

2022 ACEC PLI Survey for Member Firms_PLI Carrier
Auto Generated

April 29, 2022

Generated by Marketsight®

Table of contents

| | |
|---|----|
| Q2: What are your firm’s fields of practice? Check all that apply. * | 7 |
| Q3: If 50% or more of your firm’s gross revenue comes from one field of practice, check that field below. - Selected Choice * | 10 |
| Q4: What is the annual gross revenue of your firm? * | 13 |
| Q5: How has your firm’s annual gross revenue changed in the past year? * | 15 |
| Q6: Who has the primary responsibility for risk management in your firm? - Selected Choice * | 17 |
| Q6a: What percentage of your firm’s revenue is invested in risk management training for your staff? * | 18 |
| Q7: Insurance Carriers and Brokers | |
| Does your firm carry professional liability insurance (PLI)? | 19 |
| Q8: Who is your primary professional liability insurance carrier? Please select only one. - Selected Choice * | 20 |
| Q8a: Does your firm participate in either a solo captive or group captive for PLI insurance? | 24 |
| Q8b: What kind of captive does your firm participate in? | 25 |
| 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). * | 26 |
| 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.). * | 27 |
| Q11: Rate your satisfaction with your professional liability insurance CARRIER’S RISK MANAGEMENT PROGRAMS. * | 28 |
| Q12: Did you change PLI carriers during your most recently completed fiscal year? * | 29 |
| Q13: Please explain why you changed PLI carriers. Check all that apply. | 30 |
| 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 * | 32 |
| 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 * | 34 |
| 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 * | 36 |
| 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 * | 38 |
| 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 * | 40 |
| 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 * | 42 |
| 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.) * | 44 |
| 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 * | 46 |
| 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. | |

* Denotes variable with statistically significant findings

| | |
|--|----|
| Please drag each factor to its appropriate place. - Other (please specify) | 48 |
| Q15: Rate your satisfaction with your professional liability insurance BROKER. * | 50 |
| Q16: Did you change your PLI broker during your most recent completed fiscal year? * | 51 |
| Q17: Please explain why you changed PLI brokers. Check all that apply. | 52 |
| Q18: At the last renewal of your PLI did your broker present you with options from more than one carrier? * | 53 |
| Q19: Did you request that your broker obtain quotes from other carriers? | 54 |
| Q20a_1x: What was your firm's gross revenue for 2020? * | 55 |
| 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 | 56 |
| Q20a_2x: What was your firm's gross revenue for 2021? * | 57 |
| 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 | 58 |
| Q20b_1x: What were your yearly PLI premiums for 2020? * | 59 |
| 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 | |
| Q20b_2x: What were your yearly PLI premiums for 2021? * | 61 |
| 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 | |
| Q20_2020x: PLI premium as percentage of gross revenue (2020) * | 63 |
| Q20_2020: Q20_2020 | 64 |
| Q20_2021x: PLI premium as a percentage of gross revenue (2021) * | 65 |
| Q20_2021: Q20_2021 | 66 |
| Q20_DifferenceX: PLI premium shift (2020 to 2021) * | 67 |
| Q20_Difference: Q20_Difference | 68 |
| Q21: What is your coverage limit per claim? Please select the value nearest your actual limit. * | 69 |
| Q22: Are your per-claim and aggregate limits the same? * | 71 |
| Q23: What is your deductible? Please select the value nearest your actual deductible. * | 72 |
| Q24: How does your deductible compare with the previous year? * | 74 |
| Q25: Has your firm purchased a stand-alone Cyber Liability Policy? * | 75 |
| Q25a: Please indicate what influenced the decision to purchase a stand-alone Cyber Liability Policy. Check all that apply. | 76 |
| Q26: What aggregate dollar limits did you purchase? Please select the value nearest your actual limit. * | 77 |
| 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. * | 78 |

* Denotes variable with statistically significant findings

| | |
|--|-----|
| Q28: What was the number of outstanding claims against your firm? * | 79 |
| Q29: How does the number of claims made against your firm compare with the prior year? * | 80 |
| 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 * | 81 |
| 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 * | 83 |
| 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.) * | 85 |
| 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. | 87 |
| 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 * | 88 |
| 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). | 90 |
| 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). | 92 |
| 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. | 94 |
| 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? * | 96 |
| Q33: How many claims were settled within your deductible (including costs of outside attorneys, experts, etc.)? | 97 |
| 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. | 98 |
| 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. | 99 |
| 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. | 100 |
| 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. | 101 |
| 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. | 102 |
| 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. | 103 |
| 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. | 104 |
| 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 | |

* Denotes variable with statistically significant findings

leaving the space blank. The total should equal your answer to Question 32. Your total is [QID110-ChoiceGroup-SelectedChoices]. - By Court Judgment .105

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 . 106

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 . 107

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 . 108

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. 109

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. 110

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. 111

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 * 112

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 113

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) * . . . 114

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). 115

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 * 116

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 117

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? 118

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.

* Denotes variable with statistically significant findings

| | |
|--|-----|
| What was the total number of personnel hours expended by your firm in defending ALL claims (including claims from prior years)? * | 119 |
| Q40: Please indicate any possible or alleged causes that could have contributed to the claims that your firm experienced. Check all that apply. | 120 |
| 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 * | 122 |
| Q41a: For the claim identified in the previous question, please indicate the Project Delivery Method involved. - Selected Choice * | 125 |
| 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? * | 126 |
| Q43: How often has your firm not pursued or has turned down work, due to concern about potential risk issues? * | 127 |
| Q44: Why specifically did your firm not pursue or turn the work down? Check all that apply. * | 128 |
| Q45: During your last fiscal year, what is your best estimate of the potential total fee value of the work that your firm declined? * | 129 |
| Q46: In your opinion, to what extent does the threat of claims stifle innovation in the profession at this time? * | 130 |
| Q47: Please indicate whether the threat of claims is hurting your firm's ability to do the following. Check all that apply. * | 131 |

* Denotes variable with statistically significant findings

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|---|----------------|-----------|--------------------------------|---|--------------------|------------------------------|-------|--------------|------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 410 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| Architectural | | | | | | | | | | | |
| Mentions | 42 | 3 | 7 | 4 | 5 | 8 | 1 | 1 | 2 | 3 | 8 |
| % Valid Cases | 10% | 25% | 10% | 20% | 17% | 14% | 8% | 6% | 7% | 9% | 6% |
| Building Commissioning | | | | | | | | | | | |
| Mentions | 20 | 1 | 5 | 1 | 2 | 5 | 0 | 0 | 1 | 0 | 5 |
| % Valid Cases | 5% | 8% | 7% | 5% | 7% | 9% | 0% | 0% | 4% | 0% | 4% |
| Civil / General (Including Transportation) | | | | | | | | | | | |
| Mentions | 251 | 8 | 48 | 15 | 15 | 37 | 7 | 9 | 18 | 17 | 75 |
| % Valid Cases | 61% | 67% | 67% | 75% | 50% | 66% | 58% | 50% | 67% | 50% | 60% |
| Construction Engineering & Inspection | | | | | | | | | | | |
| Mentions | 166 | 9 | 32 | 6 | 15 | 27 | 4 | 7 | 9 | 8 | 47 |
| % Valid Cases | 40% | 75% | 44% I | 30% | 50% I | 48% I | 33% | 39% | 33% | 24% | 37% |
| Construction Management | | | | | | | | | | | |
| Mentions | 90 | 3 | 16 | 5 | 5 | 16 | 1 | 3 | 5 | 3 | 33 |
| % Valid Cases | 22% | 25% | 22% | 25% | 17% | 29% | 8% | 17% | 19% | 9% | 26% |
| Electrical | | | | | | | | | | | |
| Mentions | 85 | 2 | 20 | 5 | 10 | 16 | 2 | 3 | 2 | 9 | 16 |
| % Valid Cases | 21% | 17% | 28% J | 25% | 33% J | 29% J | 17% | 17% | 7% | 26% J | 13% |
| Energy / Industrial | | | | | | | | | | | |
| Mentions | 29 | 1 | 6 | 1 | 2 | 9 | 2 | 0 | 0 | 1 | 7 |
| % Valid Cases | 7% | 8% | 8% | 5% | 7% | 16% J | 17% | 0% | 0% | 3% | 6% |
| Environmental | | | | | | | | | | | |
| Mentions | 106 | 6 | 27 | 6 | 5 | 17 | 4 | 3 | 4 | 6 | 27 |
| % Valid Cases | 26% | 50% DIJ | 38% DIJ | 30% | 17% | 30% | 33% | 17% | 15% | 18% | 21% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|------------|--|------------------------|--------------|---|---|--------------------------|---------------------------------------|----------|------------------------|-------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Geotechnical Mentions % Valid Cases | 71 17% | 6 50% BEJ | 8 11% | 4 20% | 9 30% B | 10 18% | 3 25% | 3 17% | 3 11% | 3 9% | 21 17% |
| Lab Testing Mentions % Valid Cases | 50 12% | 4 33% | 6 8% | 1 5% | 8 27% BJ | 9 16% | 3 25% | 4 22% | 2 7% | 2 6% | 10 8% |
| Landscape Architecture Mentions % Valid Cases | 44 11% | 4 33% | 9 13% | 3 15% | 7 23% J | 6 11% | 0 0% | 0 0% | 3 11% | 1 3% | 10 8% |
| Mechanical / HVAC Mentions % Valid Cases | 71 17% | 2 17% | 15 21% | 4 20% | 7 23% | 16 29% J | 4 33% | 1 6% | 0 0% | 7 21% | 15 12% |
| Planning Mentions % Valid Cases | 82 20% | 4 33% | 20 28% | 4 20% | 8 27% | 13 23% | 1 8% | 1 6% | 4 15% | 5 15% | 21 17% |
| Process Mentions % Valid Cases | 16 4% | 0 0% | 3 4% | 0 0% | 1 3% | 3 5% | 1 8% | 0 0% | 1 4% | 1 3% | 6 5% |
| Structural Mentions % Valid Cases | 154 38% | 7 58% | 28 39% | 6 30% | 12 40% | 23 41% | 6 50% | 4 22% | 8 30% | 10 29% | 49 39% |
| SUE-Subsurface Utility Locating Mentions % Valid Cases | 11 3% | 1 8% | 3 4% | 0 0% | 0 0% | 2 4% | 0 0% | 0 0% | 0 0% | 2 6% | 2 2% |
| Surveying Mentions % Valid Cases | 124 30% | 7 58% IJ | 26 36% | 8 40% | 12 40% I | 19 34% | 1 8% | 3 17% | 7 26% | 6 18% | 34 27% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|-------------------------------|-------|--|--------------------|--------------|---|---|--------------------------|---------------------------------------|------------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Water / Wastewater | | | | | | | | | | | |
| Mentions | 142 | 6 | 37 | 9 | 10 | 21 | 3 | 2 | 6 | 9 | 39 |
| % Valid Cases | 35% | 50% | 51% HIJ | 45% | 33% | 38% | 25% | 11% | 22% | 26% | 31% |
| Other (please specify) | | | | | | | | | | | |
| Mentions | 42 | 0 | 6 | 3 | 4 | 5 | 2 | 2 | 6 | 2 | 11 |
| % Valid Cases | 10% | 0% | 8% | 15% | 13% | 9% | 17% | 11% | 22% J | 6% | 9% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEHIJ

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 | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-----------------|--------------------|---|---|--------------------------|---------------------------------------|-------------------|-----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 410 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| Architectural | | | | | | | | | | | |
| Count | 4 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 0 |
| Column % | 1% | 0% | 1% | 0% | 0% | 4% | 0% | 0% | 0% | 3% | 0% |
| Building Commissioning | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| Civil / General (Including Transportation) | | | | | | | | | | | |
| Count | 125 | 6 | 17 | 10 | 7 | 21 | 1 | 5 | 12 | 12 | 33 |
| Column % | 30% | 50% | 24% | 50% BFJ | 23% | 38% | 8% | 28% | 44% BF | 35% | 26% |
| Construction Engineering & Inspection | | | | | | | | | | | |
| Count | 21 | 1 | 3 | 0 | 1 | 5 | 2 | 2 | 0 | 1 | 5 |
| Column % | 5% | 8% | 4% | 0% | 3% | 9% | 17% | 11% | 0% | 3% | 4% |
| Construction Management | | | | | | | | | | | |
| Count | 7 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 4 |
| Column % | 2% | 0% | 1% | 0% | 3% | 0% | 0% | 0% | 0% | 3% | 3% |
| Electrical | | | | | | | | | | | |
| Count | 14 | 0 | 5 | 1 | 1 | 2 | 0 | 2 | 1 | 2 | 0 |
| Column % | 3% | 0% | 7% J | 5% | 3% | 4% | 0% | 11% J | 4% | 6% J | 0% |
| Energy / Industrial | | | | | | | | | | | |
| Count | 5 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 8% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 2% |
| Environmental | | | | | | | | | | | |
| Count | 11 | 0 | 2 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 6 |
| Column % | 3% | 0% | 3% | 10% | 0% | 0% | 8% | 0% | 0% | 0% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCDEFHIJ

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 | Q8RG: PLI Provider | | | | | | | | | |
|--|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Geotechnical | | | | | | | | | | | |
| Count | 22 | 0 | 1 | 0 | 5 | 2 | 1 | 0 | 2 | 3 | 8 |
| Column % | 5% | 0% | 1% | 0% | 17% BE | 4% | 8% | 0% | 7% | 9% | 6% |
| Lab Testing | | | | | | | | | | | |
| Count | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| Column % | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 6% | 0% | 0% | 0% |
| Landscape Architecture | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Mechanical / HVAC | | | | | | | | | | | |
| Count | 13 | 0 | 3 | 0 | 0 | 3 | 1 | 0 | 0 | 3 | 3 |
| Column % | 3% | 0% | 4% | 0% | 0% | 5% | 8% | 0% | 0% | 9% | 2% |
| Planning | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Process | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Structural | | | | | | | | | | | |
| Count | 46 | 2 | 6 | 0 | 4 | 1 | 2 | 4 | 2 | 5 | 20 |
| Column % | 11% | 17% | 8% | 0% | 13% E | 2% | 17% | 22% CE | 7% | 15% E | 16% E |
| SUE-Subsurface Utility Locating | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% | 0% |
| Surveying | | | | | | | | | | | |
| Count | 12 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 2 | 0 | 8 |
| Column % | 3% | 0% | 0% | 5% | 0% | 2% | 0% | 0% | 7% | 0% | 6% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCDEFHIJ

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 | Q8RG: PLI Provider | | | | | | | | | |
|--|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|--------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Water / Wastewater | | | | | | | | | | | |
| Count | 34 | 1 | 11 | 2 | 3 | 7 | 0 | 1 | 0 | 2 | 7 |
| Column % | 8% | 8% | 15% HJ | 10% | 10% | 13% | 0% | 6% | 0% | 6% | 6% |
| Other (please specify) | | | | | | | | | | | |
| Count | 11 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 4 | 0 | 3 |
| Column % | 3% | 0% | 0% | 5% | 0% | 2% | 0% | 6% | 15% BDEIJ | 0% | 2% |
| My firm does not reach 50% in any one discipline or field | | | | | | | | | | | |
| Count | 80 | 1 | 21 | 2 | 8 | 10 | 4 | 2 | 4 | 3 | 25 |
| Column % | 20% | 8% | 29% I | 10% | 27% | 18% | 33% | 11% | 15% | 9% | 20% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCDEFHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 410 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| \$1 million to \$2.49 million | | | | | | | | | | | |
| Count | 136 | 0 | 16 | 7 | 4 | 11 | 6 | 7 | 13 | 16 | 54 |
| Column % | 33% | 0% | 22% | 35% A | 13% | 20% | 50% ABDE | 39% A | 48% ABDE | 47% ABDE | 43% ABDE |
| \$2.5 million to \$4.99 million | | | | | | | | | | | |
| Count | 72 | 2 | 8 | 2 | 8 | 4 | 2 | 10 | 5 | 8 | 23 |
| Column % | 18% | 17% | 11% | 10% | 27% BE | 7% | 17% | 56% BCDEHIJ | 19% | 24% | 18% |
| \$5.0 million to \$7.49 million | | | | | | | | | | | |
| Count | 41 | 3 | 7 | 3 | 5 | 6 | 0 | 1 | 5 | 4 | 7 |
| Column % | 10% | 25% J | 10% | 15% | 17% J | 11% | 0% | 6% | 19% J | 12% | 6% |
| \$7.5 million to \$9.99 million | | | | | | | | | | | |
| Count | 35 | 0 | 10 | 2 | 1 | 7 | 2 | 0 | 0 | 1 | 12 |
| Column % | 9% | 0% | 14% | 10% | 3% | 13% | 17% | 0% | 0% | 3% | 10% |
| \$10 million to \$19.99 million | | | | | | | | | | | |
| Count | 49 | 0 | 13 | 3 | 6 | 11 | 1 | 0 | 2 | 2 | 11 |
| Column % | 12% | 0% | 18% | 15% | 20% | 20% J | 8% | 0% | 7% | 6% | 9% |
| \$20 million to \$49.99 million | | | | | | | | | | | |
| Count | 37 | 3 | 12 | 1 | 3 | 4 | 0 | 0 | 2 | 2 | 9 |
| Column % | 9% | 25% | 17% J | 5% | 10% | 7% | 0% | 0% | 7% | 6% | 7% |
| \$50 million to \$99.99 million | | | | | | | | | | | |
| Count | 18 | 0 | 1 | 0 | 2 | 7 | 1 | 0 | 0 | 1 | 6 |
| Column % | 4% | 0% | 1% | 0% | 7% | 13% B | 8% | 0% | 0% | 3% | 5% |
| \$100 million to to \$249.99 million | | | | | | | | | | | |
| Count | 16 | 1 | 5 | 1 | 1 | 4 | 0 | 0 | 0 | 0 | 4 |
| Column % | 4% | 8% | 7% | 5% | 3% | 7% | 0% | 0% | 0% | 0% | 3% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| \$250 million or more | | | | | | | | | | | |
| Count | 6 | 3 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 25% BDEHIJ | 0% | 5% | 0% | 4% | 0% | 0% | 0% | 0% | 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|------------------|--------------|---|---|--------------------------|---------------------------------------|-----------|-----------------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 410 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| NET INCREASED | | | | | | | | | | | |
| Count | 251 | 11 | 45 | 14 | 18 | 30 | 10 | 11 | 20 | 22 | 69 |
| Column % | 61% | 92% EJ | 63% | 70% | 60% | 54% | 83% | 61% | 74% | 65% | 55% |
| Up more than 50% | | | | | | | | | | | |
| Count | 14 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 1 | 1 | 7 |
| Column % | 3% | 0% | 1% | 10% | 3% | 2% | 0% | 0% | 4% | 3% | 6% |
| Up 30% - 50% | | | | | | | | | | | |
| Count | 31 | 0 | 4 | 2 | 2 | 1 | 1 | 2 | 1 | 10 | 8 |
| Column % | 8% | 0% | 6% | 10% | 7% | 2% | 8% | 11% | 4% | 29% ABDEHJ | 6% |
| Up 20% - 29% | | | | | | | | | | | |
| Count | 40 | 3 | 6 | 3 | 3 | 4 | 1 | 3 | 4 | 1 | 12 |
| Column % | 10% | 25% I | 8% | 15% | 10% | 7% | 8% | 17% | 15% | 3% | 10% |
| Up 10% - 19% | | | | | | | | | | | |
| Count | 79 | 5 | 13 | 4 | 7 | 10 | 5 | 4 | 8 | 4 | 19 |
| Column % | 19% | 42% IJ | 18% | 20% | 23% | 18% | 42% IJ | 22% | 30% | 12% | 15% |
| Up 5% - 9% | | | | | | | | | | | |
| Count | 44 | 1 | 12 | 3 | 2 | 8 | 2 | 0 | 3 | 4 | 9 |
| Column % | 11% | 8% | 17% J | 15% | 7% | 14% | 17% | 0% | 11% | 12% | 7% |
| Up 1% - 4% | | | | | | | | | | | |
| Count | 43 | 2 | 9 | 0 | 3 | 6 | 1 | 2 | 3 | 2 | 14 |
| Column % | 10% | 17% | 13% | 0% | 10% | 11% | 8% | 11% | 11% | 6% | 11% |
| Little or no change from last year | | | | | | | | | | | |
| Count | 83 | 1 | 11 | 5 | 4 | 14 | 1 | 4 | 4 | 7 | 30 |
| Column % | 20% | 8% | 15% | 25% | 13% | 25% | 8% | 22% | 15% | 21% | 24% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Down 1% - 4% | | | | | | | | | | | |
| Count | 19 | 0 | 6 | 1 | 4 | 4 | 0 | 1 | 0 | 1 | 2 |
| Column % | 5% | 0% | 8% J | 5% | 13% J | 7% | 0% | 6% | 0% | 3% | 2% |
| Down 5% - 9% | | | | | | | | | | | |
| Count | 18 | 0 | 2 | 0 | 3 | 4 | 0 | 0 | 1 | 1 | 7 |
| Column % | 4% | 0% | 3% | 0% | 10% | 7% | 0% | 0% | 4% | 3% | 6% |
| Down 10% - 19% | | | | | | | | | | | |
| Count | 15 | 0 | 4 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 8 |
| Column % | 4% | 0% | 6% | 0% | 0% | 2% | 0% | 0% | 4% | 3% | 6% |
| Down 20% - 29% | | | | | | | | | | | |
| Count | 19 | 0 | 4 | 0 | 1 | 2 | 1 | 2 | 1 | 1 | 7 |
| Column % | 5% | 0% | 6% | 0% | 3% | 4% | 8% | 11% | 4% | 3% | 6% |
| Down 30% - 50% | | | | | | | | | | | |
| Count | 5 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 3% | 2% |
| Down more than 50% | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| NET DECREASED | | | | | | | | | | | |
| Count | 76 | 0 | 16 | 1 | 8 | 12 | 1 | 3 | 3 | 5 | 27 |
| Column % | 19% | 0% | 22% | 5% | 27% | 21% | 8% | 17% | 11% | 15% | 21% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|---------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 410 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| In-House Counsel | | | | | | | | | | | |
| Count | 17 | 2 | 1 | 2 | 1 | 9 | 0 | 0 | 0 | 0 | 2 |
| Column % | 4% | 17% J | 1% | 10% | 3% | 16% BHIJ | 0% | 0% | 0% | 0% | 2% |
| Full Time Risk Manager | | | | | | | | | | | |
| Count | 9 | 2 | 4 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| Column % | 2% | 17% J | 6% J | 0% | 3% | 2% | 8% | 0% | 0% | 0% | 0% |
| Principal(s) tasked with this responsibility as needed (less than full time) | | | | | | | | | | | |
| Count | 171 | 6 | 32 | 10 | 10 | 17 | 8 | 6 | 18 | 10 | 54 |
| Column % | 42% | 50% | 44% | 50% | 33% | 30% | 67% EI | 33% | 67% BDEGIJ | 29% | 43% |
| CEO / President / COO | | | | | | | | | | | |
| Count | 182 | 2 | 29 | 8 | 15 | 24 | 2 | 11 | 7 | 21 | 60 |
| Column % | 44% | 17% | 40% | 40% | 50% | 43% | 17% | 61% AFH | 26% | 62% ABFH | 48% H |
| CFO / Controller | | | | | | | | | | | |
| Count | 20 | 0 | 4 | 0 | 3 | 3 | 0 | 0 | 1 | 2 | 7 |
| Column % | 5% | 0% | 6% | 0% | 10% | 5% | 0% | 0% | 4% | 6% | 6% |
| Other (please specify) | | | | | | | | | | | |
| Count | 11 | 0 | 2 | 0 | 0 | 2 | 1 | 1 | 1 | 1 | 3 |
| Column % | 3% | 0% | 3% | 0% | 0% | 4% | 8% | 6% | 4% | 3% | 2% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABDEFGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|----------------------|-------|--|------------------|------------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 409 | 12 | 72 | 20 | 30 | 56 | 12 | 17 | 27 | 34 | 126 |
| Less than 1% | | | | | | | | | | | |
| Count | 289 | 10 | 57 | 11 | 19 | 42 | 8 | 11 | 18 | 25 | 87 |
| Column % | 71% | 83% | 79% C | 55% C | 63% | 75% | 67% | 65% | 67% | 74% | 69% |
| 1-3% | | | | | | | | | | | |
| Count | 107 | 2 | 14 | 9 | 9 | 13 | 4 | 6 | 8 | 8 | 32 |
| Column % | 26% | 17% | 19% C | 45% B | 30% | 23% | 33% | 35% | 30% | 24% | 25% |
| 4-10% | | | | | | | | | | | |
| Count | 9 | 0 | 1 | 0 | 2 | 1 | 0 | 0 | 1 | 0 | 4 |
| Column % | 2% | 0% | 1% | 0% | 7% | 2% | 0% | 0% | 4% | 0% | 3% |
| 11-20% | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| More than 20% | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% | 1% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BC

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 410 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| Yes Count | 409 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| Column % | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| No Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|--------------------------------|---|--------------------|--------------------|--------------------------------|---|--------------------|------------------------------|---------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 407 | 12 | 72 | 20 | 30 | 56 | 12 | 18 | 27 | 34 | 126 |
| AIG / Lexington / New Hampshire Insurance | Count 12 Column % 3% | 12 100% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| Arch / PUA | Count 5 Column % 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 5 4% |
| Argo Pro | Count 1 Column % 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 1% |
| Arrowhead / American Alternative Insurance Co. | Count 0 Column % 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| AXA XL | Count 72 Column % 18% | 0 0% | 72 100% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| AXIS | Count 2 Column % 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 2 2% |
| Beazley | Count 20 Column % 5% | 0 0% | 0 0% | 20 100% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| Berkley Design Professional | Count 30 Column % 7% | 0 0% | 0 0% | 0 0% | 30 100% | 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: ABCDEFGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|-----------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|---------|-------------|----------|--------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J | |
| Chubb / ACE American Insurance Co. Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| CNA / Schinnerer; Continental Casualty; Columbia Casualty Count Column % | 56 14% | 0 0% | 0 0% | 0 0% | 0 0% | 56 100% ABCDEFGHIJ | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| Endurance American Count Column % | 6 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 6 5% |
| Great American Count Column % | 8 2% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 8 6% |
| Hanover Count Column % | 4 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 4 3% |
| HCC; Houston Casualty; US Specialty Insurance Count Column % | 9 2% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 9 7% B |
| Hiscox Count Column % | 5 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 5 4% |
| Liberty Underwriters / Ironshore Count Column % | 4 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 4 3% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|----------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|--------------------------|--------------------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Lloyds of London Count Column % | 12 3% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 12 100% ABCDEFGHIJ | 0 0% | 0 0% | 0 0% | 0 0% |
| Markel / Evanston / Alterra Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 1% |
| Navigator's / The Hartford Count Column % | 18 4% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 18 100% ABCDEFGHIJ | 0 0% | 0 0% | 0 0% |
| One Beacon Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| RLI Count Column % | 27 7% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 27 100% ABCDEFGHIJ | 0 0% | 0 0% |
| Starr Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 1% |
| Terra Insurance Count Column % | 5 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 5 4% |
| Travelers Count Column % | 34 8% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 34 100% ABCDEFGHIJ | 0 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|-------------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|-----------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J | |
| Zurich / Steadfast Insurance | | | | | | | | | | | | |
| Count | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| Other (please specify) | | | | | | | | | | | | 72 |
| Count | 72 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 57% |
| Column % | 18% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | ABCDEF GHI |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEF GHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 399 | 12 | 71 | 20 | 30 | 53 | 12 | 17 | 27 | 34 | 121 |
| Yes Count Column % | 24 6% | 1 8% | 2 3% | 1 5% | 1 3% | 3 6% | 0 0% | 1 6% | 0 0% | 3 9% | 11 9% |
| No Count Column % | 375 94% | 11 92% | 69 97% | 19 95% | 29 97% | 50 94% | 12 100% | 16 94% | 27 100% | 31 91% | 110 91% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|----------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 23 | 1 | 2 | 1 | 1 | 3 | - | 1 | - | 3 | 10 |
| Solo captive | | | | | | | | | | | |
| Count | 7 | 0 | 0 | 0 | 0 | 2 | - | 0 | - | 1 | 3 |
| Column % | 30% | 0% | 0% | 0% | 0% | 67% | - | 0% | - | 33% | 30% |
| Group captive | | | | | | | | | | | |
| Count | 16 | 1 | 2 | 1 | 1 | 1 | - | 1 | - | 2 | 7 |
| Column % | 70% | 100% | 100% | 100% | 100% | 33% | - | 100% | - | 67% | 70% |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|---|------------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 298 | 11 | 62 | 19 | 27 | 48 | 6 | 9 | 19 | 22 | 74 |
| NET TOP 2 | | | | | | | | | | | |
| Count | 267 | 9 | 59 | 17 | 26 | 43 | 5 | 6 | 18 | 22 | 61 |
| Column % | 90% | 82% | 95% GJ | 89% | 96% G | 90% | 83% | 67% | 95% | 100% GJ | 82% |
| Very Satisfied | | | | | | | | | | | |
| Count | 165 | 5 | 48 | 7 | 17 | 26 | 2 | 3 | 11 | 14 | 32 |
| Column % | 55% | 45% | 77% ACEFGJ | 37% | 63% | 54% | 33% | 33% | 58% | 64% | 43% |
| Satisfied | | | | | | | | | | | |
| Count | 102 | 4 | 11 | 10 | 9 | 17 | 3 | 3 | 7 | 8 | 29 |
| Column % | 34% | 36% | 18% | 53% B | 33% | 35% B | 50% | 33% | 37% | 36% | 39% B |
| Somewhat Satisfied | | | | | | | | | | | |
| Count | 18 | 2 | 0 | 1 | 1 | 4 | 0 | 2 | 0 | 0 | 8 |
| Column % | 6% | 18% B | 0% | 5% | 4% | 8% B | 0% | 22% B | 0% | 0% | 11% B |
| Not Very Satisfied | | | | | | | | | | | |
| Count | 10 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 5 |
| Column % | 3% | 0% | 2% | 5% | 0% | 2% | 0% | 11% | 5% | 0% | 7% |
| Very Unsatisfied | | | | | | | | | | | |
| Count | 3 | 0 | 2 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 3% | 0% | 0% | 0% | 17% | 0% | 0% | 0% | 0% |
| NET BOTTOM 2 | | | | | | | | | | | |
| Count | 13 | 0 | 3 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 5 |
| Column % | 4% | 0% | 5% | 5% | 0% | 2% | 17% | 11% | 5% | 0% | 7% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCEFGJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|---|-------------|------------|--------------------------------|---|--------------------|------------------------------|-------|-------------|------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 244 | 12 | 52 | 16 | 26 | 46 | 5 | 6 | 11 | 11 | 58 |
| NET TOP 2 | 221 | 9 | 51 | 15 | 25 | 39 | 4 | 5 | 10 | 10 | 52 |
| Count | 91% | 75% | 98% | 94% | 96% | 85% | 80% | 83% | 91% | 91% | 90% |
| Column % | | | AE | | | | | | | | |
| Very Satisfied | 127 | 4 | 38 | 7 | 17 | 21 | 2 | 2 | 5 | 8 | 23 |
| Count | 52% | 33% | 73% | 44% | 65% | 46% | 40% | 33% | 45% | 73% | 40% |
| Column % | | | ACEJ | | J | | | | | | |
| Satisfied | 94 | 5 | 13 | 8 | 8 | 18 | 2 | 3 | 5 | 2 | 29 |
| Count | 39% | 42% | 25% | 50% | 31% | 39% | 40% | 50% | 45% | 18% | 50% |
| Column % | | | B | | | | | | | | B |
| Somewhat Satisfied | 18 | 3 | 0 | 0 | 1 | 6 | 1 | 1 | 1 | 1 | 4 |
| Count | 7% | 25% | 0% | 0% | 4% | 13% | 20% | 17% | 9% | 9% | 7% |
| Column % | | B | 0% | | | B | | | | | |
| Not Very Satisfied | 4 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 2 |
| Count | 2% | 0% | 0% | 6% | 0% | 2% | 0% | 0% | 0% | 0% | 3% |
| Column % | | | | | | | | | | | |
| Very Unsatisfied | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Count | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Column % | | | | | | | | | | | |
| NET BOTTOM 2 | 5 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 2 |
| Count | 2% | 0% | 2% | 6% | 0% | 2% | 0% | 0% | 0% | 0% | 3% |
| Column % | | | | | | | | | | | |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCEJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 277 | 6 | 65 | 17 | 29 | 49 | 4 | 6 | 18 | 22 | 59 |
| NET TOP 2 | | | | | | | | | | | |
| Count | 239 | 5 | 62 | 13 | 26 | 42 | 3 | 4 | 18 | 19 | 45 |
| Column % | 86% | 83% | 95% CJ | 76% CJ | 90% | 86% | 75% | 67% | 100% CJ | 86% | 76% CJ |
| Very Satisfied | | | | | | | | | | | |
| Count | 109 | 2 | 38 | 7 | 13 | 19 | 1 | 2 | 6 | 9 | 12 |
| Column % | 39% | 33% | 58% EJ | 41% | 45% J | 39% J | 25% | 33% | 33% | 41% | 20% J |
| Satisfied | | | | | | | | | | | |
| Count | 130 | 3 | 24 | 6 | 13 | 23 | 2 | 2 | 12 | 10 | 33 |
| Column % | 47% | 50% | 37% B | 35% | 45% | 47% | 50% | 33% | 67% B | 45% | 56% B |
| Somewhat Satisfied | | | | | | | | | | | |
| Count | 27 | 1 | 1 | 3 | 3 | 7 | 0 | 2 | 0 | 3 | 7 |
| Column % | 10% | 17% | 2% B | 18% B | 10% | 14% B | 0% | 33% B | 0% | 14% B | 12% B |
| Not Very Satisfied | | | | | | | | | | | |
| Count | 8 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 6 |
| Column % | 3% | 0% | 0% B | 6% B | 0% | 0% B | 25% | 0% | 0% | 0% | 10% BE |
| Very Unsatisfied | | | | | | | | | | | |
| Count | 3 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 3% B | 0% | 0% | 0% B | 0% | 0% | 0% | 0% | 2% B |
| NET BOTTOM 2 | | | | | | | | | | | |
| Count | 11 | 0 | 2 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 7 |
| Column % | 4% | 0% | 3% B | 6% B | 0% | 0% B | 25% | 0% | 0% | 0% | 12% E |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCEJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|---------------------------|----------------------|---|---|--------------------------|---------------------------------------|-----------------------|-----------------------|------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 402 | 12 | 71 | 20 | 30 | 55 | 11 | 18 | 27 | 34 | 122 |
| Yes Count Column % | 44 11% | 0 0% | 1 1% | 3 15% B | 2 7% | 2 4% | 2 18% B | 7 39% ABDEHJ | 2 7% | 6 18% BE | 19 16% BE |
| No Count Column % | 358 89% | 12 100% G | 70 99% CFGIJ | 17 85% | 28 93% G | 53 96% GIJ | 9 82% | 11 61% | 25 93% G | 28 82% | 103 84% G |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 44 | - | 1 | 3 | 2 | 2 | 2 | 7 | 2 | 6 | 19 |
| Lower premium | | | | | | | | | | | |
| Mentions | 36 | - | 1 | 2 | 1 | 1 | 2 | 6 | 2 | 6 | 15 |
| % Valid Cases | 82% | - | 100% | 67% | 50% | 50% | 100% | 86% | 100% | 100% | 79% |
| Better policy terms | | | | | | | | | | | |
| Mentions | 9 | - | 1 | 0 | 2 | 1 | 0 | 2 | 0 | 1 | 2 |
| % Valid Cases | 20% | - | 100% | 0% | 100% | 50% | 0% | 29% | 0% | 17% | 11% |
| Not satisfied with pre-claims assistance | | | | | | | | | | | |
| Mentions | 2 | - | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| % Valid Cases | 5% | - | 0% | 33% | 0% | 0% | 0% | 14% | 0% | 0% | 0% |
| Not satisfied with claims handling | | | | | | | | | | | |
| Mentions | 1 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| % Valid Cases | 2% | - | 0% | 33% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Not satisfied with risk management programs | | | | | | | | | | | |
| Mentions | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| % Valid Cases | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Needed higher limits than existing carrier could provide | | | | | | | | | | | |
| Mentions | 1 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| % Valid Cases | 2% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 5% |
| Could not renew with existing PLI carrier | | | | | | | | | | | |
| Mentions | 3 | - | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 |
| % Valid Cases | 7% | - | 0% | 0% | 0% | 50% | 0% | 14% | 0% | 0% | 5% |
| Changed carrier based on advice of Broker | | | | | | | | | | | |
| Mentions | 9 | - | 1 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | 5 |
| % Valid Cases | 20% | - | 100% | 0% | 50% | 0% | 0% | 29% | 0% | 0% | 26% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|--------------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Other (please specify): | | | | | | | | | | | |
| Mentions | 5 | - | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 2 |
| % Valid Cases | 11% | - | 0% | 0% | 0% | 0% | 0% | 14% | 0% | 33% | 11% |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|---------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 267 | 9 | 43 | 14 | 19 | 29 | 8 | 12 | 26 | 22 | 83 |
| Column % | 71% | 75% | 64% | 78% | 66% | 58% | 73% | 71% | 96% | 71% | 75% |
| | | | | | | | | | BDEGIJ | | E |
| 1 | | | | | | | | | | | |
| Count | 160 | 4 | 31 | 6 | 11 | 21 | 4 | 4 | 18 | 11 | 48 |
| Column % | 43% | 33% | 46% | 33% | 38% | 42% | 36% | 24% | 67% | 35% | 44% |
| | | | | | | | | | CDEGIJ | | |
| 2 | | | | | | | | | | | |
| Count | 75 | 3 | 8 | 7 | 5 | 4 | 3 | 7 | 5 | 8 | 25 |
| Column % | 20% | 25% | 12% | 39% | 17% | 8% | 27% | 41% | 19% | 26% | 23% |
| | | | | | | | | | | | E |
| 3 | | | | | | | | | | | |
| Count | 32 | 2 | 4 | 1 | 3 | 4 | 1 | 1 | 3 | 3 | 10 |
| Column % | 9% | 17% | 6% | 6% | 10% | 8% | 9% | 6% | 11% | 10% | 9% |
| 4 | | | | | | | | | | | |
| Count | 28 | 2 | 5 | 1 | 2 | 5 | 2 | 1 | 0 | 3 | 7 |
| Column % | 7% | 17% | 7% | 6% | 7% | 10% | 18% | 6% | 0% | 10% | 6% |
| 5 | | | | | | | | | | | |
| Count | 19 | 1 | 5 | 0 | 1 | 2 | 1 | 1 | 1 | 2 | 5 |
| Column % | 5% | 8% | 7% | 0% | 3% | 4% | 9% | 6% | 4% | 6% | 5% |
| 6 | | | | | | | | | | | |
| Count | 20 | 0 | 5 | 0 | 2 | 5 | 0 | 1 | 0 | 1 | 6 |
| Column % | 5% | 0% | 7% | 0% | 7% | 10% | 0% | 6% | 0% | 3% | 5% |
| 7 | | | | | | | | | | | |
| Count | 21 | 0 | 6 | 1 | 2 | 3 | 0 | 2 | 0 | 1 | 6 |
| Column % | 6% | 0% | 9% | 6% | 7% | 6% | 0% | 12% | 0% | 3% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: BCDEGHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | | |
|---------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|--|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J | |
| 8 | | | | | | | | | | | | |
| Count | 17 | 0 | 3 | 1 | 2 | 6 | 0 | 0 | 0 | 2 | 3 | |
| Column % | 5% | 0% | 4% | 6% | 7% | 12% J | 0% | 0% | 0% | 6% | 3% | |
| 9 | | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 1% | 0% | 0% | 6% | 3% | 0% | 0% | 0% | 0% | 0% | 0% | |
| NET BOTTOM 3 | | | | | | | | | | | | |
| Count | 40 | 0 | 9 | 3 | 5 | 9 | 0 | 2 | 0 | 3 | 9 | |
| Column % | 11% | 0% | 13% | 17% | 17% | 18% H | 0% | 12% | 0% | 10% | 8% | |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCDEGHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 185 | 7 | 39 | 12 | 15 | 27 | 4 | 6 | 12 | 12 | 49 |
| Column % | 49% | 58% | 58% | 67% | 52% | 54% | 36% | 35% | 44% | 39% | 45% |
| 1 | | | | | | | | | | | |
| Count | 38 | 4 | 12 | 1 | 6 | 7 | 0 | 1 | 1 | 1 | 5 |
| Column % | 10% | 33% HIJ | 18% J | 6% | 21% IJ | 14% J | 0% | 6% | 4% | 3% | 5% |
| 2 | | | | | | | | | | | |
| Count | 62 | 0 | 16 | 4 | 7 | 9 | 1 | 0 | 3 | 8 | 13 |
| Column % | 17% | 0% | 24% GJ | 22% | 24% G | 18% | 9% | 0% | 11% | 26% G | 12% |
| 3 | | | | | | | | | | | |
| Count | 85 | 3 | 11 | 7 | 2 | 11 | 3 | 5 | 8 | 3 | 31 |
| Column % | 23% | 25% | 16% | 39% BDI | 7% | 22% | 27% | 29% | 30% D | 10% | 28% DI |
| 4 | | | | | | | | | | | |
| Count | 80 | 1 | 13 | 3 | 9 | 13 | 3 | 5 | 3 | 7 | 23 |
| Column % | 21% | 8% | 19% | 17% | 31% | 26% | 27% | 29% | 11% | 23% | 21% |
| 5 | | | | | | | | | | | |
| Count | 61 | 2 | 11 | 2 | 4 | 4 | 2 | 2 | 3 | 8 | 23 |
| Column % | 16% | 17% | 16% | 11% | 14% | 8% | 18% | 12% | 11% | 26% | 21% |
| 6 | | | | | | | | | | | |
| Count | 27 | 1 | 1 | 0 | 1 | 5 | 2 | 2 | 5 | 3 | 7 |
| Column % | 7% | 8% | 1% | 0% | 3% | 10% | 18% | 12% | 19% BJ | 10% | 6% |
| 7 | | | | | | | | | | | |
| Count | 14 | 1 | 3 | 1 | 0 | 1 | 0 | 0 | 3 | 0 | 5 |
| Column % | 4% | 8% | 4% | 6% | 0% | 2% | 0% | 0% | 11% | 0% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEGHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | | |
|---------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-----------|-------------|----------|--|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J | |
| 8 | | | | | | | | | | | | |
| Count | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 3 | |
| Column % | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 12% B | 4% | 3% | 3% | |
| 9 | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | |
| NET BOTTOM 3 | | | | | | | | | | | | |
| Count | 21 | 1 | 3 | 1 | 0 | 1 | 0 | 2 | 4 | 1 | 8 | |
| Column % | 6% | 8% | 4% | 6% | 0% | 2% | 0% | 12% | 15% DE | 3% | 7% | |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEGHIJ

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 *

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|---|--------------|---------------|--------------------------------|---|--------------------|------------------------------|-------|----------------|--------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 182 | 4 | 38 | 7 | 11 | 27 | 6 | 10 | 13 | 20 | 45 |
| Column % | 49% | 33% | 57% J | 39% | 38% | 54% | 55% | 59% | 48% | 65% DJ | 41% |
| 1 | | | | | | | | | | | |
| Count | 43 | 1 | 11 | 2 | 4 | 6 | 0 | 2 | 2 | 5 | 10 |
| Column % | 11% | 8% | 16% | 11% | 14% | 12% | 0% | 12% | 7% | 16% | 9% |
| 2 | | | | | | | | | | | |
| Count | 56 | 1 | 14 | 1 | 4 | 9 | 2 | 3 | 4 | 3 | 15 |
| Column % | 15% | 8% | 21% | 6% | 14% | 18% | 18% | 18% | 15% | 10% | 14% |
| 3 | | | | | | | | | | | |
| Count | 83 | 2 | 13 | 4 | 3 | 12 | 4 | 5 | 7 | 12 | 20 |
| Column % | 22% | 17% | 19% | 22% | 10% | 24% | 36% | 29% | 26% | 39% BDJ | 18% |
| 4 | | | | | | | | | | | |
| Count | 84 | 5 | 9 | 7 | 7 | 7 | 2 | 3 | 8 | 5 | 30 |
| Column % | 22% | 42% BE | 13% | 39% BE | 24% | 14% | 18% | 18% | 30% | 16% | 27% B |
| 5 | | | | | | | | | | | |
| Count | 60 | 2 | 11 | 1 | 6 | 9 | 2 | 3 | 6 | 2 | 18 |
| Column % | 16% | 17% | 16% | 6% | 21% | 18% | 18% | 18% | 22% | 6% | 16% |
| 6 | | | | | | | | | | | |
| Count | 31 | 1 | 7 | 2 | 3 | 3 | 1 | 0 | 0 | 4 | 10 |
| Column % | 8% | 8% | 10% | 11% | 10% | 6% | 9% | 0% | 0% | 13% | 9% |
| 7 | | | | | | | | | | | |
| Count | 13 | 0 | 2 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 7 |
| Column % | 3% | 0% | 3% | 6% | 3% | 2% | 0% | 6% | 0% | 0% | 6% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: BDEJ

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 *

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| 8 | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | 1 | 3 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | 3% | 6% J | 0% | 0% | 0% | 0% | 0% |
| 9 | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| NET BOTTOM 3 | | | | | | | | | | | |
| Count | 17 | 0 | 2 | 1 | 2 | 4 | 0 | 1 | 0 | 0 | 7 |
| Column % | 5% | 0% | 3% | 6% | 7% | 8% | 0% | 6% | 0% | 0% | 6% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|---|------------|-----------|--------------------------------|---|--------------------|------------------------------|---------------------|-------------------|------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 82 | 5 | 16 | 3 | 7 | 11 | 3 | 1 | 4 | 5 | 27 |
| Column % | 22% | 42% | 24% | 17% | 24% | 22% | 27% | 6% | 15% | 16% | 25% |
| 1 | | | | | | | | | | | |
| Count | 13 | 1 | 4 | 2 | 1 | 0 | 0 | 0 | 2 | 2 | 1 |
| Column % | 3% | 8% | 6% | 11% | 3% | 0% | 0% | 0% | 7% | 6% | 1% |
| 2 | | | | | | | | | | | |
| Count | 32 | 3 | 5 | 0 | 2 | 5 | 2 | 1 | 2 | 1 | 11 |
| Column % | 9% | 25% | 7% | 0% | 7% | 10% | 18% | 6% | 7% | 3% | 10% |
| 3 | | | | | | | | | | | |
| Count | 37 | 1 | 7 | 1 | 4 | 6 | 1 | 0 | 0 | 2 | 15 |
| Column % | 10% | 8% | 10% | 6% | 14% | 12% | 9% | 0% | 0% | 6% | 14% H |
| 4 | | | | | | | | | | | |
| Count | 69 | 1 | 10 | 3 | 2 | 11 | 1 | 4 | 7 | 10 | 19 |
| Column % | 18% | 8% | 15% | 17% | 7% | 22% | 9% | 24% | 26% | 32% BD | 17% |
| 5 | | | | | | | | | | | |
| Count | 89 | 4 | 16 | 5 | 9 | 9 | 4 | 3 | 6 | 5 | 28 |
| Column % | 24% | 33% | 24% | 28% | 31% | 18% | 36% | 18% | 22% | 16% | 25% |
| 6 | | | | | | | | | | | |
| Count | 87 | 1 | 15 | 3 | 10 | 12 | 3 | 8 | 3 | 5 | 26 |
| Column % | 23% | 8% | 22% | 17% | 34% | 24% | 27% | 47% ABHIJ | 11% | 16% | 24% |
| 7 | | | | | | | | | | | |
| Count | 33 | 1 | 7 | 1 | 1 | 4 | 0 | 0 | 7 | 3 | 9 |
| Column % | 9% | 8% | 10% | 6% | 3% | 8% | 0% | 0% | 26% DEGJ | 10% | 8% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABDEGHIJ

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|--|--------------------|--|-------------|------------------------------------|---|---|--------------------------|---------------------------------------|-------------------------------------|----------------|------------------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count Column % | 13 3% | 0 0% | 3 4% | 3 17% J | 0 0% | 3 6% | 0 0% | 1 6% | 0 0% | 2 6% | 1 1% |
| 9 Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 3% | 0 0% |
| NET BOTTOM 3 Count Column % | 47 13% | 1 8% | 10 15% | 4 22% | 1 3% | 7 14% | 0 0% | 1 6% | 7 26% DJ | 6 19% | 10 9% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABDEGHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 63 | 3 | 10 | 1 | 7 | 16 | 1 | 3 | 2 | 6 | 14 |
| Column % | 17% | 25% | 15% | 6% | 24% | 32% BCHJ | 9% | 18% | 7% | 19% | 13% |
| 1 | | | | | | | | | | | |
| Count | 11 | 0 | 1 | 0 | 1 | 5 | 1 | 0 | 0 | 2 | 1 |
| Column % | 3% | 0% | 1% | 0% | 3% | 10% J | 9% | 0% | 0% | 6% | 1% |
| 2 | | | | | | | | | | | |
| Count | 23 | 1 | 3 | 1 | 1 | 6 | 0 | 1 | 1 | 1 | 8 |
| Column % | 6% | 8% | 4% | 6% | 3% | 12% | 0% | 6% | 4% | 3% | 7% |
| 3 | | | | | | | | | | | |
| Count | 29 | 2 | 6 | 0 | 5 | 5 | 0 | 2 | 1 | 3 | 5 |
| Column % | 8% | 17% | 9% | 0% | 17% J | 10% | 0% | 12% | 4% | 10% | 5% |
| 4 | | | | | | | | | | | |
| Count | 34 | 2 | 8 | 1 | 3 | 2 | 1 | 1 | 2 | 2 | 12 |
| Column % | 9% | 17% | 12% | 6% | 10% | 4% | 9% | 6% | 7% | 6% | 11% |
| 5 | | | | | | | | | | | |
| Count | 65 | 1 | 11 | 3 | 3 | 11 | 1 | 6 | 6 | 5 | 17 |
| Column % | 17% | 8% | 16% | 17% | 10% | 22% | 9% | 35% J | 22% | 16% | 15% |
| 6 | | | | | | | | | | | |
| Count | 113 | 3 | 18 | 8 | 10 | 7 | 5 | 3 | 10 | 10 | 39 |
| Column % | 30% | 25% | 27% | 44% E | 34% E | 14% | 45% E | 18% | 37% E | 32% E | 35% E |
| 7 | | | | | | | | | | | |
| Count | 81 | 2 | 18 | 4 | 5 | 12 | 2 | 4 | 3 | 7 | 23 |
| Column % | 22% | 17% | 27% | 22% | 17% | 24% | 18% | 24% | 11% | 23% | 21% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCEHJ

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|------------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count | 17 | 0 | 2 | 1 | 1 | 2 | 1 | 0 | 4 | 1 | 5 |
| Column % | 5% | 0% | 3% | 6% | 3% | 4% | 9% | 0% | 15% | 3% | 5% |
| 9 Count | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 8% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| NET BOTTOM 3 Count | 99 | 3 | 20 | 5 | 6 | 14 | 3 | 4 | 7 | 8 | 28 |
| Column % | 26% | 25% | 30% | 28% | 21% | 28% | 27% | 24% | 26% | 26% | 25% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCEHJ

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|----------|-------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 243 | 6 | 31 | 12 | 19 | 25 | 8 | 14 | 18 | 24 | 85 |
| Column % | 65% | 50% | 46% | 67% | 66% | 50% | 73% | 82% BE | 67% | 77% BE | 77% ABE |
| 1 | | | | | | | | | | | |
| Count | 87 | 2 | 1 | 5 | 4 | 7 | 6 | 8 | 4 | 9 | 41 |
| Column % | 23% | 17% | 1% | 28% B | 14% B | 14% B | 55% BDEH | 47% BDEH | 15% B | 29% B | 37% BDEH |
| 2 | | | | | | | | | | | |
| Count | 95 | 2 | 16 | 3 | 7 | 12 | 1 | 4 | 12 | 8 | 29 |
| Column % | 25% | 17% | 24% | 17% | 24% | 24% | 9% | 24% | 44% B | 26% | 26% |
| 3 | | | | | | | | | | | |
| Count | 61 | 2 | 14 | 4 | 8 | 6 | 1 | 2 | 2 | 7 | 15 |
| Column % | 16% | 17% | 21% | 22% | 28% | 12% | 9% | 12% | 7% | 23% | 14% |
| 4 | | | | | | | | | | | |
| Count | 34 | 1 | 9 | 0 | 2 | 9 | 2 | 1 | 2 | 0 | 8 |
| Column % | 9% | 8% | 13% | 0% | 7% | 18% IJ | 18% | 6% | 7% | 0% | 7% |
| 5 | | | | | | | | | | | |
| Count | 30 | 1 | 4 | 2 | 3 | 6 | 1 | 1 | 1 | 2 | 9 |
| Column % | 8% | 8% | 6% | 11% | 10% | 12% | 9% | 6% | 4% | 6% | 8% |
| 6 | | | | | | | | | | | |
| Count | 42 | 3 | 12 | 3 | 2 | 6 | 0 | 1 | 5 | 5 | 4 |
| Column % | 11% | 25% J | 18% J | 17% | 7% | 12% | 0% | 6% | 19% J | 16% J | 4% |
| 7 | | | | | | | | | | | |
| Count | 21 | 1 | 8 | 1 | 3 | 4 | 0 | 0 | 1 | 0 | 3 |
| Column % | 6% | 8% | 12% J | 6% | 10% | 8% | 0% | 0% | 4% | 0% | 3% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABDEHIJ

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|------------------------------|--------------------|--|-------------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count | 4 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| 9 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| NET BOTTOM 3 Count | 25 | 1 | 11 | 1 | 3 | 4 | 0 | 0 | 1 | 0 | 4 |
| Column % | 7% | 8% | 16% IJ | 6% | 10% | 8% | 0% | 0% | 4% | 0% | 4% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABDEHIJ

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|---|-----------|-----------|--------------------------------|---|--------------------|------------------------------|----------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 72 | 1 | 22 | 3 | 9 | 9 | 2 | 2 | 5 | 3 | 16 |
| Column % | 19% | 8% | 33% IJ | 17% | 31% J | 18% | 18% | 12% | 19% | 10% | 15% |
| 1 | | | | | | | | | | | |
| Count | 15 | 0 | 6 | 1 | 2 | 1 | 0 | 1 | 0 | 1 | 3 |
| Column % | 4% | 0% | 9% | 6% | 7% | 2% | 0% | 6% | 0% | 3% | 3% |
| 2 | | | | | | | | | | | |
| Count | 21 | 1 | 5 | 1 | 3 | 2 | 1 | 0 | 0 | 1 | 7 |
| Column % | 6% | 8% | 7% | 6% | 10% | 4% | 9% | 0% | 0% | 3% | 6% |
| 3 | | | | | | | | | | | |
| Count | 36 | 0 | 11 | 1 | 4 | 6 | 1 | 1 | 5 | 1 | 6 |
| Column % | 10% | 0% | 16% J | 6% | 14% | 12% | 9% | 6% | 19% J | 3% | 5% |
| 4 | | | | | | | | | | | |
| Count | 32 | 0 | 11 | 1 | 4 | 2 | 0 | 1 | 3 | 2 | 8 |
| Column % | 9% | 0% | 16% E | 6% | 14% | 4% | 0% | 6% | 11% | 6% | 7% |
| 5 | | | | | | | | | | | |
| Count | 42 | 1 | 8 | 5 | 2 | 6 | 0 | 1 | 3 | 7 | 8 |
| Column % | 11% | 8% | 12% | 28% J | 7% | 12% | 0% | 6% | 11% | 23% J | 7% |
| 6 | | | | | | | | | | | |
| Count | 41 | 2 | 7 | 2 | 1 | 9 | 0 | 1 | 2 | 2 | 15 |
| Column % | 11% | 17% | 10% | 11% | 3% | 18% | 0% | 6% | 7% | 6% | 14% |
| 7 | | | | | | | | | | | |
| Count | 163 | 7 | 18 | 7 | 13 | 20 | 8 | 9 | 13 | 16 | 51 |
| Column % | 44% | 58% B | 27% | 39% | 45% | 40% | 73% B | 53% B | 48% B | 52% B | 46% B |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BEIJ

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 | Q8RG: PLI Provider | | | | | | | | | | |
|---------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|--|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J | |
| 8 | | | | | | | | | | | | |
| Count | 23 | 1 | 1 | 0 | 0 | 4 | 1 | 2 | 1 | 1 | 12 | |
| Column % | 6% | 8% | 1% | 0% | 0% | 8% | 9% | 12% | 4% | 3% | 11% | |
| 9 | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 6% | 0% | 0% | 0% | |
| NET BOTTOM 3 | | | | | | | | | | | | |
| Count | 187 | 8 | 19 | 7 | 13 | 24 | 9 | 12 | 14 | 17 | 63 | |
| Column % | 50% | 67% | 28% | 39% | 45% | 48% | 82% | 71% | 52% | 55% | 57% | |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BEIJ

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 19 | 0 | 2 | 1 | 0 | 3 | 0 | 2 | 1 | 0 | 10 |
| Column % | 5% | 0% | 3% | 6% | 0% | 6% | 0% | 12% | 4% | 0% | 9% |
| 1 | | | | | | | | | | | |
| Count | 4 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 |
| Column % | 1% | 0% | 1% | 0% | 0% | 2% | 0% | 6% | 0% | 0% | 1% |
| 2 | | | | | | | | | | | |
| Count | 6 | 0 | 0 | 1 | 0 | 2 | 0 | 1 | 0 | 0 | 2 |
| Column % | 2% | 0% | 0% | 6% | 0% | 4% | 0% | 6% | 0% | 0% | 2% |
| 3 | | | | | | | | | | | |
| Count | 9 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 7 |
| Column % | 2% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 4% | 0% | 6% |
| 4 | | | | | | | | | | | |
| Count | 13 | 0 | 2 | 2 | 0 | 1 | 0 | 1 | 2 | 2 | 3 |
| Column % | 3% | 0% | 3% | 11% | 0% | 2% | 0% | 6% | 7% | 6% | 3% |
| 5 | | | | | | | | | | | |
| Count | 6 | 0 | 1 | 0 | 0 | 3 | 0 | 0 | 1 | 0 | 1 |
| Column % | 2% | 0% | 1% | 0% | 0% | 6% | 0% | 0% | 4% | 0% | 1% |
| 6 | | | | | | | | | | | |
| Count | 13 | 1 | 2 | 0 | 0 | 3 | 0 | 1 | 2 | 1 | 3 |
| Column % | 3% | 8% | 3% | 0% | 0% | 6% | 0% | 6% | 7% | 3% | 3% |
| 7 | | | | | | | | | | | |
| Count | 28 | 0 | 5 | 2 | 4 | 5 | 1 | 1 | 0 | 4 | 6 |
| Column % | 7% | 0% | 7% | 11% | 14% | 10% | 9% | 6% | 0% | 13% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: EGHJ

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 *

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|--|------------|--|------------------------------|--------------|---|---|--------------------------|---------------------------------------|-------------------------|----------------|-------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count Column % | 288 77% | 11 92% | 55 82% E | 13 72% | 25 86% E | 32 64% | 9 82% | 12 71% | 21 78% | 23 74% | 85 77% |
| 9 Count Column % | 7 2% | 0 0% | 0 0% | 0 0% | 0 0% | 3 6% | 1 9% | 0 0% | 0 0% | 1 3% | 2 2% |
| NET BOTTOM 3 Count Column % | 323 86% | 11 92% | 60 90% | 15 83% | 29 100% EGHJ | 40 80% | 11 100% | 13 76% | 21 78% | 28 90% | 93 85% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: EGHJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 374 | 12 | 67 | 18 | 29 | 50 | 11 | 17 | 27 | 31 | 110 |
| NET TOP 3 | | | | | | | | | | | |
| Count | 9 | 1 | 0 | 1 | 0 | 3 | 1 | 1 | 0 | 1 | 1 |
| Column % | 2% | 8% | 0% | 6% | 0% | 6% | 9% | 6% | 0% | 3% | 1% |
| 1 | | | | | | | | | | | |
| Count | 3 | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 6% | 0% | 4% | 0% | 0% | 0% | 0% | 0% |
| 2 | | | | | | | | | | | |
| Count | 4 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 |
| Column % | 1% | 8% | 0% | 0% | 0% | 2% | 9% | 0% | 0% | 3% | 0% |
| 3 | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 6% | 0% | 0% | 1% |
| 4 | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 5 | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | 3% | 0% | 0% | 0% | 0% | 0% | 1% |
| 6 | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 7 | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 8 | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% | 0% |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 9 Count | 362 | 11 | 67 | 17 | 28 | 47 | 10 | 16 | 27 | 29 | 108 |
| Column % | 97% | 92% | 100% | 94% | 97% | 94% | 91% | 94% | 100% | 94% | 98% |
| NET BOTTOM 3 Count | 363 | 11 | 67 | 17 | 28 | 47 | 10 | 16 | 27 | 30 | 108 |
| Column % | 97% | 92% | 100% | 94% | 97% | 94% | 91% | 94% | 100% | 97% | 98% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|--|----------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 384 | 12 | 70 | 19 | 29 | 52 | 11 | 17 | 26 | 33 | 113 |
| NET TOP 2 | | | | | | | | | | | |
| Count | 357 | 10 | 70 | 18 | 26 | 46 | 9 | 15 | 26 | 33 | 102 |
| Column % | 93% | 83% | 100% ADEFGJ | 95% | 90% | 88% | 82% | 88% | 100% | 100% | 90% |
| Very Satisfied | | | | | | | | | | | |
| Count | 248 | 8 | 60 | 12 | 19 | 34 | 5 | 7 | 17 | 24 | 61 |
| Column % | 65% | 67% | 86% CDEFGHJ | 63% | 66% | 65% | 45% | 41% | 65% | 73% G | 54% |
| Satisfied | | | | | | | | | | | |
| Count | 109 | 2 | 10 | 6 | 7 | 12 | 4 | 8 | 9 | 9 | 41 |
| Column % | 28% | 17% | 14% | 32% | 24% | 23% | 36% | 47% B | 35% B | 27% | 36% B |
| Somewhat Satisfied | | | | | | | | | | | |
| Count | 18 | 2 | 0 | 1 | 0 | 5 | 1 | 1 | 0 | 0 | 8 |
| Column % | 5% | 17% B | 0% | 5% | 0% | 10% B | 9% | 6% | 0% | 0% | 7% B |
| Not Very Satisfied | | | | | | | | | | | |
| Count | 5 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 2 |
| Column % | 1% | 0% | 0% | 0% | 3% | 2% | 9% | 0% | 0% | 0% | 2% |
| Very Unsatisfied | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | 7% | 0% | 0% | 6% | 0% | 0% | 1% |
| NET BOTTOM 2 | | | | | | | | | | | |
| Count | 9 | 0 | 0 | 0 | 3 | 1 | 1 | 1 | 0 | 0 | 3 |
| Column % | 2% | 0% | 0% | 0% | 10% B | 2% | 9% | 6% | 0% | 0% | 3% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|---------------------------------------|--------------|---|---|--------------------------|---------------------------------------|-----------|-----------------------------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 383 | 12 | 70 | 19 | 29 | 52 | 11 | 17 | 26 | 33 | 112 |
| Yes Count Column % | 19 5% | 0 0% | 0 0% | 1 5% | 2 7% | 3 6% | 1 9% | 2 12% B | 1 4% | 3 9% B | 6 5% |
| No Count Column % | 364 95% | 12 100% | 70 100% GI | 18 95% | 27 93% | 49 94% | 10 91% | 15 88% | 25 96% | 30 91% | 106 95% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BGI

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 19 | - | - | 1 | 2 | 3 | 1 | 2 | 1 | 3 | 6 |
| Not satisfied with Broker | | | | | | | | | | | |
| Mentions | 5 | - | - | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 1 |
| % Valid Cases | 26% | - | - | 100% | 50% | 33% | 0% | 0% | 0% | 33% | 17% |
| Broker couldn't access desired carrier | | | | | | | | | | | |
| Mentions | 4 | - | - | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 2 |
| % Valid Cases | 21% | - | - | 0% | 0% | 0% | 100% | 50% | 0% | 0% | 33% |
| New Broker offered additional services | | | | | | | | | | | |
| Mentions | 6 | - | - | 0 | 2 | 2 | 0 | 1 | 0 | 0 | 1 |
| % Valid Cases | 32% | - | - | 0% | 100% | 67% | 0% | 50% | 0% | 0% | 17% |
| New Broker consolidated PLI and other business insurance | | | | | | | | | | | |
| Mentions | 4 | - | - | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 |
| % Valid Cases | 21% | - | - | 0% | 0% | 33% | 0% | 50% | 0% | 33% | 17% |
| Other (please specify) | | | | | | | | | | | |
| Mentions | 7 | - | - | 0 | 0 | 1 | 0 | 0 | 1 | 2 | 3 |
| % Valid Cases | 37% | - | - | 0% | 0% | 33% | 0% | 0% | 100% | 67% | 50% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|--|--------------|---|---|--------------------------|---------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 382 | 12 | 70 | 19 | 28 | 51 | 11 | 17 | 26 | 33 | 113 |
| Yes Count Column % | 254 66% | 11 92% BE | 37 53% | 11 58% | 18 64% | 28 55% | 8 73% | 11 65% | 21 81% BE | 27 82% BE | 80 71% BE |
| No Count Column % | 128 34% | 1 8% | 33 47% AHIJ | 8 42% | 10 36% | 23 45% AHIJ | 3 27% | 6 35% | 5 19% | 6 18% | 33 29% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 254 | 11 | 37 | 11 | 18 | 28 | 8 | 11 | 21 | 27 | 80 |
| Yes Count Column % | 168 66% | 8 73% | 24 65% | 5 45% | 10 56% | 20 71% | 7 88% | 8 73% | 13 62% | 14 52% | 57 71% |
| No Count Column % | 86 34% | 3 27% | 13 35% | 6 55% | 8 44% | 8 29% | 1 13% | 3 27% | 8 38% | 13 48% | 23 29% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 362 | 12 | 66 | 18 | 28 | 51 | 9 | 15 | 24 | 30 | 108 |
| Less than \$1 million | | | | | | | | | | | |
| Count | 68 | 0 | 8 | 3 | 2 | 8 | 1 | 1 | 9 | 10 | 26 |
| Column % | 19% | 0% | 12% | 17% | 7% | 16% | 11% | 7% | 38% ABDE | 33% ABD | 24% |
| \$1 million to LT \$5 million | | | | | | | | | | | |
| Count | 117 | 3 | 16 | 4 | 9 | 9 | 6 | 12 | 7 | 12 | 39 |
| Column % | 32% | 25% | 24% | 22% | 32% | 18% | 67% BCE | 80% ABCDEHIJ | 29% | 40% E | 36% E |
| \$5 million to LT \$10 million | | | | | | | | | | | |
| Count | 61 | 1 | 16 | 5 | 4 | 11 | 1 | 0 | 4 | 4 | 15 |
| Column % | 17% | 8% | 24% G | 28% G | 14% | 22% | 11% | 0% | 17% | 13% | 14% |
| \$10 million or more | | | | | | | | | | | |
| Count | 116 | 8 | 26 | 6 | 13 | 23 | 1 | 2 | 4 | 4 | 28 |
| Column % | 32% | 67% FGHIJ | 39% HI | 33% | 46% GHIJ | 45% GHIJ | 11% | 13% | 17% | 13% | 26% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHIJ

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|----------------|----------------|---|---|--------------------------|---------------------------------------|---------------|----------------|----------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 362 | 12 | 66 | 18 | 28 | 51 | 9 | 15 | 24 | 30 | 108 |
| Mean | 34,366,467.70 | 492,905,204.75 | 21,130,315.38 | 38,893,121.82 | 20,286,730.75 | 31,308,768.20 | 7,811,111.11 | 7,216,704.07 | 4,812,666.75 | 8,244,288.60 | 15,768,175.77 |
| Median | 4,794,500.00 | 18,355,500.00 | 7,735,000.00 | 5,968,000.00 | 8,000,000.00 | 9,062,000.00 | 2,000,000.00 | 2,300,000.00 | 2,832,000.00 | 1,962,875.00 | 3,000,000.00 |
| Min | 9.00 | 2,900,460.00 | 191.00 | 35.00 | 67.00 | 9.00 | 800,000.00 | 48,000.00 | 87,225.00 | 287,587.00 | 20.64 |
| Max | 3,400,000,000.00 | 3,400,000,000.00 | 251,350,000.00 | 420,000,000.00 | 111,600,000.00 | 252,484,486.00 | 51,000,000.00 | 41,007,470.00 | 28,000,000.00 | 85,000,000.00 | 280,000,000.00 |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 364 | 12 | 66 | 19 | 28 | 51 | 9 | 14 | 24 | 30 | 110 |
| Less than \$1 million | | | | | | | | | | | |
| Count | 60 | 0 | 8 | 3 | 1 | 8 | 1 | 1 | 5 | 8 | 25 |
| Column % | 16% | 0% | 12% | 16% | 4% | 16% | 11% | 7% | 21% | 27% D | 23% D |
| \$1 million to LT \$5 million | | | | | | | | | | | |
| Count | 126 | 2 | 17 | 5 | 10 | 9 | 6 | 12 | 10 | 14 | 41 |
| Column % | 35% | 17% | 26% | 26% | 36% | 18% | 67% ABE | 86% ABCDEFGHIJ | 42% E | 47% BE | 37% E |
| \$5 million to LT \$10 million | | | | | | | | | | | |
| Count | 63 | 3 | 12 | 5 | 5 | 10 | 1 | 1 | 5 | 4 | 17 |
| Column % | 17% | 25% | 18% | 26% | 18% | 20% | 11% | 7% | 21% | 13% | 15% |
| \$10 million or more | | | | | | | | | | | |
| Count | 115 | 7 | 29 | 6 | 12 | 24 | 1 | 0 | 4 | 4 | 27 |
| Column % | 32% | 58% GHIJ | 44% GHIJ | 32% G | 43% GI | 47% GHIJ | 11% | 0% | 17% | 13% | 25% G |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEGHIJ

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|----------------|----------------|---|---|--------------------------|---------------------------------------|---------------|----------------|----------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 364 | 12 | 66 | 19 | 28 | 51 | 9 | 14 | 24 | 30 | 110 |
| Mean | 39,324,990.68 | 517,900,848.42 | 17,160,604.15 | 41,019,298.09 | 19,695,461.11 | 43,894,897.29 | 8,710,633.78 | 2,762,436.79 | 5,514,396.63 | 8,203,819.73 | 26,180,702.60 |
| Median | 4,557,500.00 | 20,382,500.00 | 7,900,000.00 | 5,950,000.00 | 6,454,303.50 | 9,647,938.00 | 2,100,000.00 | 2,608,764.50 | 3,085,876.50 | 1,978,070.00 | 2,744,964.00 |
| Min | 9.00 | 2,887,100.00 | 212.00 | 31.00 | 65.00 | 9.00 | 790,000.00 | 448,000.00 | 119,000.00 | 110,000.00 | 19.36 |
| Max | 3,600,000,000.00 | 3,600,000,000.00 | 236,589,629.00 | 453,000,000.00 | 146,700,000.00 | 660,000,000.00 | 58,000,000.00 | 5,723,038.00 | 30,000,000.00 | 90,000,000.00 | 996,000,000.00 |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 322 | 11 | 59 | 17 | 24 | 45 | 8 | 15 | 23 | 24 | 96 |
| Less than \$20,000 | | | | | | | | | | | |
| Count | 81 | 0 | 9 | 3 | 4 | 5 | 1 | 5 | 11 | 11 | 32 |
| Column % | 25% | 0% | 15% | 18% | 17% | 11% | 13% | 33% E | 48% ABDE | 46% ABE | 33% ABE |
| \$20,000 to LT \$50,000 | | | | | | | | | | | |
| Count | 88 | 0 | 8 | 5 | 6 | 11 | 5 | 7 | 7 | 6 | 33 |
| Column % | 27% | 0% | 14% | 29% | 25% | 24% | 63% ABE | 47% AB | 30% | 25% | 34% AB |
| \$50,000 to LT \$100,000 | | | | | | | | | | | |
| Count | 60 | 3 | 17 | 5 | 3 | 9 | 0 | 2 | 4 | 3 | 14 |
| Column % | 19% | 27% | 29% J | 29% | 13% | 20% | 0% | 13% | 17% | 13% | 15% |
| \$100,000 or more | | | | | | | | | | | |
| Count | 93 | 8 | 25 | 4 | 11 | 20 | 2 | 1 | 1 | 4 | 17 |
| Column % | 29% | 73% CGHIJ | 42% GHIJ | 24% | 46% GHJ | 44% GHIJ | 25% | 7% | 4% | 17% | 18% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEGHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|-------------|--------------|---|--------------|--------------|--------------------------------|---|--------------------|------------------------------|------------|-------------|------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 322 | 11 | 59 | 17 | 24 | 45 | 8 | 15 | 23 | 24 | 96 |
| Mean | 164,224.01 | 1,339,320.00 | 192,297.10 | 218,065.47 | 122,103.25 | 197,416.36 | 75,340.75 | 32,421.53 | 33,036.26 | 84,610.67 | 77,096.00 |
| Median | 47,837.50 | 190,577.00 | 80,797.00 | 56,213.00 | 81,144.50 | 95,000.00 | 33,363.00 | 25,400.00 | 21,945.00 | 20,000.00 | 35,112.50 |
| Min | 275.00 | 55,000.00 | 418.00 | 4,000.00 | 275.00 | 2,876.00 | 18,000.00 | 1,700.00 | 2,764.00 | 4,149.00 | 1,902.00 |
| Max | 6,895,000.00 | 6,895,000.00 | 2,750,000.00 | 2,180,000.00 | 412,281.00 | 1,017,960.00 | 240,000.00 | 132,111.00 | 131,085.00 | 800,000.00 | 600,000.00 |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|--------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 324 | 11 | 59 | 18 | 23 | 45 | 8 | 15 | 23 | 23 | 99 |
| Less than \$20,000 | | | | | | | | | | | |
| Count | 84 | 0 | 8 | 4 | 3 | 7 | 0 | 6 | 10 | 11 | 35 |
| Column % | 26% | 0% | 14% | 22% | 13% | 16% | 0% | 40% ABE | 43% ABDEF | 48% ABDEF | 35% ABDE |
| \$20,000 to LT \$50,000 | | | | | | | | | | | |
| Count | 74 | 0 | 7 | 3 | 5 | 7 | 6 | 7 | 7 | 5 | 27 |
| Column % | 23% | 0% | 12% | 17% | 22% | 16% | 75% ABCDEHIJ | 47% ABE | 30% B | 22% | 27% B |
| \$50,000 to LT \$100,000 | | | | | | | | | | | |
| Count | 65 | 3 | 17 | 6 | 4 | 9 | 0 | 0 | 5 | 3 | 18 |
| Column % | 20% | 27% | 29% G | 33% G | 17% | 20% | 0% | 0% | 22% | 13% | 18% |
| \$100,000 or more | | | | | | | | | | | |
| Count | 101 | 8 | 27 | 5 | 11 | 22 | 2 | 2 | 1 | 4 | 19 |
| Column % | 31% | 73% CGHIJ | 46% GHIJ | 28% | 48% GHJ | 49% GHIJ | 25% | 13% | 4% | 17% | 19% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHIJ

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|--------------|--------------|---|---|--------------------------|---------------------------------------|------------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 324 | 11 | 59 | 18 | 23 | 45 | 8 | 15 | 23 | 23 | 99 |
| Mean | 174,570.76 | 1,443,957.18 | 199,123.42 | 204,063.78 | 138,034.91 | 210,077.62 | 77,728.25 | 72,993.20 | 34,493.87 | 88,695.35 | 81,591.89 |
| Median | 52,357.92 | 204,677.00 | 95,000.00 | 58,927.00 | 90,000.00 | 99,974.00 | 34,500.00 | 25,914.00 | 20,500.00 | 21,000.00 | 33,940.00 |
| Min | 325.00 | 57,719.00 | 478.00 | 3,000.00 | 325.00 | 3,500.00 | 22,000.00 | 3,981.00 | 2,786.00 | 4,141.00 | 1,902.00 |
| Max | 7,668,000.00 | 7,668,000.00 | 2,500,000.00 | 1,870,000.00 | 426,210.00 | 969,116.00 | 262,000.00 | 673,750.00 | 122,238.00 | 780,000.00 | 636,000.00 |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|-----------------------------|-------|--|------------------|-----------------|---|---|--------------------------|---------------------------------------|------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 321 | 11 | 59 | 17 | 24 | 45 | 8 | 15 | 23 | 23 | 96 |
| Less than 0.5% | | | | | | | | | | | |
| Count | 64 | 4 | 8 | 4 | 4 | 8 | 1 | 3 | 6 | 2 | 24 |
| Column % | 20% | 36% | 14% | 24% | 17% | 18% | 13% | 20% | 26% | 9% | 25% |
| 0.5% to less than 1% | | | | | | | | | | | |
| Count | 110 | 1 | 26 | 8 | 8 | 20 | 1 | 5 | 6 | 9 | 26 |
| Column % | 34% | 9% | 44% AJ | 47% A | 33% | 44% AJ | 13% | 33% | 26% | 39% | 27% |
| 1% to less than 2% | | | | | | | | | | | |
| Count | 81 | 4 | 14 | 2 | 5 | 8 | 1 | 5 | 7 | 8 | 27 |
| Column % | 25% | 36% | 24% | 12% | 21% | 18% | 13% | 33% | 30% | 35% | 28% |
| 2% or more | | | | | | | | | | | |
| Count | 66 | 2 | 11 | 3 | 7 | 9 | 5 | 2 | 4 | 4 | 19 |
| Column % | 21% | 18% | 19% | 18% | 29% | 20% | 63% BEGHIJ | 13% | 17% | 17% | 20% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABEGHIJ

Auto Generated

Q20_2020: Q20_2020

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 321 | 11 | 59 | 17 | 24 | 45 | 8 | 15 | 23 | 23 | 96 |
| Mean | 7,203.35 | 1.19 | 11.15 | 42,017.77 | 18.38 | 28,148.59 | 2.41 | 1.19 | 1.07 | 1.29 | 3,438.36 |
| Median | 0.91 | 1.08 | 0.96 | 0.85 | 1.01 | 0.74 | 2.37 | 0.97 | 0.87 | 1.00 | 0.87 |
| Min | 0.04 | 0.09 | 0.12 | 0.11 | 0.06 | 0.21 | 0.47 | 0.06 | 0.28 | 0.05 | 0.04 |
| Max | 1,266,611.11 | 2.76 | 357.55 | 714,285.71 | 410.45 | 1,266,611.11 | 6.00 | 3.54 | 3.17 | 3.67 | 329,941.86 |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|-----------------------------|-------|--|------------------|------------------|---|---|--------------------------|---------------------------------------|------------------|------------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 322 | 11 | 59 | 18 | 23 | 45 | 8 | 14 | 23 | 22 | 99 |
| Less than 0.5% | | | | | | | | | | | |
| Count | 57 | 3 | 6 | 5 | 2 | 10 | 1 | 1 | 5 | 2 | 22 |
| Column % | 18% | 27% | 10% | 28% | 9% | 22% | 13% | 7% | 22% | 9% | 22% |
| 0.5% to less than 1% | | | | | | | | | | | |
| Count | 112 | 3 | 19 | 6 | 10 | 17 | 0 | 5 | 11 | 11 | 30 |
| Column % | 35% | 27% | 32% | 33% | 43% F | 38% F | 0% F | 36% | 48% F | 50% F | 30% |
| 1% to less than 2% | | | | | | | | | | | |
| Count | 90 | 3 | 22 | 2 | 4 | 10 | 3 | 7 | 6 | 6 | 27 |
| Column % | 28% | 27% | 37% C | 11% C | 17% | 22% C | 38% | 50% CE | 26% | 27% | 27% |
| 2% or more | | | | | | | | | | | |
| Count | 63 | 2 | 12 | 5 | 7 | 8 | 4 | 1 | 1 | 3 | 20 |
| Column % | 20% | 18% | 20% | 28% | 30% H | 18% | 50% GH | 7% G | 4% H | 14% | 20% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: CEFGH

Auto Generated

Q20_2021: Q20_2021

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 322 | 11 | 59 | 18 | 23 | 45 | 8 | 14 | 23 | 22 | 99 |
| Mean | 7,174.52 | 1.15 | 11.81 | 46,775.39 | 23.06 | 24,686.47 | 2.18 | 1.08 | 0.92 | 1.12 | 3,596.24 |
| Median | 0.95 | 0.98 | 1.20 | 0.86 | 0.83 | 0.87 | 1.89 | 1.02 | 0.82 | 0.88 | 0.83 |
| Min | 0.03 | 0.08 | 0.43 | 0.08 | 0.20 | 0.11 | 0.45 | 0.38 | 0.28 | 0.06 | 0.03 |
| Max | 1,110,822.22 | 2.93 | 359.84 | 841,935.48 | 500.00 | 1,110,822.22 | 4.60 | 2.50 | 2.34 | 3.21 | 355,888.43 |

Auto Generated

Q20_DifferenceX: PLI premium shift (2020 to 2021) *

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 318 | 11 | 59 | 17 | 23 | 45 | 8 | 14 | 23 | 22 | 96 |
| Increased 0.10% or more | | | | | | | | | | | |
| Count | 89 | 1 | 24 | 6 | 10 | 9 | 2 | 5 | 2 | 5 | 25 |
| Column % | 28% | 9% | 41% EH | 35% | 43% EH | 20% | 25% | 36% | 9% | 23% | 26% |
| Increased 0.01% to less than 0.10% | | | | | | | | | | | |
| Count | 79 | 2 | 14 | 2 | 5 | 17 | 0 | 0 | 3 | 7 | 29 |
| Column % | 25% | 18% | 24% | 12% | 22% | 38% FGH | 0% | 0% | 13% | 32% G | 30% G |
| Stayed the Same | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 2 |
| Column % | 1% | 0% | 0% | 6% | 0% | 0% | 13% | 0% | 0% | 0% | 2% |
| Decreased 0.01% to less than 0.10% | | | | | | | | | | | |
| Count | 76 | 5 | 14 | 5 | 3 | 11 | 2 | 5 | 8 | 2 | 21 |
| Column % | 24% | 45% I | 24% | 29% | 13% | 24% | 25% | 36% | 35% | 9% | 22% |
| Decreased 0.10% or more | | | | | | | | | | | |
| Count | 70 | 3 | 7 | 3 | 5 | 8 | 3 | 4 | 10 | 8 | 19 |
| Column % | 22% | 27% | 12% | 18% | 22% | 18% | 38% | 29% | 43% BEJ | 36% B | 20% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BEFGHIJ

Auto Generated

Q20_Difference: Q20_Difference

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|-------------|------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 318 | 11 | 59 | 17 | 23 | 45 | 8 | 14 | 23 | 22 | 96 |
| Mean | -6.58 | -0.04 | 0.66 | 7,508.95 | 3.88 | -3,462.12 | -0.23 | -0.09 | -0.15 | -0.06 | 270.12 |
| Median | 0.01 | -0.02 | 0.06 | 0.00 | 0.07 | 0.01 | -0.02 | -0.07 | -0.08 | 0.01 | 0.00 |
| Min | 155,788.89 | -0.38 | -0.77 | -0.49 | -4.55 | 155,788.89 | -1.40 | -2.65 | -0.83 | -1.33 | -13.23 |
| Max | 127,649.77 | 0.20 | 19.67 | 127,649.77 | 89.55 | 1.02 | 0.85 | 2.15 | 0.35 | 1.55 | 25,946.57 |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|------------|--|--|--------------|---|---|--------------------------|---|---------------------------------------|--------------------------------------|--------------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 351 | 11 | 62 | 19 | 24 | 49 | 9 | 16 | 24 | 27 | 108 |
| \$1,000,000 Count Column % | 80 23% | 2 18% | 7 11% | 5 26% | 3 13% | 7 14% | 3 33% | 4 25% | 10 42% BDE | 5 19% | 34 31% BE |
| \$2,000,000 Count Column % | 133 38% | 3 27% | 20 32% | 8 42% | 5 21% | 10 20% | 4 44% | 12 75% ABDEJ | 11 46% E | 14 52% DE | 45 42% E |
| \$3,000,000 Count Column % | 24 7% | 0 0% | 6 10% | 1 5% | 1 4% | 6 12% | 0 0% | 0 0% | 1 4% | 1 4% | 8 7% |
| \$4,000,000 Count Column % | 4 1% | 0 0% | 0 0% | 0 0% | 1 4% | 2 4% | 0 0% | 0 0% | 0 0% | 1 4% | 0 0% |
| \$5,000,000 Count Column % | 77 22% | 3 27% | 25 40% GHIJ | 4 21% | 8 33% GHJ | 14 29% GHJ | 2 22% | 0 0% | 1 4% | 5 19% | 14 13% |
| \$6,000,000 Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 2% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| \$7,000,000 Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| \$8,000,000 Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 1% |
| \$9,000,000 Count Column % | 0 0% | 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: ABDEGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|-----------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| \$10,000,000 | | | | | | | | | | | |
| Count | 25 | 1 | 3 | 0 | 5 | 9 | 0 | 0 | 0 | 1 | 6 |
| Column % | 7% | 9% | 5% | 0% | 21% BHJ | 18% BHJ | 0% | 0% | 0% | 4% | 6% |
| \$15,000,000 | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| \$20,000,000 | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| \$25,000,000 or more | | | | | | | | | | | |
| Count | 4 | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Column % | 1% | 18% BEJ | 0% | 5% | 0% | 0% | 0% | 0% | 4% | 0% | 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABDEGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|-------------------------------|--------------|---|---|--------------------------|---------------------------------------|-----------|---------------------------------|-------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 351 | 11 | 62 | 19 | 24 | 49 | 9 | 16 | 24 | 28 | 107 |
| Yes Count Column % | 223 64% | 7 64% | 44 71% I | 9 47% | 12 50% | 34 69% I | 7 78% | 9 56% | 15 63% | 12 43% | 73 68% I |
| No Count Column % | 128 36% | 4 36% | 18 29% | 10 53% | 12 50% | 15 31% | 2 22% | 7 44% | 9 38% | 16 57% BEJ | 34 32% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BEIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 348 | 11 | 62 | 19 | 24 | 49 | 8 | 16 | 23 | 27 | 107 |
| Less than \$10,000 | | | | | | | | | | | |
| Count | 56 | 0 | 5 | 4 | 2 | 7 | 0 | 3 | 7 | 8 | 20 |
| Column % | 16% | 0% | 8% | 21% | 8% | 14% | 0% | 19% | 30% B | 30% B | 19% |
| \$10,000 | | | | | | | | | | | |
| Count | 38 | 0 | 4 | 1 | 2 | 3 | 2 | 5 | 4 | 4 | 12 |
| Column % | 11% | 0% | 6% | 5% | 8% | 6% | 25% | 31% BEJ | 17% | 15% | 11% |
| \$15,000 | | | | | | | | | | | |
| Count | 29 | 0 | 2 | 0 | 2 | 1 | 0 | 1 | 4 | 2 | 17 |
| Column % | 8% | 0% | 3% | 0% | 8% | 2% | 0% | 6% | 17% BE | 7% | 16% BE |
| \$20,000 | | | | | | | | | | | |
| Count | 12 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 7 |
| Column % | 3% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 4% | 4% | 7% |
| \$25,000 | | | | | | | | | | | |
| Count | 67 | 3 | 10 | 2 | 3 | 9 | 3 | 5 | 3 | 4 | 25 |
| Column % | 19% | 27% | 16% | 11% | 13% | 18% | 38% | 31% | 13% | 15% | 23% |
| \$50,000 | | | | | | | | | | | |
| Count | 53 | 2 | 12 | 4 | 8 | 6 | 0 | 2 | 1 | 6 | 12 |
| Column % | 15% | 18% | 19% | 21% | 33% EHJ | 12% | 0% | 13% | 4% | 22% | 11% |
| \$75,000 | | | | | | | | | | | |
| Count | 11 | 0 | 3 | 1 | 0 | 2 | 0 | 0 | 1 | 0 | 3 |
| Column % | 3% | 0% | 5% | 5% | 0% | 4% | 0% | 0% | 4% | 0% | 3% |
| \$100,000 | | | | | | | | | | | |
| Count | 23 | 0 | 7 | 1 | 2 | 7 | 2 | 0 | 0 | 1 | 3 |
| Column % | 7% | 0% | 11% J | 5% | 8% | 14% J | 25% J | 0% | 0% | 4% | 3% |
| \$150,000 | | | | | | | | | | | |
| Count | 14 | 2 | 4 | 2 | 2 | 1 | 1 | 0 | 1 | 0 | 1 |
| Column % | 4% | 18% J | 6% | 11% | 8% | 2% | 13% | 0% | 4% | 0% | 1% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BEHJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|--|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J | |
| \$200,000 | | | | | | | | | | | | |
| Count | 17 | 0 | 7 | 1 | 2 | 3 | 0 | 0 | 1 | 1 | 2 | |
| Column % | 5% | 0% | 11% J | 5% | 8% | 6% | 0% | 0% | 4% | 4% | 2% | |
| \$250,000 | | | | | | | | | | | | |
| Count | 8 | 1 | 1 | 0 | 1 | 4 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 2% | 9% | 2% | 0% | 4% | 8% J | 0% | 0% | 0% | 0% | 1% | |
| \$300,000 | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 1% | 0% | 2% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 1% | |
| \$350,000 | | | | | | | | | | | | |
| Count | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 1% | 0% | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% | |
| \$400,000 | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | |
| \$450,000 | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | |
| \$500,000 | | | | | | | | | | | | |
| Count | 6 | 2 | 1 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 2% | 18% J | 2% | 0% | 0% | 6% J | 0% | 0% | 0% | 0% | 0% | |
| \$1,000,000 | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 1% | 0% | 2% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 1% | |
| More than \$1,000,000 | | | | | | | | | | | | |
| Count | 5 | 1 | 0 | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 1% | 9% | 0% | 11% | 0% | 2% | 0% | 0% | 0% | 0% | 1% | |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BEHJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 349 | 11 | 62 | 19 | 24 | 49 | 8 | 16 | 23 | 28 | 107 |
| Increased | | | | | | | | | | | |
| Count | 46 | 0 | 6 | 5 | 5 | 6 | 1 | 5 | 1 | 2 | 15 |
| Column % | 13% | 0% | 10% | 26% | 21% | 12% | 13% | 31% BH | 4% | 7% | 14% |
| Stayed the Same | | | | | | | | | | | |
| Count | 299 | 11 | 56 | 14 | 19 | 41 | 7 | 11 | 22 | 25 | 91 |
| Column % | 86% | 100% | 90% G | 74% | 79% | 84% | 88% | 69% | 96% G | 89% | 85% |
| Decreased | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 1 |
| Column % | 1% | 0% | 0% | 0% | 0% | 4% | 0% | 0% | 0% | 4% | 1% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BGH

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|------------------------------|--------------|---|---|--------------------------|---------------------------------------|-----------|------------------------------|------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 350 | 11 | 62 | 19 | 24 | 49 | 9 | 16 | 23 | 28 | 107 |
| Yes Count Column % | 182 52% | 6 55% | 36 58% G | 11 58% | 18 75% GIJ | 29 59% G | 5 56% | 4 25% | 11 48% | 11 39% | 49 46% |
| No Count Column % | 168 48% | 5 45% | 26 42% | 8 42% | 6 25% | 20 41% | 4 44% | 12 75% BDE | 12 52% | 17 61% D | 58 54% D |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BDEGIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 179 | 6 | 34 | 11 | 18 | 29 | 4 | 4 | 11 | 11 | 49 |
| Contract requirements | | | | | | | | | | | |
| Mentions | 71 | 3 | 14 | 8 | 6 | 15 | 0 | 2 | 2 | 3 | 16 |
| % Valid Cases | 40% | 50% | 41% | 73% | 33% | 52% | 0% | 50% | 18% | 27% | 33% |
| Other compliance requirements | | | | | | | | | | | |
| Mentions | 28 | 1 | 9 | 1 | 1 | 8 | 0 | 0 | 3 | 0 | 4 |
| % Valid Cases | 16% | 17% | 26% | 9% | 6% | 28% | 0% | 0% | 27% | 0% | 8% |
| Concern regarding potential claims | | | | | | | | | | | |
| Mentions | 125 | 5 | 30 | 3 | 14 | 20 | 1 | 4 | 9 | 7 | 31 |
| % Valid Cases | 70% | 83% | 88% | 27% | 78% | 69% | 25% | 100% | 82% | 64% | 63% |
| Other (please specify) | | | | | | | | | | | |
| Mentions | 31 | 1 | 4 | 4 | 3 | 4 | 3 | 0 | 1 | 2 | 9 |
| % Valid Cases | 17% | 17% | 12% | 36% | 17% | 14% | 75% | 0% | 9% | 18% | 18% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|------------|--|-------------------------|-----------------------|---|---|--------------------------|---------------------------------------|-----------------------|---------------------------------------|-----------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 178 | 6 | 33 | 11 | 18 | 29 | 4 | 4 | 11 | 11 | 49 |
| \$1,000,000 Count Column % | 113 63% | 2 33% | 16 48% | 6 55% | 13 72% | 15 52% | 4 100% | 4 100% | 7 64% | 10 91% ABE | 34 69% |
| \$2,000,000 Count Column % | 31 17% | 0 0% | 8 24% | 3 27% | 1 6% | 6 21% | 0 0% | 0 0% | 3 27% | 1 9% | 9 18% |
| \$3,000,000 Count Column % | 12 7% | 0 0% | 3 9% | 1 9% | 2 11% | 3 10% | 0 0% | 0 0% | 1 9% | 0 0% | 2 4% |
| More than \$3,000,000 Count Column % | 22 12% | 4 67% BCDEHIJ | 6 18% | 1 9% | 2 11% | 5 17% | 0 0% | 0 0% | 0 0% | 0 0% | 4 8% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABCDEHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|-------------------------------|------------------------------|---|---|-----------------------------|---------------------------------------|---------------------------------|--------------------------------|---------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 350 | 11 | 62 | 19 | 24 | 49 | 9 | 16 | 23 | 28 | 106 |
| Yes Count Column % | 110 31% | 9 82% BCFGHIJ | 23 37% HJ | 7 37% | 12 50% GHIJ | 25 51% GHIJ | 2 22% | 2 13% | 3 13% | 5 18% | 22 21% |
| No Count Column % | 240 69% | 2 18% | 39 63% A | 12 63% A | 12 50% | 24 49% | 7 78% A | 14 88% ADE | 20 87% ABDE | 23 82% ADE | 84 79% ABDE |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEFGHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------------|-----------|--|-------------|--------------------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-----------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 1 Count Column % | 63 57% | 4 44% | 14 61% | 3 43% | 8 67% | 12 48% | 1 50% | 1 50% | 3 100% | 4 80% | 13 59% |
| 2 Count Column % | 16 15% | 1 11% | 2 9% | 0 0% | 1 8% | 7 28% | 1 50% | 1 50% | 0 0% | 1 20% | 2 9% |
| 3 Count Column % | 11 10% | 2 22% | 2 9% | 0 0% | 2 17% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 4 18% |
| 4 Count Column % | 5 5% | 0 0% | 2 9% | 1 14% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 5 Count Column % | 5 5% | 0 0% | 1 4% | 0 0% | 1 8% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 6 Count Column % | 2 2% | 0 0% | 0 0% | 0 0% | 0 0% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 7 or more Count Column % | 8 7% | 2 22% | 2 9% | 3 43% DEJ | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: DEJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|-----------------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| More than the prior year | | | | | | | | | | | |
| Count | 34 | 5 | 5 | 2 | 3 | 8 | 0 | 1 | 1 | 1 | 8 |
| Column % | 31% | 56% | 22% | 29% | 25% | 32% | 0% | 50% | 33% | 20% | 36% |
| The same as the prior year | | | | | | | | | | | |
| Count | 58 | 3 | 16 | 4 | 5 | 13 | 1 | 0 | 1 | 2 | 13 |
| Column % | 53% | 33% | 70% | 57% | 42% | 52% | 50% | 0% | 33% | 40% | 59% |
| Fewer than the prior year | | | | | | | | | | | |
| Count | 18 | 1 | 2 | 1 | 4 | 4 | 1 | 1 | 1 | 2 | 1 |
| Column % | 16% | 11% | 9% | 14% | 33% | 16% | 50% | 50% | 33% | 40% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: J

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-------------------------------------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 66 60% | 2 22% | 13 57% | 3 43% | 8 67% | 16 64% | 2 100% | 2 100% | 3 100% A | 4 80% | 13 59% |
| 1 Count Column % | 26 24% | 5 56% | 4 17% | 3 43% | 3 25% | 7 28% | 0 0% | 0 0% | 0 0% | 0 0% | 4 18% |
| 2 Count Column % | 6 5% | 0 0% | 2 9% | 0 0% | 0 0% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 2 9% |
| 3 Count Column % | 5 5% | 0 0% | 2 9% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 20% | 2 9% |
| 4 Count Column % | 1 1% | 0 0% | 1 4% | 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% | 0 0% |
| 6 Count Column % | 1 1% | 1 11% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 7 Count Column % | 1 1% | 1 11% | 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: A

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 9 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 10 Count | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 14% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Don't know Count | 3 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 4% | 0% | 8% | 0% | 0% | 0% | 0% | 0% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: A

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|------------------------|-----------|---|-----------|-----------|--------------------------------|---|--------------------|------------------------------|---------------|-------------|-----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 60 55% | 5 56% | 13 57% | 2 29% | 9 75% | 14 56% | 0 0% | 0 0% | 1 33% | 2 40% | 14 64% |
| 1 Count Column % | 26 24% | 0 0% | 5 22% | 2 29% | 2 17% | 7 28% | 2 100% AJ | 1 50% | 2 67% A | 2 40% | 3 14% |
| 2 Count Column % | 10 9% | 2 22% | 3 13% | 1 14% | 0 0% | 1 4% | 0 0% | 1 50% | 0 0% | 1 20% | 1 5% |
| 3 Count Column % | 5 5% | 0 0% | 0 0% | 0 0% | 0 0% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 3 14% |
| 4 Count Column % | 2 2% | 0 0% | 1 4% | 0 0% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 5 Count Column % | 2 2% | 1 11% | 0 0% | 1 14% | 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% | 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% | 0 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: AJ

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|--|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count Column % | 0 0% | 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% | 0 0% |
| 10 Count Column % | 2 2% | 1 11% | 0 0% | 1 14% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| Don't know Count Column % | 3 3% | 0 0% | 1 4% | 0 0% | 1 8% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: AJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|-------------------------------|-----------|---|-----------------------|-------------------------------------|------------------------------------|---|--------------------|------------------------------|----------|-------------|-------------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 64 58% | 6 67% | 14 61% | 4 57% | 4 33% | 12 48% | 1 50% | 2 100% | 2 67% | 3 60% | 16 73% D |
| 1 Count Column % | 24 22% | 0 0% | 5 22% | 0 0% | 5 42% A | 7 28% | 1 50% | 0 0% | 1 33% | 2 40% | 3 14% |
| 2 Count Column % | 7 6% | 1 11% | 2 9% | 0 0% | 1 8% | 3 12% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 3 Count Column % | 5 5% | 0 0% | 1 4% | 0 0% | 1 8% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 4 Count Column % | 2 2% | 0 0% | 0 0% | 0 0% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 5 Count Column % | 2 2% | 0 0% | 0 0% | 2 29% BE | 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% | 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% | 0 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABDE

Auto Generated

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.) *

| | Q8RG: PLI Provider | | | | | | | | | | |
|--|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count Column % | 1 1% | 0 0% | 0 0% | 1 14% | 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% | 0 0% |
| 10 Count Column % | 2 2% | 2 22% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| Don't know Count Column % | 3 3% | 0 0% | 1 4% | 0 0% | 1 8% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABDE

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|-------------|------------|---|-----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Mean | 192,602.42 | 223,666.67 | 70,833.33 | 78,666.67 | 225,670.00 | 195,000.00 | 0.00 | - | - | 13,500.00 | 384,769.23 |

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------------------------|--------------------|--|-------------|------------------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------------------------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 81 74% | 6 67% | 18 78% | 3 43% | 7 58% | 18 72% | 1 50% | 2 100% | 2 67% | 5 100% | 19 86% C |
| 1 Count Column % | 14 13% | 1 11% | 2 9% | 0 0% | 3 25% | 4 16% | 1 50% | 0 0% | 1 33% | 0 0% | 2 9% |
| 2 Count Column % | 6 5% | 1 11% | 1 4% | 0 0% | 2 17% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 3 Count Column % | 5 5% | 0 0% | 1 4% | 2 29% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 4 Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 5 Count Column % | 1 1% | 0 0% | 0 0% | 1 14% | 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% | 0 0% |
| 7 Count Column % | 1 1% | 0 0% | 0 0% | 1 14% | 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: C

Auto Generated

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 *

| | Q8RG: PLI Provider | | | | | | | | | | |
|----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 8 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 9 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 10 Count | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 11% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Don't know Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: C

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)

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 102 93% | 8 89% | 21 91% | 6 86% | 11 92% | 24 96% | 2 100% | 2 100% | 3 100% | 5 100% | 20 91% |
| 1 Count Column % | 6 5% | 0 0% | 1 4% | 1 14% | 1 8% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 2 9% |
| 2 Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 3 Count Column % | 1 1% | 1 11% | 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% | 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% | 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% | 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% | 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% | 0 0% |

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)

| | Q8RG: PLI Provider | | | | | | | | | | |
|----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 9 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 10 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Don't know Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Auto Generated

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)

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 94 85% | 8 89% | 18 78% | 6 86% | 11 92% | 22 88% | 2 100% | 2 100% | 2 67% | 5 100% | 18 82% |
| 1 Count Column % | 13 12% | 0 0% | 4 17% | 1 14% | 1 8% | 3 12% | 0 0% | 0 0% | 1 33% | 0 0% | 3 14% |
| 2 Count Column % | 1 1% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 3 Count Column % | 0 0% | 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% | 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% | 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% | 0 0% |
| 7 Count Column % | 1 1% | 1 11% | 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% | 0 0% |

Auto Generated

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)

| | Q8RG: PLI Provider | | | | | | | | | | |
|----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 9 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 10 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Don't know Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | 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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 110 | 9 | 23 | 7 | 12 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 81 74% | 6 67% | 17 74% | 4 57% | 10 83% | 19 76% | 2 100% | 1 50% | 3 100% | 4 80% | 15 68% |
| 1 Count Column % | 18 16% | 0 0% | 3 13% | 2 29% | 2 17% | 4 16% | 0 0% | 1 50% | 0 0% | 1 20% | 5 23% |
| 2 Count Column % | 4 4% | 1 11% | 1 4% | 0 0% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 3 Count Column % | 3 3% | 0 0% | 1 4% | 0 0% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 4 Count Column % | 0 0% | 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% | 0 0% |
| 6 Count Column % | 1 1% | 0 0% | 0 0% | 1 14% | 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% | 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% | 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

| | Q8RG: PLI Provider | | | | | | | | | | |
|--|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| 9 Count Column % | 0 0% | 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% | 1 11% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| Don't know Count Column % | 2 2% | 1 11% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |

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 | Q8RG: PLI Provider | | | | | | | | | |
|---|-----------|--|-------------|------------------------|---|---|--------------------------|---------------------------------------|-------------------------------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 105 | 9 | 20 | 7 | 10 | 25 | 2 | 2 | 3 | 5 | 22 |
| 0 Count Column % | 42 40% | 3 33% | 8 40% | 1 14% | 5 50% | 9 36% | 0 0% | 2 100% | 3 100% C | 3 60% | 8 36% |
| 1 Count Column % | 38 36% | 2 22% | 7 35% | 2 29% | 3 30% | 11 44% | 2 100% | 0 0% | 0 0% | 2 40% | 9 41% |
| 2 Count Column % | 9 9% | 2 22% | 1 5% | 1 14% | 0 0% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 3 14% |
| 3 Count Column % | 4 4% | 0 0% | 1 5% | 0 0% | 1 10% | 2 8% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| 4 Count Column % | 5 5% | 0 0% | 2 10% | 1 14% | 1 10% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |
| 5 Count Column % | 2 2% | 0 0% | 0 0% | 1 14% | 0 0% | 1 4% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| More than 5 Count Column % | 5 5% | 2 22% | 1 5% | 1 14% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: C

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 1 | - | - | 2 | 14 |
| 0 Count Column % | 14 23% | 0 0% | 2 17% | 2 33% | 1 20% | 4 25% | 0 0% | - - | - - | 0 0% | 5 36% |
| 1 Count Column % | 29 47% | 3 50% | 5 42% | 1 17% | 2 40% | 8 50% | 1 100% | - - | - - | 2 100% | 7 50% |
| 2 Count Column % | 4 6% | 1 17% | 1 8% | 0 0% | 0 0% | 2 13% | 0 0% | - - | - - | 0 0% | 0 0% |
| 3 Count Column % | 3 5% | 0 0% | 1 8% | 0 0% | 1 20% | 1 6% | 0 0% | - - | - - | 0 0% | 0 0% |
| 4 Count Column % | 5 8% | 0 0% | 2 17% | 1 17% | 1 20% | 0 0% | 0 0% | - - | - - | 0 0% | 1 7% |
| 5 Count Column % | 2 3% | 0 0% | 0 0% | 1 17% | 0 0% | 1 6% | 0 0% | - - | - - | 0 0% | 0 0% |
| More than 5 Count Column % | 5 8% | 2 33% | 1 8% | 1 17% | 0 0% | 0 0% | 0 0% | - - | - - | 0 0% | 1 7% |

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| 0 Count Column % | 17 28% | 1 17% | 4 33% | 1 17% | 2 40% | 7 44% | 0 0% | - - | - - | 0 0% | 2 17% |
| 1 Count Column % | 24 40% | 2 33% | 3 25% | 2 33% | 2 40% | 7 44% | 2 100% | - - | - - | 1 100% | 5 42% |
| 2 Count Column % | 7 12% | 1 17% | 2 17% | 0 0% | 0 0% | 1 6% | 0 0% | - - | - - | 0 0% | 3 25% |
| 3 Count Column % | 3 5% | 0 0% | 1 8% | 0 0% | 1 20% | 0 0% | 0 0% | - - | - - | 0 0% | 1 8% |
| 4 Count Column % | 4 7% | 0 0% | 1 8% | 2 33% | 0 0% | 0 0% | 0 0% | - - | - - | 0 0% | 1 8% |
| 5 Count Column % | 1 2% | 0 0% | 0 0% | 0 0% | 0 0% | 1 6% | 0 0% | - - | - - | 0 0% | 0 0% |
| More than 5 Count Column % | 4 7% | 2 33% | 1 8% | 1 17% | 0 0% | 0 0% | 0 0% | - - | - - | 0 0% | 0 0% |

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| 0 Count Column % | 35 58% | 2 33% | 9 75% | 2 33% | 2 40% | 9 56% | 2 100% | - - | - - | 1 100% | 8 67% |
| 1 Count Column % | 17 28% | 2 33% | 3 25% | 3 50% | 2 40% | 4 25% | 0 0% | - - | - - | 0 0% | 3 25% |
| 2 Count Column % | 5 8% | 0 0% | 0 0% | 1 17% | 1 20% | 2 13% | 0 0% | - - | - - | 0 0% | 1 8% |
| 3 Count Column % | 2 3% | 1 17% | 0 0% | 0 0% | 0 0% | 1 6% | 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% |
| 5 Count Column % | 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% | 1 17% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | - - | - - | 0 0% | 0 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| 0 Count Column % | 57 95% | 5 83% | 11 92% | 6 100% | 5 100% | 15 94% | 2 100% | - | - | 1 100% | 12 100% |
| 1 Count Column % | 2 3% | 1 17% | 0 0% | 0 0% | 0 0% | 1 6% | 0 0% | - | - | 0 0% | 0 0% |
| 2 Count Column % | 1 2% | 0 0% | 1 8% | 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% |
| 4 Count Column % | 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% |
| More than 5 Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | - | - | 0 0% | 0 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| 0 Count | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| Column % | 100% | 100% | 100% | 100% | 100% | 100% | 100% | - | - | 100% | 100% |
| 1 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 2 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 3 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 4 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| More than 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| 0 Count Column % | 55 92% | 6 100% | 10 83% | 5 83% | 4 80% | 16 100% | 2 100% | - | - | 1 100% | 11 92% |
| 1 Count Column % | 5 8% | 0 0% | 2 17% | 1 17% | 1 20% | 0 0% | 0 0% | - | - | 0 0% | 1 8% |
| 2 Count Column % | 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% |
| 4 Count Column % | 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% |
| More than 5 Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | - | - | 0 0% | 0 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 61 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 12 |
| 0 Count Column % | 7 11% | 0 0% | 3 25% | 0 0% | 1 20% | 1 6% | 1 50% | - - | - - | 0 0% | 1 8% |
| 1 Count Column % | 29 48% | 2 33% | 4 33% | 2 33% | 2 40% | 10 63% | 1 50% | - - | - - | 2 100% | 6 50% |
| 2 Count Column % | 9 15% | 2 33% | 1 8% | 1 17% | 0 0% | 2 13% | 0 0% | - - | - - | 0 0% | 3 25% |
| 3 Count Column % | 4 7% | 0 0% | 1 8% | 0 0% | 1 20% | 2 13% | 0 0% | - - | - - | 0 0% | 0 0% |
| 4 Count Column % | 5 8% | 0 0% | 2 17% | 1 17% | 1 20% | 0 0% | 0 0% | - - | - - | 0 0% | 1 8% |
| 5 Count Column % | 2 3% | 0 0% | 0 0% | 1 17% | 0 0% | 1 6% | 0 0% | - - | - - | 0 0% | 0 0% |
| More than 5 Count Column % | 5 8% | 2 33% | 1 8% | 1 17% | 0 0% | 0 0% | 0 0% | - - | - - | 0 0% | 1 8% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 61 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 12 |
| 0 Count | 61 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 12 |
| Column % | 100% | 100% | 100% | 100% | 100% | 100% | 100% | - | - | 100% | 100% |
| 1 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 2 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 3 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 4 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| More than 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 61 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 12 |
| 0 Count | 59 | 6 | 11 | 5 | 5 | 16 | 2 | - | - | 2 | 12 |
| Column % | 97% | 100% | 92% | 83% | 100% | 100% | 100% | - | - | 100% | 100% |
| 1 Count | 2 | 0 | 1 | 1 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 3% | 0% | 8% | 17% | 0% | 0% | 0% | - | - | 0% | 0% |
| 2 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 3 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 4 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| More than 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 61 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 12 |
| 0 Count Column % | 56 92% | 6 100% | 11 92% | 6 100% | 4 80% | 16 100% | 2 100% | - | - | 2 100% | 9 75% |
| 1 Count Column % | 5 8% | 0 0% | 1 8% | 0 0% | 1 20% | 0 0% | 0 0% | - | - | 0 0% | 3 25% |
| 2 Count Column % | 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% |
| 4 Count Column % | 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% |
| More than 5 Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | - | - | 0 0% | 0 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-----------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 61 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 12 |
| 0 Count | 60 | 6 | 12 | 6 | 5 | 16 | 1 | - | - | 2 | 12 |
| Column % | 98% | 100% | 100% | 100% | 100% | 100% | 50% | - | - | 100% | 100% |
| 1 Count | 1 | 0 | 0 | 0 | 0 | 0 | 1 | - | - | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | 0% | 0% | 50% | - | - | 0% | 0% |
| 2 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 3 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 4 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |
| More than 5 Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | - | - | 0% | 0% |

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 60 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 1 | 12 |
| 0 Count Column % | 57 95% | 5 83% | 12 100% | 6 100% | 5 100% | 14 88% | 2 100% | - | - | 1 100% | 12 100% |
| 1 Count Column % | 3 5% | 1 17% | 0 0% | 0 0% | 0 0% | 2 13% | 0 0% | - | - | 0 0% | 0 0% |
| 2 Count Column % | 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% |
| 4 Count Column % | 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% |
| More than 5 Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | - | - | 0 0% | 0 0% |

Auto Generated

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.

| | Q8RG: PLI Provider | | | | | | | | | | |
|---|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| 0 Count Column % | 35 56% | 2 33% | 7 58% | 2 33% | 3 60% | 11 69% | 1 50% | - - | - - | 2 100% | 7 54% |
| 1 Count Column % | 14 23% | 2 33% | 4 33% | 1 17% | 1 20% | 2 13% | 0 0% | - - | - - | 0 0% | 4 31% |
| 2 Count Column % | 5 8% | 0 0% | 0 0% | 0 0% | 0 0% | 2 13% | 1 50% | - - | - - | 0 0% | 2 15% |
| 3 Count Column % | 4 6% | 0 0% | 0 0% | 2 33% | 1 20% | 1 6% | 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% |
| 5 Count Column % | 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% | 2 33% | 1 8% | 1 17% | 0 0% | 0 0% | 0 0% | - - | - - | 0 0% | 0 0% |

Auto Generated

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.

| | Q8RG: PLI Provider | | | | | | | | | | |
|---------------------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Less than \$25,000 | | | | | | | | | | | |
| Count | 29 | 1 | 8 | 1 | 1 | 9 | 2 | - | - | 2 | 5 |
| Column % | 47% | 17% | 67% | 17% | 20% | 56% | 100% | - | - | 100% | 38% |
| \$25,000 or more | | | | | | | | | | | |
| Count | 33 | 5 | 4 | 5 | 4 | 7 | 0 | - | - | 0 | 8 |
| Column % | 53% | 83% | 33% | 83% | 80% | 44% | 0% | - | - | 0% | 62% |

Auto Generated

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.

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Mean | 99,686.34 | 378,833.33 | 38,778.58 | 96,666.67 | 79,230.00 | 62,062.50 | 0.00 | - | - | 0.00 | 113,312.31 |
| Median | 25,000.00 | 187,500.00 | 11,750.00 | 60,000.00 | 30,000.00 | 12,500.00 | 0.00 | - | - | 0.00 | 100,000.00 |
| Min | 0.00 | 0.00 | 0.00 | 7,000.00 | 150.00 | 0.00 | 0.00 | - | - | 0.00 | 5,500.00 |
| Max | 1,100,000.00 | 1,100,000.00 | 183,613.00 | 250,000.00 | 300,000.00 | 300,000.00 | 0.00 | - | - | 0.00 | 300,000.00 |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|----------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| \$0 - Nothing | | | | | | | | | | | |
| Count | 47 | 5 | 10 | 5 | 3 | 14 | 2 | - | - | 2 | 6 |
| Column % | 76% | 83% | 83% | 83% | 60% | 88% J | 100% | - | - | 100% | 46% |
| Any Amount | | | | | | | | | | | |
| Count | 15 | 1 | 2 | 1 | 2 | 2 | 0 | - | - | 0 | 7 |
| Column % | 24% | 17% | 17% | 17% | 40% | 13% | 0% | - | - | 0% | 54% E |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: EJ

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Mean | 106,630.65 | 850,000.00 | 958.33 | 50,000.00 | 50,000.00 | 9,687.50 | 0.00 | - | - | 0.00 | 61,123.08 |
| Median | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | - | - | 0.00 | 2,100.00 |
| Min | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | - | - | 0.00 | 0.00 |
| Max | 5,100,000.00 | 5,100,000.00 | 10,000.00 | 300,000.00 | 200,000.00 | 120,000.00 | 0.00 | - | - | 0.00 | 600,000.00 |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Less than \$10,000 | | | | | | | | | | | |
| Count | 34 | 1 | 4 | 2 | 4 | 10 | 1 | - | - | 2 | 10 |
| Column % | 55% | 17% | 33% | 33% | 80% | 63% | 50% | - | - | 100% | 77% |
| | | | | | | | | | | | AB |
| \$10,000 or more | | | | | | | | | | | |
| Count | 28 | 5 | 8 | 4 | 1 | 6 | 1 | - | - | 0 | 3 |
| Column % | 45% | 83% | 67% | 67% | 20% | 38% | 50% | - | - | 0% | 23% |
| | | | | | | | | | | | J |
| Min | 1.00 | 1.00 | 1.00 | 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 | - | - | 1.00 | 2.00 |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: ABJ

Auto Generated

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)

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Mean | 116,959.97 | 635,000.00 | 52,911.42 | 66,666.67 | 20,000.00 | 69,989.44 | 27,500.00 | - | - | 0.00 | 87,057.69 |
| Median | 2,500.00 | 92,500.00 | 35,500.00 | 37,500.00 | 0.00 | 0.00 | 27,500.00 | - | - | 0.00 | 0.00 |

Auto Generated

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 *

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|----------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| \$0 - Nothing | | | | | | | | | | | |
| Count | 38 | 2 | 11 | 3 | 2 | 11 | 2 | - | - | 1 | 6 |
| Column % | 61% | 33% | 92% AJ | 50% | 40% | 69% | 100% | - | - | 50% | 46% |
| Any Amount | | | | | | | | | | | |
| Count | 24 | 4 | 1 | 3 | 3 | 5 | 0 | - | - | 1 | 7 |
| Column % | 39% | 67% B | 8% | 50% | 60% | 31% | 0% | - | - | 50% | 54% B |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABJ

Auto Generated

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

| | Q8RG: PLI Provider | | | | | | | | | | |
|-------------|--------------------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|--------------|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Mean | 192,602.42 | 223,666.67 | 70,833.33 | 78,666.67 | 225,670.00 | 195,000.00 | 0.00 | - | - | 13,500.00 | 384,769.23 |
| Median | 0.00 | 96,000.00 | 0.00 | 75,000.00 | 50,000.00 | 0.00 | 0.00 | - | - | 13,500.00 | 15,000.00 |
| Std. Dev. | 482,253.54 | 280,161.86 | 245,373.86 | 86,270.89 | 434,167.01 | 450,018.52 | 0.00 | - | - | 19,091.88 | 837,507.13 |
| Min | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | - | - | 0.00 | 0.00 |
| Max | 3,000,000.00 | 650,000.00 | 850,000.00 | 162,000.00 | 1,000,000.00 | 1,700,000.00 | 0.00 | - | - | 27,000.00 | 3,000,000.00 |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 62 | 6 | 12 | 6 | 5 | 16 | 2 | - | - | 2 | 13 |
| Yes Count | 35 | 5 | 4 | 4 | 3 | 10 | 0 | - | - | 1 | 8 |
| Column % | 56% | 83% | 33% | 67% | 60% | 63% | 0% | - | - | 50% | 62% |
| No Count | 27 | 1 | 8 | 2 | 2 | 6 | 2 | - | - | 1 | 5 |
| Column % | 44% | 17% | 67% | 33% | 40% | 38% | 100% | - | - | 50% | 38% |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|-------------------------------|-------|--|------------------|------------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 108 | 9 | 23 | 6 | 12 | 25 | 2 | 2 | 3 | 5 | 21 |
| 0-49 Count | 29 | 1 | 5 | 1 | 3 | 5 | 1 | 0 | 2 | 2 | 9 |
| Column % | 27% | 11% | 22% | 17% | 25% | 20% | 50% | 0% | 67% | 40% | 43% |
| 50-99 Count | 16 | 1 | 2 | 2 | 0 | 4 | 1 | 1 | 0 | 1 | 4 |
| Column % | 15% | 11% | 9% | 33% | 0% | 16% | 50% | 50% | 0% | 20% | 19% |
| 100-199 Count | 29 | 2 | 11 | 0 | 4 | 6 | 0 | 1 | 1 | 1 | 3 |
| Column % | 27% | 22% | 48% J | 0% | 33% | 24% | 0% | 50% | 33% | 20% | 14% |
| 200-499 Count | 26 | 4 | 4 | 3 | 5 | 8 | 0 | 0 | 0 | 1 | 1 |
| Column % | 24% | 44% J | 17% | 50% J | 42% J | 32% J | 0% | 0% | 0% | 20% | 5% |
| 500-999 Count | 4 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 2 |
| Column % | 4% | 0% | 0% | 0% | 0% | 8% | 0% | 0% | 0% | 0% | 10% |
| 1,000 or more Count | 4 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 4% | 11% | 4% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 10% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: J

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 106 | 9 | 22 | 6 | 12 | 24 | 2 | 2 | 3 | 5 | 21 |
| Client / Project Selection (QBS vs. cost proposal, client not knowledgeable about construction, client / project financial strength, etc.) | | | | | | | | | | | |
| Mentions | 28 | 4 | 6 | 2 | 2 | 7 | 1 | 0 | 0 | 1 | 5 |
| % Valid Cases | 26% | 44% | 27% | 33% | 17% | 29% | 50% | 0% | 0% | 20% | 24% |
| Code Violation | | | | | | | | | | | |
| Mentions | 7 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 4 |
| % Valid Cases | 7% | 0% | 5% | 0% | 8% | 4% | 0% | 0% | 0% | 0% | 19% |
| Communications (breakdowns when conflicts arise, poor team or client communication, etc.) | | | | | | | | | | | |
| Mentions | 44 | 6 | 10 | 0 | 6 | 12 | 1 | 1 | 0 | 2 | 6 |
| % Valid Cases | 42% | 67% | 45% | 0% | 50% | 50% | 50% | 50% | 0% | 40% | 29% |
| Contract (contract language, no contract, etc.) | | | | | | | | | | | |
| Mentions | 19 | 4 | 2 | 0 | 4 | 5 | 0 | 0 | 0 | 0 | 4 |
| % Valid Cases | 18% | 44% | 9% | 0% | 33% | 21% | 0% | 0% | 0% | 0% | 19% |
| Error or Omission of a Technical Nature | | | | | | | | | | | |
| Mentions | 46 | 5 | 10 | 2 | 5 | 12 | 0 | 0 | 0 | 2 | 10 |
| % Valid Cases | 43% | 56% | 45% | 33% | 42% | 50% | 0% | 0% | 0% | 40% | 48% |
| Project Management (lack of training, management of human or technical resources, turnover of staff, etc.) | | | | | | | | | | | |
| Mentions | 16 | 3 | 5 | 1 | 1 | 4 | 0 | 0 | 0 | 0 | 2 |
| % Valid Cases | 15% | 33% | 23% | 17% | 8% | 17% | 0% | 0% | 0% | 0% | 10% |
| Project Delays | | | | | | | | | | | |
| Mentions | 17 | 3 | 2 | 0 | 4 | 5 | 0 | 0 | 0 | 0 | 3 |
| % Valid Cases | 16% | 33% | 9% | 0% | 33% | 21% | 0% | 0% | 0% | 0% | 14% |

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Scope of Services (problems with scope definition, changes in scope, etc.) | | | | | | | | | | | |
| Mentions | 26 | 3 | 6 | 0 | 3 | 7 | 0 | 1 | 1 | 2 | 3 |
| % Valid Cases | 25% | 33% | 27% | 0% | 25% | 29% | 0% | 50% | 33% | 40% | 14% |
| Third Party Claim | | | | | | | | | | | |
| Mentions | 54 | 4 | 10 | 3 | 6 | 12 | 1 | 1 | 2 | 2 | 13 |
| % Valid Cases | 51% | 44% | 45% | 50% | 50% | 50% | 50% | 50% | 67% | 40% | 62% |
| Other (please specify) | | | | | | | | | | | |
| Mentions | 11 | 1 | 1 | 1 | 1 | 3 | 1 | 0 | 0 | 0 | 3 |
| % Valid Cases | 10% | 11% | 5% | 17% | 8% | 13% | 50% | 0% | 0% | 0% | 14% |

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|--|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 106 | 9 | 22 | 7 | 12 | 24 | 2 | 2 | 3 | 5 | 20 |
| Airport (Runway & Taxiways) | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Airport (Terminals) | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 5% |
| Apartment | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 1 |
| Column % | 4% | 0% | 0% | 0% | 17% | 0% | 0% | 0% | 0% | 20% | 5% |
| Bridges & Tunnels | | | | | | | | | | | |
| Count | 4 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 4% | 11% | 5% | 0% | 0% | 4% | 0% | 0% | 0% | 0% | 5% |
| Condominium | | | | | | | | | | | |
| Count | 5 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 5% | 0% | 5% | 29% | 8% | 4% | 0% | 0% | 0% | 0% | 0% |
| Healthcare | | | | | | | | | | | |
| Count | 8 | 0 | 2 | 1 | 1 | 2 | 0 | 0 | 0 | 1 | 1 |
| Column % | 8% | 0% | 9% | 14% | 8% | 8% | 0% | 0% | 0% | 20% | 5% |
| Highways & Streets | | | | | | | | | | | |
| Count | 18 | 1 | 4 | 0 | 3 | 5 | 0 | 0 | 0 | 1 | 4 |
| Column % | 17% | 11% | 18% | 0% | 25% | 21% | 0% | 0% | 0% | 20% | 20% |
| Hospitality (Hotel, Motel, Entertainment) | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 10% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: J

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | | |
|------------------------------------|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|----------|----|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J | |
| Industrial & Process | | | | | | | | | | | | |
| Count | 5 | 1 | 1 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 5% | 11% | 5% | 0% | 0% | 8% | 50% | 0% | 0% | 0% | 0% | 0% |
| Land Development | | | | | | | | | | | | |
| Count | 7 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | |
| Column % | 7% | 11% | 5% | 14% | 0% | 4% | 0% | 50% | 33% | 0% | 5% | |
| Mass & Rapid Transit | | | | | | | | | | | | |
| Count | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 2% | 11% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 5% | |
| Office | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 3% | 0% | 5% | 14% | 0% | 0% | 0% | 0% | 0% | 0% | 5% | |
| Residential (Single Family) | | | | | | | | | | | | |
| Count | 4 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | |
| Column % | 4% | 0% | 5% | 0% | 0% | 4% | 0% | 0% | 33% | 20% | 0% | |
| Retail | | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 2 | |
| Column % | 4% | 0% | 0% | 0% | 8% | 4% | 0% | 0% | 0% | 0% | 10% | |
| School (Higher Education) | | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 1% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | |
| School (K-12) | | | | | | | | | | | | |
| Count | 4 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | |
| Column % | 4% | 22% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 5% | |
| Utility | | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Column % | 1% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: J

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|---|----------|-----------|--------------------------------|---|--------------------|------------------------------|-------|-------------|-----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator's / The Hartford G | RLI H | Travelers I | Others J |
| Water and/or Wastewater Conveyance | | | | | | | | | | | |
| Count | 7 | 0 | 2 | 1 | 0 | 2 | 0 | 0 | 1 | 0 | 1 |
| Column % | 7% | 0% | 9% | 14% | 0% | 8% | 0% | 0% | 33% | 0% | 5% |
| Water and/or Wastewater Treatment | | | | | | | | | | | |
| Count | 12 | 0 | 3 | 1 | 3 | 5 | 0 | 0 | 0 | 0 | 0 |
| Column % | 11% | 0% | 14% | 14% | 25% | 21% | 0% | 0% | 0% | 0% | 0% |
| Other (please specify) | | | | | | | | | | | |
| Count | 13 | 2 | 1 | 0 | 1 | 3 | 1 | 1 | 0 | 1 | 3 |
| Column % | 12% | 22% | 5% | 0% | 8% | 13% | 50% | 50% | 0% | 20% | 15% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: J

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|--|-------|--|-------------|-------------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 107 | 9 | 23 | 7 | 12 | 24 | 1 | 2 | 3 | 5 | 21 |
| Traditional Design-Bid-Build | | | | | | | | | | | |
| Count | 72 | 4 | 17 | 3 | 6 | 18 | 1 | 1 | 2 | 3 | 17 |
| Column % | 67% | 44% | 74% | 43% | 50% | 75% | 100% | 50% | 67% | 60% | 81% |
| Contractor-Led Design/Build | | | | | | | | | | | |
| Count | 12 | 1 | 3 | 0 | 3 | 3 | 0 | 0 | 0 | 1 | 1 |
| Column % | 11% | 11% | 13% | 0% | 25% | 13% | 0% | 0% | 0% | 20% | 5% |
| Consultant-Led Design/Build | | | | | | | | | | | |
| Count | 2 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 11% | 0% | 0% | 8% | 0% | 0% | 0% | 0% | 0% | 0% |
| Progressive Design/Build | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Construction Manager at Risk | | | | | | | | | | | |
| Count | 3 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 |
| Column % | 3% | 11% | 0% | 0% | 0% | 4% | 0% | 0% | 0% | 20% | 0% |
| Construction Manager/General Contractor | | | | | | | | | | | |
| Count | 7 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 2 |
| Column % | 7% | 11% | 4% | 14% | 0% | 4% | 0% | 0% | 33% | 0% | 10% |
| Other (please specify) | | | | | | | | | | | |
| Count | 11 | 1 | 2 | 3 | 2 | 1 | 0 | 1 | 0 | 0 | 1 |
| Column % | 10% | 11% | 9% | 43% EJ | 17% | 4% | 0% | 50% | 0% | 0% | 5% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: EJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|---------------------------------|------------|--|-------------------------------------|------------------------------------|---|---|--------------------------|---------------------------------------|---------------------------------------|----------------|-------------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 348 | 11 | 62 | 19 | 24 | 49 | 8 | 16 | 23 | 28 | 105 |
| Yes Count Column % | 42 12% | 5 45% BDEHJ | 10 16% | 4 21% H | 2 8% | 6 12% | 2 25% | 2 13% | 0 0% | 4 14% | 7 7% |
| No Count Column % | 306 88% | 6 55% | 52 84% A | 15 79% | 22 92% A | 43 88% A | 6 75% | 14 88% | 23 100% AC | 24 86% | 98 93% A |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: ABCDEHJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|--|------------|--|-------------------------------|-----------------------------|---|---|--------------------------|---------------------------------------|------------------------------|------------------------|------------------------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnerer; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 349 | 11 | 62 | 19 | 24 | 49 | 9 | 16 | 23 | 28 | 105 |
| Frequently Count Column % | 17 5% | 3 27% BEJ | 2 3% | 3 16% E | 1 4% | 0 0% | 0 0% | 1 6% | 1 4% | 1 4% | 5 5% |
| Sometimes Count Column % | 155 44% | 5 45% | 37 60% IJ | 8 42% | 9 38% | 28 57% IJ | 4 44% | 6 38% | 9 39% | 9 32% | 38 36% |
| Rarely Count Column % | 148 42% | 3 27% | 20 32% | 8 42% | 12 50% | 18 37% | 3 33% | 5 31% | 13 57% B | 15 54% | 51 49% B |
| Never Count Column % | 29 8% | 0 0% | 3 5% | 0 0% | 2 8% | 3 6% | 2 22% | 4 25% BCH | 0 0% | 3 11% | 11 10% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|---|-----------|-----------|--------------------------------|--|--------------------|------------------------------|-------|-------------|----------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professionals D | CNA / Schinnere; Continental Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 319 | 11 | 59 | 19 | 22 | 46 | 7 | 12 | 23 | 25 | 93 |
| Client History | | | | | | | | | | | |
| Mentions | 177 | 8 | 38 | 14 | 12 | 28 | 4 | 7 | 9 | 8 | 49 |
| % Valid Cases | 55% | 73% | 64% HI | 74% HI | 55% | 61% I | 57% | 58% | 39% | 32% | 53% |
| Contract Terms | | | | | | | | | | | |
| Mentions | 185 | 6 | 40 | 8 | 14 | 32 | 5 | 8 | 11 | 9 | 50 |
| % Valid Cases | 58% | 55% | 68% CI | 42% | 64% | 70% CI | 71% | 67% | 48% | 36% | 54% |
| High Risk (e.g., in terms of safety, project delivery type, technical sufficiency, etc.) | | | | | | | | | | | |
| Mentions | 184 | 6 | 35 | 12 | 10 | 35 | 4 | 7 | 14 | 13 | 46 |
| % Valid Cases | 58% | 55% | 59% | 63% | 45% | 76% DIJ | 57% | 58% | 61% | 52% | 49% |
| Lacked Qualifications / Experience on the part of the client, design professional, or others | | | | | | | | | | | |
| Mentions | 119 | 6 | 28 | 7 | 6 | 21 | 2 | 2 | 5 | 11 | 31 |
| % Valid Cases | 37% | 55% | 47% H | 37% | 27% | 46% | 29% | 17% | 22% | 44% | 33% |
| Project Type or Delivery Method | | | | | | | | | | | |
| Mentions | 94 | 3 | 17 | 8 | 6 | 17 | 2 | 4 | 5 | 8 | 24 |
| % Valid Cases | 29% | 27% | 29% | 42% | 27% | 37% | 29% | 33% | 22% | 32% | 26% |
| Undercapitalized Project | | | | | | | | | | | |
| Mentions | 45 | 2 | 10 | 2 | 4 | 8 | 1 | 2 | 3 | 4 | 9 |
| % Valid Cases | 14% | 18% | 17% | 11% | 18% | 17% | 14% | 17% | 13% | 16% | 10% |
| Other (please specify) | | | | | | | | | | | |
| Mentions | 14 | 1 | 2 | 1 | 1 | 2 | 1 | 1 | 0 | 1 | 4 |
| % Valid Cases | 4% | 9% | 3% | 5% | 5% | 4% | 14% | 8% | 0% | 4% | 4% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: CDHIJ

Auto Generated

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 | Q8RG: PLI Provider | | | | | | | | | |
|--|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|-----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 316 | 11 | 59 | 19 | 22 | 45 | 7 | 12 | 23 | 25 | 91 |
| \$0 to \$10,000 | | | | | | | | | | | |
| Count | 37 | 1 | 3 | 2 | 3 | 6 | 1 | 2 | 3 | 2 | 14 |
| Column % | 12% | 9% | 5% | 11% | 14% | 13% | 14% | 17% | 13% | 8% | 15% |
| \$10,001 to \$100,000 | | | | | | | | | | | |
| Count | 128 | 4 | 20 | 6 | 7 | 15 | 3 | 6 | 13 | 15 | 38 |
| Column % | 41% | 36% | 34% | 32% | 32% | 33% | 43% | 50% | 57% | 60% | 42% |
| \$100,001 to \$250,000 | | | | | | | | | | | |
| Count | 69 | 2 | 17 | 4 | 1 | 9 | 1 | 2 | 6 | 5 | 21 |
| Column % | 22% | 18% | 29% | 21% | 5% | 20% | 14% | 17% | 26% | 20% | 23% |
| \$250,001 to \$500,000 | | | | | | | | | | | |
| Count | 40 | 0 | 11 | 4 | 4 | 2 | 2 | 2 | 0 | 3 | 12 |
| Column % | 13% | 0% | 19% | 21% | 18% | 4% | 29% | 17% | 0% | 12% | 13% |
| \$500,001 to \$1 million | | | | | | | | | | | |
| Count | 22 | 1 | 3 | 3 | 4 | 5 | 0 | 0 | 0 | 0 | 6 |
| Column % | 7% | 9% | 5% | 16% | 18% | 11% | 0% | 0% | 0% | 0% | 7% |
| \$1.01 million to \$2.5 million | | | | | | | | | | | |
| Count | 11 | 0 | 3 | 0 | 2 | 5 | 0 | 0 | 1 | 0 | 0 |
| Column % | 3% | 0% | 5% | 0% | 9% | 11% | 0% | 0% | 4% | 0% | 0% |
| \$2.51 million to \$5 million | | | | | | | | | | | |
| Count | 4 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 9% | 2% | 0% | 5% | 2% | 0% | 0% | 0% | 0% | 0% |
| \$5.01 million to \$10 million | | | | | | | | | | | |
| Count | 2 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 2% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% |
| More than \$10 million | | | | | | | | | | | |
| Count | 3 | 2 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 18% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

Significant difference within groups: BDEHIJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|----------------------------|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Professio nals D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Sample Size | 348 | 11 | 62 | 19 | 23 | 49 | 9 | 16 | 23 | 28 | 105 |
| Very Much Count | 41 | 3 | 7 | 2 | 4 | 5 | 2 | 3 | 2 | 3 | 10 |
| Column % | 12% | 27% | 11% | 11% | 17% | 10% | 22% | 19% | 9% | 11% | 10% |
| Somewhat Count | 129 | 4 | 25 | 7 | 8 | 19 | 5 | 5 | 9 | 6 | 41 |
| Column % | 37% | 36% | 40% | 37% | 35% | 39% | 56% | 31% | 39% | 21% | 39% |
| A little Count | 140 | 4 | 27 | 6 | 9 | 18 | 1 | 6 | 9 | 18 | 40 |
| Column % | 40% | 36% | 44% | 32% | 39% | 37% | 11% | 38% | 39% | 64% | 38% |
| Not at all Count | 38 | 0 | 3 | 4 | 2 | 7 | 1 | 2 | 3 | 1 | 14 |
| Column % | 11% | 0% | 5% | 21% | 9% | 14% | 11% | 13% | 13% | 4% | 13% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: BCEFJ

Auto Generated

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

| | Total | Q8RG: PLI Provider | | | | | | | | | |
|---|-------|--|-------------|--------------|---|---|--------------------------|---------------------------------------|----------|----------------|-------------|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkley Design Profession als D | CNA / Schinnere r; Continent al Casualty; Columbia Casualty E | Lloyds of London F | Navigator s / The Hartford G | RLI H | Travelers I | Others J |
| Valid Cases | 330 | 11 | 60 | 18 | 23 | 46 | 8 | 14 | 22 | 27 | 98 |
| Build good relations with clients | | | | | | | | | | | |
| Mentions | 31 | 2 | 10 | 1 | 5 | 2 | 1 | 1 | 1 | 2 | 6 |
| % Valid Cases | 9% | 18% | 17% J | 6% | 22% J | 4% | 13% | 7% | 5% | 7% | 6% |
| Expand your firm’s business | | | | | | | | | | | |
| Mentions | 61 | 2 | 13 | 2 | 4 | 7 | 3 | 3 | 6 | 4 | 17 |
| % Valid Cases | 18% | 18% | 22% | 11% | 17% | 15% | 38% | 21% | 27% | 15% | 17% |
| Hire new engineers | | | | | | | | | | | |
| Mentions | 11 | 1 | 3 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 4 |
| % Valid Cases | 3% | 9% | 5% | 0% | 0% | 4% | 0% | 0% | 0% | 4% | 4% |
| Hold down costs / remain profitable | | | | | | | | | | | |
| Mentions | 70 | 3 | 12 | 4 | 5 | 11 | 5 | 2 | 5 | 5 | 17 |
| % Valid Cases | 21% | 27% | 20% | 22% | 22% | 24% | 63% | 14% | 23% | 19% | 17% |
| Hold down fees | | | | | | | | | | | |
| Mentions | 84 | 3 | 15 | 5 | 8 | 14 | 4 | 3 | 7 | 3 | 22 |
| % Valid Cases | 25% | 27% | 25% | 28% | 35% | 30% | 50% | 21% | 32% | 11% | 22% |
| Maintain good relations with other construction team members | | | | | | | | | | | |
| Mentions | 64 | 5 | 14 | 2 | 6 | 10 | 1 | 1 | 2 | 3 | 20 |
| % Valid Cases | 19% | 45% | 23% | 11% | 26% | 22% | 13% | 7% | 9% | 11% | 20% |
| Try innovative approaches | | | | | | | | | | | |
| Mentions | 89 | 3 | 15 | 5 | 6 | 15 | 4 | 1 | 8 | 3 | 29 |
| % Valid Cases | 27% | 27% | 25% | 28% | 26% | 33% | 50% | 7% | 36% | 11% | 30% |
| The threat of claims is not having an impact on our firm | | | | | | | | | | | |
| Mentions | 156 | 5 | 28 | 9 | 10 | 18 | 2 | 8 | 9 | 16 | 49 |
| % Valid Cases | 47% | 45% | 47% | 50% | 43% | 39% | 25% | 57% | 41% | 59% | 50% |

Confidence Level = 95%

* Denotes variable with statistically significant findings

■ Significant difference within groups: J