	0%	0%
$4,000,000 Count	4	2	0	0	1	1	0	0	0	0
Column %	1%	2%	0%	0%	3%	2%	0%	0%	0%	0%
$5,000,000 Count	77	4	5	5	8	19	23	9	4	0
Column %	22%	3%	9%	15% A	27% AB	42% ABC	64% ABCDHI	56% ABCDI	29% A	0%
$6,000,000 Count	1	0	0	0	0	1	0	0	0	0
Column %	0%	0%	0%	0%	0%	2%	0%	0%	0%	0%
$7,000,000 Count	1	0	0	0	0	1	0	0	0	0
Column %	0%	0%	0%	0%	0%	2%	0%	0%	0%	0%
$8,000,000 Count	1	0	0	0	1	0	0	0	0	0
Column %	0%	0%	0%	0%	3%	0%	0%	0%	0%	0%
$9,000,000 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

  Significant difference within groups: ABCDEFGHI

Q21: What is your coverage limit per claim? Please select the value nearest your actual limit. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
$10,000,000 Count Column %	25 7%	1 1%	0 0%	1 3%	0 0%	1 2%	4 11% AB	7 44% ABCDEF	9 64% ABCDEF	2 40% ABCDE
$15,0000,000 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
$20,000,000 Count Column %	1 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%
$25,000,000 or more Count Column %	4 1%	0 0%	1 2%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	3 60% ABCDEFGH

Q22: Are your per-claim and aggregate limits the same?

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	Q4: What is the annual gross revenue of your firm? $7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	351	114	57	34	30	45	36	16	14	5
Yes										
Count	223	75	33	20	20	27	24	10	9	5
Column %	64%	66%	58%	59%	67%	60%	67%	63%	64%	100%
No										
Count	128	39	24	14	10	18	12	6	5	0
Column %	36%	34%	42%	41%	33%	40%	33%	38%	36%	0%

Confidence Level = 95%

Q23: What is your deductible? Please select the value nearest your actual deductible. *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?					
Sample Size	348	114	55	33	30	45	36	16	14	5
Less than $10,000										
Count	56	47	8	1	0	0	0	0	0	0
Column %	16%	41% BCDEFGH	15% DEF	3%	0%	0%	0%	0%	0%	0%
$10,000										
Count	38	25	8	1	0	2	2	0	0	0
Column %	11%	22% CDEFG	15% D	3%	0%	4%	6%	0%	0%	0%
$15,000										
Count	29	21	4	2	2	0	0	0	0	0
Column %	8%	18% EF	7%	6%	7%	0%	0%	0%	0%	0%
$20,000										
Count	12	4	5	1	2	0	0	0	0	0
Column %	3%	4%	9%	3%	7%	0%	0%	0%	0%	0%
$25,000										
Count	67	13	17	18	7	10	2	0	0	0
Column %	19%	11%	31% AFGH	55% ABDEFGHI	23%	22%	6%	0%	0%	0%
$50,000										
Count	53	2	12	8	10	14	7	0	0	0
Column %	15%	2%	22% A	24% AG	33% AGH	31% AGH	19% A	0%	0%	0%
$75,000										
Count	11	0	1	0	2	3	4	1	0	0
Column %	3%	0%	2%	0%	7% A	7% A	11% A	6%	0%	0%
$100,000										
Count	23	1	0	2	5	9	6	0	0	0
Column %	7%	1%	0%	6%	17% AB	20% AB	17% AB	0%	0%	0%
$150,000										
Count	14	0	0	0	1	4	5	3	1	0
Column %	4%	0%	0%	0%	3%	9% AB	14% AB	19% ABC	7%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

    Significant difference within groups: ABCDEFGHI

Q23: What is your deductible? Please select the value nearest your actual deductible. *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
$200,000 Count	17	0	0	0	0	3	6	6	2	0
Column %	5%	0%	0%	0%	0%	7% A	17% ABCD	38% ABCDE	14% AB	0%
$250,000 Count	8	0	0	0	0	0	2	3	3	0
Column %	2%	0%	0%	0%	0%	0%	6%	19% ABCDE	21% ABCDE	0%
$300,000 Count	3	0	0	0	0	0	2	1	0	0
Column %	1%	0%	0%	0%	0%	0%	6%	6%	0%	0%
$350,000 Count	2	0	0	0	0	0	0	1	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	6%	7%	0%
$400,000 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
$450,000 Count	1	0	0	0	0	0	0	0	1	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	7%	0%
$500,000 Count	6	0	0	0	0	0	0	1	3	2
Column %	2%	0%	0%	0%	0%	0%	0%	6%	21% ABCDEF	40% ABCDEF
$1,000,000 Count	3	0	0	0	0	0	0	0	2	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	14% AB	20% A
More than $1,000,000 Count	5	1	0	0	1	0	0	0	1	2
Column %	1%	1%	0%	0%	3%	0%	0%	0%	7%	40% ABCDEFG

Confidence Level = 95%

* Denotes variable with statistically significant findings

 Significant difference within groups: ABCDEFGHI

Q24: How does your deductible compare with the previous year?

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	349	114	56	33	30	45	36	16	14	5
Increased										
Count	46	10	9	5	6	8	4	3	1	0
Column %	13%	9%	16%	15%	20%	18%	11%	19%	7%	0%
Stayed the Same										
Count	299	102	46	28	24	36	32	13	13	5
Column %	86%	89%	82%	85%	80%	80%	89%	81%	93%	100%
Decreased										
Count	4	2	1	0	0	1	0	0	0	0
Column %	1%	2%	2%	0%	0%	2%	0%	0%	0%	0%

Confidence Level = 95%

Q25: Has your firm purchased a stand-alone Cyber Liability Policy? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	350	114	56	33	30	46	36	16	14	5
Yes Count Column %	182 52%	27 24%	21 38%	19 58% **A**	20 67% **AB**	35 76% **AB**	27 75% **AB**	14 88% **AB**	14 100% **ABCDF**	5 100% **AB**
No Count Column %	168 48%	87 76% **CDEFGHI**	35 63% **DEFGHI**	14 42% **H**	10 33% **H**	11 24%	9 25% **H**	2 13%	0 0%	0 0%

Q25a: Please indicate what influenced the decision to purchase a stand-alone Cyber Liability Policy. Check all that apply. *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Valid Cases	179	26	21	19	19	35	26	14	14	5
Contract requirements										
Mentions	71	8	6	6	7	12	12	6	10	4
% Valid Cases	40%	31%	29%	32%	37%	34%	46%	43%	71%	80%
Other compliance requirements										
Mentions	28	0	3	3	2	3	8	4	3	2
% Valid Cases	16%	0%	14%	16%	11%	9%	31%	29%	21%	40%
Concern regarding potential claims										
Mentions	125	**14**	15	13	14	23	**21**	10	12	3
% Valid Cases	70%	**54%**	71%	68%	74%	66%	**81%**	71%	86%	60%
							A			
Other (please specify)										
Mentions	31	6	3	5	4	6	2	3	0	2
% Valid Cases	17%	23%	14%	26%	21%	17%	8%	21%	0%	40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▨ **Significant difference within groups: A**

Q26: What aggregate dollar limits did you purchase? Please select the value nearest your actual limit. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	178	26	21	19	19	35	25	14	14	5
$1,000,000 Count Column %	113 63%	23 88% FGHI	18 86% GHI	16 84% GHI	14 74% GHI	23 66% GHI	14 56% GHI	3 21%	2 14%	0 0%
$2,000,000 Count Column %	31 17%	3 12%	2 10%	2 11%	4 21%	9 26%	4 16%	5 36%	2 14%	0 0%
$3,000,000 Count Column %	12 7%	0 0%	1 5%	1 5%	1 5%	2 6%	4 16%	2 14%	1 7%	0 0%
More than $3,000,000 Count Column %	22 12%	0 0%	0 0%	0 0%	0 0%	1 3%	3 12%	4 29% ABCDE	9 64% ABCDEF	5 100% ABCDEFG

Confidence Level = 95%

* Denotes variable with statistically significant findings

■   **Significant difference within groups: ABCDEFGHI**

Q27: PLI Claims Made Against Your Firm
Please answer the questions in this section with reference to your firm's most recently completed fiscal year.
Did your firm have any outstanding claims? Claims are defined as a written or oral demand for money or services, or initiation of a lawsuit. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	350	115	56	33	29	46	36	16	14	5
Yes Count Column %	110 31%	13 11%	9 16%	9 27% A	8 28% A	16 35% AB	23 64% ABCDE	14 88% ABCDE	13 93% ABCDE	5 100% ABCDE
No Count Column %	240 69%	102 89% CDEFGHI	47 84% EFGHI	24 73% FGHI	21 72% FGHI	30 65% FGHI	13 36%	2 13%	1 7%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

☐ **Significant difference within groups: ABCDEFGHI**

Q28: What was the number of outstanding claims against your firm? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	110	13	9	9	8	16	23	14	13	5
1 Count Column %	63 57%	11 85% GHI	8 89% GHI	8 89% GHI	6 75% HI	10 63% HI	14 61% HI	5 36%	1 8%	0 0%
2 Count Column %	16 15%	1 8%	1 11%	0 0%	2 25%	2 13%	4 17%	4 29%	1 8%	1 20%
3 Count Column %	11 10%	1 8%	0 0%	0 0%	0 0%	1 6%	2 9%	2 14%	4 31%	1 20%
4 Count Column %	5 5%	0 0%	0 0%	1 11%	0 0%	1 6%	0 0%	2 14%	1 8%	0 0%
5 Count Column %	5 5%	0 0%	0 0%	0 0%	0 0%	2 13%	0 0%	1 7%	2 15%	0 0%
6 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	1 8%	0 0%
7 or more Count Column %	8 7%	0 0%	0 0%	0 0%	0 0%	0 0%	2 9%	0 0%	3 23%	3 60% ABCDEFG

Confidence Level = 95%

* Denotes variable with statistically significant findings

⬜ **Significant difference within groups: ABCDEFGHI**

Q29: How does the number of claims made against your firm compare with the prior year? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	110	13	9	9	8	16	23	14	13	5
More than the prior year										
Count	34	8	6	2	3	6	4	2	1	2
Column %	31%	62% FGH	67% FGH	22%	38%	38%	17%	14%	8%	40%
The same as the prior year										
Count	58	3	1	6	4	8	16	10	9	1
Column %	53%	23%	11%	67% B	50%	50%	70% AB	71% AB	69% AB	20%
Fewer than the prior year										
Count	18	2	2	1	1	2	3	2	3	2
Column %	16%	15%	22%	11%	13%	13%	13%	14%	23%	40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▉ **Significant difference within groups: ABFGH**

Q30.1: What was the number of claims made by client type? If the answer for any type of client is "0" please select that response instead of leaving it blank. - Public Sector Clients / Owners *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count Column %	66 60%	**10** **77%** **HI**	**8** **89%** **HI**	5 56%	**8** **100%** **FHI**	9 56%	**12** **52%**	**10** **71%** **H**	**3** **23%**	**1** **20%**
1 Count Column %	26 24%	2 15%	1 11%	4 44%	0 0%	**7** **44%** **G**	6 26%	**1** **7%**	4 31%	1 20%
2 Count Column %	6 5%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	3 21%	2 15%	0 0%
3 Count Column %	5 5%	1 8%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	3 23%	0 0%
4 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	0 0%	0 0%
5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
6 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 20%
7 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 20%
8 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▊ **Significant difference within groups: FGHI**

Q30.1: What was the number of claims made by client type? If the answer for any type of client is "0" please select that response instead of leaving it blank. - Public Sector Clients / Owners *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
10 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 20%
Don't know Count Column %	3 3%	0 0%	0 0%	0 0%	0 0%	0 0%	2 9%	0 0%	1 8%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: FGHI**

Q30.2: What was the number of claims made by client type? If the answer for any type of client is "0" please select that response instead of leaving it blank. - Private Sector Clients / Owners *

| | Total | Q4: What is the annual gross revenue of your firm? | | | | | | | | |
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count Column %	60 55%	**3** **23%**	4 44%	**6** **67%** I	**6** **75%** AI	**9** **56%** I	**15** **65%** AI	**10** **71%** AI	7 54%	**0** **0%**
1 Count Column %	26 24%	**8** **62%** FH	3 33%	3 33%	1 13%	4 25%	**2** **9%**	3 21%	**1** **8%**	1 20%
2 Count Column %	10 9%	1 8%	2 22%	0 0%	1 13%	2 13%	2 9%	0 0%	1 8%	1 20%
3 Count Column %	5 5%	1 8%	0 0%	0 0%	0 0%	0 0%	1 4%	1 7%	2 15%	0 0%
4 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	1 6%	0 0%	0 0%	1 8%	0 0%
5 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	0 0%	1 20%
6 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
7 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
8 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

░ **Significant difference within groups: AEFHI**

Q30.2: What was the number of claims made by client type? If the answer for any type of client is "0" please select that response instead of leaving it blank. - Private Sector Clients / Owners *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
10 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	**0 0%**	**0 0%**	0 0%	0 0%	**2 40% EF**
Don't know Count Column %	3 3%	0 0%	0 0%	0 0%	0 0%	0 0%	2 9%	0 0%	1 8%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

░ **Significant difference within groups: AEFHI**

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Q30.3: What was the number of claims made by client type? If the answer for any type of client is "0" please select that response instead of leaving it blank. - Non Project-Owners (Prime A/Es, Contractors, etc.) *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count Column %	64 58%	**12 92% DFGHI**	7 78%	**9 100% DFGHI**	**3 38%**	10 63%	**12 52%**	**5 36%**	**5 38%**	**1 20%**
1 Count Column %	24 22%	**1 8%**	2 22%	**0 0%**	**4 50% ACH**	4 25%	5 22%	**6 43% C**	**1 8%**	1 20%
2 Count Column %	7 6%	0 0%	0 0%	0 0%	1 13%	1 6%	2 9%	1 7%	2 15%	0 0%
3 Count Column %	5 5%	0 0%	0 0%	0 0%	0 0%	1 6%	1 4%	1 7%	2 15%	0 0%
4 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	1 8%	0 0%
5 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	0 0%	1 20%
6 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
7 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
8 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ACDEFGHI**

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Q30.3: What was the number of claims made by client type? If the answer for any type of client is "0" please select that response instead of leaving it blank. - Non Project-Owners (Prime A/Es, Contractors, etc.) *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Q4: What is the annual gross revenue of your firm?										
9 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
10 Count	2	0	0	0	0	**0**	**0**	0	0	**2**
Column %	2%	0%	0%	0%	0%	**0%**	**0%**	0%	0%	**40%**
										EF
Don't know Count	3	0	0	0	0	0	2	0	1	0
Column %	3%	0%	0%	0%	0%	0%	9%	0%	8%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ACDEFGHI**

Q37.6: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

| | | Q4: What is the annual gross revenue of your firm? | | | | | | | | |
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	62	5	3	2	3	9	14	9	12	5
Mean	192,602.42	40,400.00	16,666.67	0.00	90,666.67	222,038.89	128,142.86	633,333.33	118,750.00	100,000.00

Q31.1: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Construction / Contractors

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count	81	11	8	6	7	10	19	10	8	2
Column %	74%	85%	89%	67%	88%	63%	83%	71%	62%	40%
1 Count	14	2	1	2	0	4	1	3	1	0
Column %	13%	15%	11%	22%	0%	25%	4%	21%	8%	0%
2 Count	6	0	0	0	1	1	0	1	2	1
Column %	5%	0%	0%	0%	13%	6%	0%	7%	15%	20%
3 Count	5	0	0	1	0	1	2	0	1	0
Column %	5%	0%	0%	11%	0%	6%	9%	0%	8%	0%
4 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5 Count	1	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	20%
6 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
7 Count	1	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	8%	0%
8 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
9 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q31.1: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Construction / Contractors

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Q4: What is the annual gross revenue of your firm?										
10										
Count	1	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	20%
Don't know										
Count	1	0	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	0%	4%	0%	0%	0%

Confidence Level = 95%

Q31.2: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Construction Workers (e.g. Due to injury or death)

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count	102	12	9	9	8	15	22	13	11	3
Column %	93%	92%	100%	100%	100%	94%	96%	93%	85%	60%
1 Count	6	1	0	0	0	1	0	1	2	1
Column %	5%	8%	0%	0%	0%	6%	0%	7%	15%	20%
2 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3 Count	1	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	20%
4 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
6 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
7 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
8 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
9 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Auto Generated

Q31.2: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Construction Workers (e.g. Due to injury or death)

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
10										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Don't know										
Count	1	0	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	0%	4%	0%	0%	0%

Confidence Level = 95%

Q31.3: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Non-Construction Workers (e.g. Due to injury or death)

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count Column %	94 85%	13 100%	9 100%	8 89%	8 100%	14 88%	18 78%	11 79%	9 69%	4 80%
1 Count Column %	13 12%	0 0%	0 0%	1 11%	0 0%	2 13%	4 17%	3 21%	3 23%	0 0%
2 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%
3 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
4 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
6 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
7 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 20%
8 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
9 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

Q31.3: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Non-Construction Workers (e.g. Due to injury or death)

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
10 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Don't know Count	1	0	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	0%	4%	0%	0%	0%

Auto Generated

Q31.4: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Others *

		Q4: What is the annual gross revenue of your firm?								
	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	110	13	9	9	8	16	23	14	13	5
0 Count Column %	81 74%	**12 92% I**	7 78%	7 78%	5 63%	**15 94% I**	15 65%	9 64%	9 69%	**2 40%**
1 Count Column %	18 16%	1 8%	2 22%	2 22%	3 38%	1 6%	4 17%	3 21%	1 8%	1 20%
2 Count Column %	4 4%	0 0%	0 0%	0 0%	0 0%	0 0%	2 9%	0 0%	2 15%	0 0%
3 Count Column %	3 3%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	2 14%	1 8%	0 0%
4 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
6 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	0 0%	0 0%
7 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
8 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▆ **Significant difference within groups: I**

Auto Generated

Q31.4: What was the number of claims made by non-clients? If the answer for any type of non-client is "0" please select that response instead of leaving it blank. - Others *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
9 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
10 Count Column %	1 1%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 20%
Don't know Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	0 0%	0 0%	1 20%

Confidence Level = 95%

* Denotes variable with statistically significant findings

   Significant difference within groups: I

Auto Generated

Q32: Claims Resolution
Please answer the questions in this section with reference to your firm's most recently completed fiscal year.
How many of your firm's outstanding claims (including claims from prior years) were resolved in your most recently completed fiscal year? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	105	13	9	9	8	15	20	14	12	5
0 Count Column %	42 40%	8 62% HI	6 67% HI	6 67% HI	5 63% H	6 40% H	6 30%	5 36% H	0 0%	0 0%
1 Count Column %	38 36%	5 38%	3 33%	2 22%	2 25%	7 47%	10 50%	6 43%	3 25%	0 0%
2 Count Column %	9 9%	0 0%	0 0%	1 11%	1 13%	0 0%	1 5%	1 7%	3 25%	2 40%
3 Count Column %	4 4%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%	2 14%	1 8%	0 0%
4 Count Column %	5 5%	0 0%	0 0%	0 0%	0 0%	1 7%	1 5%	0 0%	3 25%	0 0%
5 Count Column %	2 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 5%	0 0%	0 0%	1 20%
More than 5 Count Column %	5 5%	0 0%	0 0%	0 0%	0 0%	0 0%	1 5%	0 0%	2 17%	2 40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▨ **Significant difference within groups: HI**

Q33: How many claims were settled within your deductible (including costs of outside attorneys, experts, etc.)? *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	62	4	3	3	3	9	14	9	12	5
0 Count Column %	14 23%	3 75% HI	0 0%	2 67%	0 0%	3 33%	4 29%	1 11%	1 8%	0 0%
1 Count Column %	29 47%	1 25%	3 100% I	1 33%	3 100% I	4 44%	7 50%	6 67% I	4 33%	0 0%
2 Count Column %	4 6%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 11%	1 8%	2 40%
3 Count Column %	3 5%	0 0%	0 0%	0 0%	0 0%	1 11%	0 0%	1 11%	1 8%	0 0%
4 Count Column %	5 8%	0 0%	0 0%	0 0%	0 0%	1 11%	1 7%	0 0%	3 25%	0 0%
5 Count Column %	2 3%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%	0 0%	1 20%
More than 5 Count Column %	5 8%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%	2 17%	2 40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

■   **Significant difference within groups: HI**

Auto Generated

Q34.1: How many claims were resolved by each of the following METHODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Negotiation *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	60	4	3	2	3	9	13	9	12	5
0 Count Column %	17 28%	1 25%	1 33%	1 50%	0 0%	4 44%	5 38%	3 33%	2 17%	0 0%
1 Count Column %	24 40%	**3 75% I**	2 67%	1 50%	2 67%	3 33%	4 31%	5 56%	4 33%	**0 0%**
2 Count Column %	7 12%	0 0%	0 0%	0 0%	1 33%	0 0%	1 8%	1 11%	2 17%	2 40%
3 Count Column %	3 5%	0 0%	0 0%	0 0%	0 0%	2 22%	0 0%	0 0%	1 8%	0 0%
4 Count Column %	4 7%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%	2 17%	1 20%
5 Count Column %	1 2%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%	0 0%	0 0%
More than 5 Count Column %	4 7%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%	1 8%	2 40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

█ **Significant difference within groups: I**

Auto Generated

Q34.2: How many claims were resolved by each of the following METHODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Mediation

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	60	4	3	2	3	9	13	9	12	5
0 Count Column %	35 58%	3 75%	2 67%	1 50%	3 100%	4 44%	9 69%	5 56%	6 50%	2 40%
1 Count Column %	17 28%	1 25%	1 33%	0 0%	0 0%	5 56%	4 31%	2 22%	3 25%	1 20%
2 Count Column %	5 8%	0 0%	0 0%	1 50%	0 0%	0 0%	0 0%	1 11%	3 25%	0 0%
3 Count Column %	2 3%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 11%	0 0%	1 20%
4 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
More than 5 Count Column %	1 2%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 20%

Confidence Level = 95%

Q34.3: How many claims were resolved by each of the following METHODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Arbitration

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	60	4	3	2	3	9	13	9	12	5
0 Count	57	4	3	2	3	9	13	8	11	4
Column %	95%	100%	100%	100%	100%	100%	100%	89%	92%	80%
1 Count	2	0	0	0	0	0	0	1	0	1
Column %	3%	0%	0%	0%	0%	0%	0%	11%	0%	20%
2 Count	1	0	0	0	0	0	0	0	1	0
Column %	2%	0%	0%	0%	0%	0%	0%	0%	8%	0%
3 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q34.4: How many claims were resolved by each of the following METHODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Trial

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?					
Sample Size	60	4	3	2	3	9	13	9	12	5
0										
Count	60	4	3	2	3	9	13	9	12	5
Column %	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q34.5: How many claims were resolved by each of the following METHODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Other Method

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	60	4	3	2	3	9	13	9	12	5
0										
Count	55	4	3	2	3	9	11	9	10	4
Column %	92%	100%	100%	100%	100%	100%	85%	100%	83%	80%
1										
Count	5	0	0	0	0	0	2	0	2	1
Column %	8%	0%	0%	0%	0%	0%	15%	0%	17%	20%
2										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q35.1: How many claims were resolved during each of the following PERIODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Before Trial *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	61	5	3	2	3	9	13	9	12	5
0 Count Column %	7 11%	1 20%	0 0%	0 0%	0 0%	3 33%	2 15%	0 0%	1 8%	0 0%
1 Count Column %	29 48%	4 80% HI	3 100% HI	1 50%	2 67%	4 44%	7 54%	6 67% HI	2 17%	0 0%
2 Count Column %	9 15%	0 0%	0 0%	1 50%	1 33%	0 0%	1 8%	1 11%	3 25%	2 40%
3 Count Column %	4 7%	0 0%	0 0%	0 0%	0 0%	1 11%	0 0%	2 22%	1 8%	0 0%
4 Count Column %	5 8%	0 0%	0 0%	0 0%	0 0%	1 11%	1 8%	0 0%	3 25%	0 0%
5 Count Column %	2 3%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%	0 0%	1 20%
More than 5 Count Column %	5 8%	0 0%	0 0%	0 0%	0 0%	0 0%	1 8%	0 0%	2 17%	2 40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: HI**

Q35.8: How many claims were resolved during each of the following PERIODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - During Trial

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	61	5	3	2	3	9	13	9	12	5
0										
Count	61	5	3	2	3	9	13	9	12	5
Column %	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q35.9: How many claims were resolved during each of the following PERIODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - By Court Judgment

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	61	5	3	2	3	9	13	9	12	5
0										
Count	59	5	3	2	3	9	13	9	11	4
Column %	97%	100%	100%	100%	100%	100%	100%	100%	92%	80%
1										
Count	2	0	0	0	0	0	0	0	1	1
Column %	3%	0%	0%	0%	0%	0%	0%	0%	8%	20%
2										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q35.10: How many claims were resolved during each of the following PERIODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - Before Arbitration

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Q4: What is the annual gross revenue of your firm?										
Sample Size	61	5	3	2	3	9	13	9	12	5
0 Count	56	5	2	2	3	8	11	8	12	5
Column %	92%	100%	67%	100%	100%	89%	85%	89%	100%	100%
1 Count	5	0	1	0	0	1	2	1	0	0
Column %	8%	0%	33%	0%	0%	11%	15%	11%	0%	0%
2 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5 Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q35.11: How many claims were resolved during each of the following PERIODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - During Arbitration

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	61	5	3	2	3	9	13	9	12	5
0										
Count	60	4	3	2	3	9	13	9	12	5
Column %	98%	80%	100%	100%	100%	100%	100%	100%	100%	100%
1										
Count	1	1	0	0	0	0	0	0	0	0
Column %	2%	20%	0%	0%	0%	0%	0%	0%	0%	0%
2										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
3										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
4										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
More than 5										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Confidence Level = 95%

Q35.12: How many claims were resolved during each of the following PERIODS? If the answer for a method is "0" please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - By Arbitration Decision

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	60	4	3	2	3	9	13	9	12	5
0 Count Column %	57 95%	4 100%	3 100%	2 100%	3 100%	8 89%	13 100%	8 89%	12 100%	4 80%
1 Count Column %	3 5%	0 0%	0 0%	0 0%	0 0%	1 11%	0 0%	1 11%	0 0%	1 20%
2 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
3 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
4 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
More than 5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%

Confidence Level = 95%

Q36: What was the total number of claims resolved WITHOUT any payment by your firm to the claimant? If the answer is "0" please select that response instead of leaving the space blank. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	62	5	3	2	3	9	14	9	12	5
0 Count Column %	35 56%	4 80% I	3 100% I	1 50%	2 67%	6 67% I	10 71% I	4 44%	5 42%	0 0%
1 Count Column %	14 23%	0 0%	0 0%	1 50%	0 0%	2 22%	2 14%	4 44%	4 33%	1 20%
2 Count Column %	5 8%	1 20%	0 0%	0 0%	1 33%	0 0%	0 0%	1 11%	1 8%	1 20%
3 Count Column %	4 6%	0 0%	0 0%	0 0%	0 0%	1 11%	1 7%	0 0%	1 8%	1 20%
4 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
5 Count Column %	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%
More than 5 Count Column %	4 6%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	0 0%	1 8%	2 40%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: I**

Q37_1X: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Defense costs YOU paid lawyers, experts, etc.

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	62	5	3	2	3	9	14	9	12	5
Less than $25,000										
Count	29	4	1	1	2	5	6	4	5	1
Column %	47%	80%	33%	50%	67%	56%	43%	44%	42%	20%
$25,000 or more										
Count	33	1	2	1	1	4	8	5	7	4
Column %	53%	20%	67%	50%	33%	44%	57%	56%	58%	80%

Confidence Level = 95%

Q37.1: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Defense costs YOU paid lawyers, experts, etc.

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	62	5	3	2	3	9	14	9	12	5
Mean	99,686.34	6,400.00	29,333.33	37,500.00	10,166.67	31,247.78	66,936.57	121,538.89	112,738.42	458,000.00
Median	25,000.00	0.00	33,000.00	37,500.00	5,500.00	15,000.00	40,000.00	50,000.00	39,000.00	250,000.00
Min	0.00	0.00	15,000.00	5,000.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Max	1,100,000.00	25,000.00	40,000.00	70,000.00	25,000.00	150,000.00	268,000.00	300,000.00	300,000.00	1,100,000.00

Confidence Level = 95%

Q37_4X: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Defense cost paid by the PROFESSIONAL LIABILITY INSURER

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	62	5	3	2	3	9	14	9	12	5
$0 - Nothing										
Count	47	3	2	1	2	6	10	7	12	4
Column %	76%	60%	67%	50%	67%	67%	71%	78%	100%	80%
Any Amount										
Count	15	2	1	1	1	3	4	2	0	1
Column %	24%	40%	33%	50%	33%	33%	29%	22%	0%	20%

Confidence Level = 95%

Q37.4: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Defense cost paid by the PROFESSIONAL LIABILITY INSURER

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	62	5	3	2	3	9	14	9	12	5
Mean	106,630.65	26,000.00	833.33	150,000.00	700.00	15,166.67	10,000.00	88,888.89	0.00	1,020,000.00
Median	0.00	0.00	0.00	150,000.00	0.00	0.00	0.00	0.00	0.00	0.00
Min	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Max	5,100,000.00	120,000.00	2,500.00	300,000.00	2,100.00	100,000.00	50,000.00	600,000.00	0.00	5,100,000.00

Confidence Level = 95%

Q37_5X: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Amount of award or settlement YOU paid (including any fees due your firm that were waived or forfeited)

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	62	5	3	2	3	9	14	9	12	5
Less than $10,000										
Count	34	4	2	0	2	6	8	6	4	2
Column %	55%	80%	67%	0%	67%	67%	57%	67%	33%	40%
$10,000 or more										
Count	28	1	1	2	1	3	6	3	8	3
Column %	45%	20%	33%	100%	33%	33%	43%	33%	67%	60%
Min	1.00	1.00	1.00	2.00	1.00	1.00	1.00	1.00	1.00	1.00
Max	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00

Confidence Level = 95%

Q37.5: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Amount of award or settlement YOU paid
 (including any fees due your firm that were waived or forfeited)

		Q4: What is the annual gross revenue of your firm?								
	Total	**$1 million to $2.49 million** **A**	**$2.5 million to $4.99 million** **B**	**$5.0 million to $7.49 million** **C**	**$7.5 million to $9.99 million** **D**	**$10 million to $19.99 million** **E**	**$20 million to $49.99 million** **F**	**$50 million to $99.99 million** **G**	**$100 million to $249.99 million** **H**	**$250 million or more** **I**
Sample Size	62	5	3	2	3	9	14	9	12	5
Mean	116,959.97	50,000.00	4,333.33	51,500.00	31,666.67	58,045.56	27,389.43	45,000.00	147,471.33	742,000.00
Median	2,500.00	0.00	0.00	51,500.00	0.00	5,000.00	0.00	0.00	58,127.00	110,000.00

Confidence Level = 95%

Q37_6x: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

		Q4: What is the annual gross revenue of your firm?								
	Total	**$1 million to $2.49 million** A	**$2.5 million to $4.99 million** B	**$5.0 million to $7.49 million** C	**$7.5 million to $9.99 million** D	**$10 million to $19.99 million** E	**$20 million to $49.99 million** F	**$50 million to $99.99 million** G	**$100 million to $249.99 million** H	**$250 million or more** I
Sample Size	62	5	3	2	3	9	14	9	12	5
$0 - Nothing										
Count	38	2	2	2	1	5	7	6	9	4
Column %	61%	40%	67%	100%	33%	56%	50%	67%	75%	80%
Any Amount										
Count	24	3	1	0	2	4	7	3	3	1
Column %	39%	60%	33%	0%	67%	44%	50%	33%	25%	20%

Confidence Level = 95%

Q37.6: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?				
Sample Size	62	5	3	2	3	9	14	9	12	5
Mean	192,602.42	40,400.00	16,666.67	0.00	90,666.67	222,038.89	128,142.86	633,333.33	118,750.00	100,000.00
Median	0.00	15,000.00	0.00	0.00	72,000.00	0.00	12,500.00	0.00	0.00	0.00
Std. Dev.	482,253.54	67,810.77	28,867.51	0.00	101,298.24	327,839.01	263,602.22	1,077,032.96	246,134.89	223,606.80
Min	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Max	3,000,000.00	160,000.00	50,000.00	0.00	200,000.00	850,000.00	1,000,000.00	3,000,000.00	650,000.00	500,000.00

Confidence Level = 95%

Q38: Have you made a payment as a business decision to a claimant during your most recently completed fiscal year to resolve a case when you believed the claim to be frivolous or without merit? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Sample Size	62	5	3	2	3	9	14	9	12	5
Yes Count Column %	35 56%	0 0%	2 67%	1 50%	2 67%	3 33%	7 50%	7 78% A	9 75% A	4 80% A
No Count Column %	27 44%	5 100% GHI	1 33%	1 50%	1 33%	6 67%	7 50%	2 22%	3 25%	1 20%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: AGHI**

Q39: Defense of Claims and Causes of Claims

Please answer the questions in this section with reference to your firm's most recently completed fiscal year.

What was the total number of personnel hours expended by your firm in defending ALL claims (including claims from prior years)? *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Sample Size	108	13	9	8	8	16	23	14	13	4
0-49 Count Column %	29 27%	5 38%	4 44%	5 63% FH	2 25%	7 44% H	3 13%	2 14%	1 8%	0 0%
50-99 Count Column %	16 15%	4 31%	2 22%	0 0%	2 25%	2 13%	3 13%	2 14%	1 8%	0 0%
100-199 Count Column %	29 27%	2 15%	2 22%	1 13%	2 25%	5 31%	10 43%	4 29%	2 15%	1 25%
200-499 Count Column %	26 24%	2 15%	1 11%	2 25%	2 25%	2 13%	6 26%	4 29%	5 38%	2 50%
500-999 Count Column %	4 4%	0 0%	0 0%	0 0%	0 0%	0 0%	1 4%	1 7%	2 15%	0 0%
1,000 or more Count Column %	4 4%	0 0%	0 0%	0 0%	0 0%	0 0%	0 0%	1 7%	2 15%	1 25%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: FH**

Q40: Please indicate any possible or alleged causes that could have contributed to the claims that your firm experienced. Check all that apply. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Valid Cases	106	12	9	8	7	16	23	14	13	4
Client / Project Selection (QBS vs. cost proposal, client not knowledgeable about construction, client / project financial strength, etc.)										
Mentions	28	5	0	0	1	4	4	4	7	3
% Valid Cases	26%	42%	0%	0%	14%	25%	17%	29%	54%	75%
Code Violation										
Mentions	7	1	0	0	1	0	1	1	3	0
% Valid Cases	7%	8%	0%	0%	14%	0%	4%	7%	23%	0%
Communications (breakdowns when conflicts arise, poor team or client communication, etc.)										
Mentions	44	3	2	5	3	6	7	6	8	4
% Valid Cases	42%	25%	22%	63%	43%	38%	30%	43%	62%	100%
Contract (contract language, no contract, etc.)										
Mentions	19	3	1	1	0	2	3	4	3	2
% Valid Cases	18%	25%	11%	13%	0%	13%	13%	29%	23%	50%
Error or Omission of a Technical Nature										
Mentions	46	5	2	1	5	4	7	9	10	3
% Valid Cases	43%	42%	22%	13%	71%	25%	30%	64% **F**	77%	75%
Project Management (lack of training, management of human or technical resources, turnover of staff, etc.)										
Mentions	16	0	1	3	0	2	2	2	5	1
% Valid Cases	15%	0%	11%	38%	0%	13%	9%	14%	38%	25%
Project Delays										
Mentions	17	1	0	0	1	2	2	4	3	4
% Valid Cases	16%	8%	0%	0%	14%	13%	9%	29%	23%	100%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▪ **Significant difference within groups: F**

Q40: Please indicate any possible or alleged causes that could have contributed to the claims that your firm experienced. Check all that apply. *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Q4: What is the annual gross revenue of your firm?										
Scope of Services (problems with scope definition, changes in scope, etc.)										
Mentions	26	3	1	2	1	5	5	3	5	1
% Valid Cases	25%	25%	11%	25%	14%	31%	22%	21%	38%	25%
Third Party Claim										
Mentions	54	3	5	2	4	6	12	9	10	3
% Valid Cases	51%	25%	56%	25%	57%	38%	52%	64%	77%	75%
Other (please specify)										
Mentions	11	2	1	2	0	2	2	1	0	1
% Valid Cases	10%	17%	11%	25%	0%	13%	9%	7%	0%	25%

Confidence Level = 95%

* Denotes variable with statistically significant findings

　　Significant difference within groups: F

Q41: For any claims that were either initiated or resolved during most recently completed fiscal year, please indicate the type of project involved in your LARGEST claim. - Selected Choice *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?						
Sample Size	106	13	9	8	7	15	22	14	13	5
Airport (Runway & Taxiways)										
Count	1	0	0	0	0	0	0	1	0	0
Column %	1%	0%	0%	0%	0%	0%	0%	7%	0%	0%
Airport (Terminals)										
Count	1	0	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	0%	5%	0%	0%	0%
Apartment										
Count	4	0	2	0	0	1	1	0	0	0
Column %	4%	0%	22%	0%	0%	7%	5%	0%	0%	0%
Bridges & Tunnels										
Count	4	1	1	0	2	0	0	0	0	0
Column %	4%	8%	11%	0%	29%	0%	0%	0%	0%	0%
Condominium										
Count	5	0	1	2	2	0	0	0	0	0
Column %	5%	0%	11%	25%	29%	0%	0%	0%	0%	0%
Healthcare										
Count	8	2	0	0	0	0	1	2	3	0
Column %	8%	15%	0%	0%	0%	0%	5%	14%	23%	0%
Highways & Streets										
Count	18	0	1	0	1	3	6	3	4	0
Column %	17%	0%	11%	0%	14%	20%	27%	21%	31%	0%
Hospitality (Hotel, Motel, Entertainment)										
Count	2	1	0	0	0	0	0	1	0	0
Column %	2%	8%	0%	0%	0%	0%	0%	7%	0%	0%
Industrial & Process										
Count	5	0	0	0	0	1	1	1	1	1
Column %	5%	0%	0%	0%	0%	7%	5%	7%	8%	20%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: F**

Q41: For any claims that were either initiated or resolved during most recently completed fiscal year, please indicate the type of project involved in your LARGEST claim. - Selected Choice *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Land Development										
Count	7	2	1	0	0	2	1	0	1	0
Column %	7%	15%	11%	0%	0%	13%	5%	0%	8%	0%
Mass & Rapid Transit										
Count	2	0	0	0	0	0	0	1	0	1
Column %	2%	0%	0%	0%	0%	0%	0%	7%	0%	20%
Office										
Count	3	0	0	0	0	1	0	0	2	0
Column %	3%	0%	0%	0%	0%	7%	0%	0%	15%	0%
Residential (Single Family)										
Count	4	3	0	0	0	1	0	0	0	0
Column %	4%	23% F	0%	0%	0%	7%	0%	0%	0%	0%
Retail										
Count	4	0	0	1	0	2	0	1	0	0
Column %	4%	0%	0%	13%	0%	13%	0%	7%	0%	0%
School (Higher Education)										
Count	1	0	0	0	0	1	0	0	0	0
Column %	1%	0%	0%	0%	0%	7%	0%	0%	0%	0%
School (K-12)										
Count	4	0	1	0	0	0	2	0	0	1
Column %	4%	0%	11%	0%	0%	0%	9%	0%	0%	20%
Utility										
Count	1	0	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	0%	5%	0%	0%	0%
Water and/or Wastewater Conveyance										
Count	7	0	0	2	0	1	1	2	1	0
Column %	7%	0%	0%	25%	0%	7%	5%	14%	8%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

    Significant difference within groups: F

Q41: For any claims that were either initiated or resolved during most recently completed fiscal year, please indicate the type of project involved in your LARGEST claim. - Selected Choice *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Water and/or Wastewater Treatment										
Count	12	1	0	1	0	2	4	2	0	2
Column %	11%	8%	0%	13%	0%	13%	18%	14%	0%	40%
Other (please specify)										
Count	13	3	2	2	2	0	3	0	1	0
Column %	12%	23%	22%	25%	29%	0%	14%	0%	8%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▪ **Significant difference within groups: F**

Q41a: For the claim identified in the previous question, please indicate the Project Delivery Method involved. - Selected Choice *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
						Q4: What is the annual gross revenue of your firm?					
Sample Size	107	12	9	8	8	15	23	14	13	5
Traditional Design–Bid–Build										
Count	72	7	6	5	5	10	15	12	10	2
Column %	67%	58%	67%	63%	63%	67%	65%	86%	77%	40%
Contractor-Led Design/Build										
Count	12	1	0	0	1	2	4	1	1	2
Column %	11%	8%	0%	0%	13%	13%	17%	7%	8%	40%
Consultant-Led Design/Build										
Count	2	0	0	0	0	0	1	0	0	1
Column %	2%	0%	0%	0%	0%	0%	4%	0%	0%	20%
Progressive Design/Build										
Count	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Construction Manager at Risk										
Count	3	1	0	0	0	0	1	1	0	0
Column %	3%	8%	0%	0%	0%	0%	4%	7%	0%	0%
Construction Manager/General Contractor										
Count	7	1	1	0	2	2	1	0	0	0
Column %	7%	8%	11%	0%	25%	13%	4%	0%	0%	0%
Other (please specify)										
Count	11	2	2	3	0	1	1	0	2	0
Column %	10%	17%	22%	38% FG	0%	7%	4%	0%	15%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▇ **Significant difference within groups: FG**

Q42: Impact of the Threat of Claim
Has your firm reduced, dropped, or modified any service offerings due to high claims activity or other risk issues?

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	348	114	56	32	29	46	36	16	14	5
Yes										
Count	42	13	6	5	6	3	4	2	2	1
Column %	12%	11%	11%	16%	21%	7%	11%	13%	14%	20%
No										
Count	306	101	50	27	23	43	32	14	12	4
Column %	88%	89%	89%	84%	79%	93%	89%	88%	86%	80%

Confidence Level = 95%

Q43: How often has your firm not pursued or has turned down work, due to concern about potential risk issues? *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	349	115	56	32	29	46	36	16	14	5
Frequently Count Column %	17 5%	9 8%	2 4%	0 0%	0 0%	1 2%	2 6%	0 0%	0 0%	3 60% ABCDEFGH
Sometimes Count Column %	155 44%	47 41%	18 32%	15 47%	16 55% B	24 52% B	18 50%	8 50%	8 57%	1 20%
Rarely Count Column %	148 42%	44 38%	32 57% AF	15 47%	11 38%	19 41%	12 33%	8 50%	6 43%	1 20%
Never Count Column %	29 8%	15 13%	4 7%	2 6%	2 7%	2 4%	4 11%	0 0%	0 0%	0 0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▓ **Significant difference within groups: ABCDEFGH**

Q44: Why specifically did your firm not pursue or turn the work down? Check all that apply. *

	Total	Q4: What is the annual gross revenue of your firm?								
		$1 million to $2.49 million **A**	$2.5 million to $4.99 million **B**	$5.0 million to $7.49 million **C**	$7.5 million to $9.99 million **D**	$10 million to $19.99 million **E**	$20 million to $49.99 million **F**	$50 million to $99.99 million **G**	$100 million to $249.99 million **H**	$250 million or more **I**
Valid Cases	319	99	52	30	27	44	32	16	14	5
Client History										
Mentions	177	**46**	**26**	17	17	**31**	17	11	8	4
% Valid Cases	55%	**46%**	**50%**	57%	63%	**70%** **AB**	53%	69%	57%	80%
Contract Terms										
Mentions	185	**46**	**26**	**13**	15	**30**	**24**	14	12	5
% Valid Cases	58%	**46%**	**50%**	**43%**	56%	**68%** **AC**	**75%** **ABC**	88%	86%	100%
High Risk (e.g., in terms of safety, project delivery type, technical sufficiency, etc.)										
Mentions	184	57	28	15	18	27	16	11	9	3
% Valid Cases	58%	58%	54%	50%	67%	61%	50%	69%	64%	60%
Lacked Qualifications / Experience on the part of the client, design professional, or others										
Mentions	119	31	19	11	10	18	13	7	7	3
% Valid Cases	37%	31%	37%	37%	37%	41%	41%	44%	50%	60%
Project Type or Delivery Method										
Mentions	94	23	15	10	9	15	10	4	5	3
% Valid Cases	29%	23%	29%	33%	33%	34%	31%	25%	36%	60%
Undercapitalized Project										
Mentions	45	13	7	3	5	7	6	2	1	1
% Valid Cases	14%	13%	13%	10%	19%	16%	19%	13%	7%	20%
Other (please specify)										
Mentions	14	5	4	1	1	0	2	0	1	0
% Valid Cases	4%	5%	8%	3%	4%	0%	6%	0%	7%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABC**

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Q45: During your last fiscal year, what is your best estimate of the potential total fee value of the work that your firm declined? *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
Q4: What is the annual gross revenue of your firm?										
Sample Size	316	97	52	30	27	44	32	15	14	5
$0 to $10,000										
Count	37	20	10	4	2	0	1	0	0	0
Column %	12%	21% EF	19% EF	13% E	7%	0%	3%	0%	0%	0%
$10,001 to $100,000										
Count	128	59	24	12	10	12	5	3	2	1
Column %	41%	61% CDEFGH	46% FH	40% F	37%	27%	16%	20%	14%	20%
$100,001 to $250,000										
Count	69	11	13	8	5	18	7	2	4	1
Column %	22%	11%	25% A	27% A	19%	41% A	22%	13%	29%	20%
$250,001 to $500,000										
Count	40	6	3	2	7	8	10	3	1	0
Column %	13%	6%	6%	7%	26% AB	18% A	31% ABC	20%	7%	0%
$500,001 to $1 million										
Count	22	1	2	3	2	6	3	2	3	0
Column %	7%	1%	4%	10% A	7%	14% A	9% A	13% A	21% A	0%
$1.01 million to $2.5 million										
Count	11	0	0	1	0	0	4	4	2	0
Column %	3%	0%	0%	3%	0%	0%	13% ABE	27% ABCDE	14% AB	0%
$2.51 million to $5 million										
Count	4	0	0	0	1	0	1	1	0	1
Column %	1%	0%	0%	0%	4%	0%	3%	7%	0%	20% A
$5.01 million to $10 million										
Count	2	0	0	0	0	0	1	0	1	0
Column %	1%	0%	0%	0%	0%	0%	3%	0%	7%	0%
More than $10 million										
Count	3	0	0	0	0	0	0	0	1	2
Column %	1%	0%	0%	0%	0%	0%	0%	0%	7%	40% ABCDEF

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABCDEFGH**

Q46: In your opinion, to what extent does the threat of claims stifle innovation in the profession at this time? *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Sample Size	348	115	55	32	29	46	36	16	14	5
Very Much										
Count	41	12	6	6	5	4	4	2	1	1
Column %	12%	10%	11%	19%	17%	9%	11%	13%	7%	20%
Somewhat										
Count	129	**43**	**24**	11	**5**	**21**	12	7	3	3
Column %	37%	**37%**	**44%**	34%	**17%**	**46%**	33%	44%	21%	60%
		D	**D**			**D**				
A little										
Count	140	45	22	13	13	17	15	6	8	1
Column %	40%	39%	40%	41%	45%	37%	42%	38%	57%	20%
Not at all										
Count	38	15	3	2	6	4	5	1	2	0
Column %	11%	13%	5%	6%	21%	9%	14%	6%	14%	0%

Confidence Level = 95%

* Denotes variable with statistically significant findings

    Significant difference within groups: D

Q47: Please indicate whether the threat of claims is hurting your firm's ability to do the following. Check all that apply. *

	Total	$1 million to $2.49 million A	$2.5 million to $4.99 million B	$5.0 million to $7.49 million C	$7.5 million to $9.99 million D	$10 million to $19.99 million E	$20 million to $49.99 million F	$50 million to $99.99 million G	$100 million to $249.99 million H	$250 million or more I
					Q4: What is the annual gross revenue of your firm?					
Valid Cases	330	108	52	30	29	43	34	16	13	5
Build good relations with clients										
Mentions	31	10	2	6	5	1	4	2	1	0
% Valid Cases	9%	9%	4%	20%	17%	2%	12%	13%	8%	0%
Expand your firm's business										
Mentions	61	22	**7**	**10**	5	4	6	3	2	2
% Valid Cases	18%	20%	**13%**	**33%** B	17%	9%	18%	19%	15%	40%
Hire new engineers										
Mentions	11	6	0	3	0	1	0	0	1	0
% Valid Cases	3%	6%	0%	10%	0%	2%	0%	0%	8%	0%
Hold down costs / remain profitable										
Mentions	70	23	14	7	3	9	8	5	1	0
% Valid Cases	21%	21%	27%	23%	10%	21%	24%	31%	8%	0%
Hold down fees										
Mentions	84	**20**	15	8	**11**	13	9	6	0	2
% Valid Cases	25%	**19%**	29%	27%	**38%** A	30%	26%	38%	0%	40%
Maintain good relations with other construction team members										
Mentions	64	**15**	**10**	4	7	**8**	7	**7**	3	3
% Valid Cases	19%	**14%**	**19%**	13%	24%	**19%**	21%	**44%** ABE	23%	60%
Try innovative approaches										
Mentions	89	28	11	11	9	15	6	6	2	1
% Valid Cases	27%	26%	21%	37%	31%	35%	18%	38%	15%	20%
The threat of claims is not having an impact on our firm										
Mentions	156	58	23	14	13	17	16	5	9	1
% Valid Cases	47%	54%	44%	47%	45%	40%	47%	31%	69%	20%

Confidence Level = 95%

* Denotes variable with statistically significant findings

▢ **Significant difference within groups: ABE**